

#25983

DATE: March 28, 2012

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne, Chief Information Officer  
Department of Information Technology

RE: AUTHORIZATION TO ENTER INTO AN AGREEMENT (IT-1234) WITH ADVANTAGE TECHNICAL RESOURCING, INC. FOR MULTIPLE INFORMATION TECHNOLOGY PROFESSIONAL CONSULTING SERVICES FOR A TERM COMMENCING APRIL 1, 2012 AND TERMINATING MARCH 31, 2014, FOR A TOTAL AMOUNT NOT TO EXCEED \$526,310

BACKGROUND:

- On February 22, 2012, the County issued a request for proposals ("RFP") seeking proposals from qualified individuals and companies to provide each of one hundred and twenty-two (122) different information technology professional consultant services.
- In response to the RFP, the County received twenty-two (22) proposals to provide service number 11, entitled "COBOL." Accordingly, after a review and evaluation of the proposals, the proposal from Advantage Technical Resourcing, Inc. ("Advantage") was selected.
- In response to the RFP, the County received twenty-two (22) proposals to provide service number 40, entitled "LINUX Server Admin Services." After a review and evaluation of those proposals, the proposal from Advantage was selected based upon the criteria specified in the RFP.
- We now come before your Honorable Board requesting authorization to enter into an agreement (IT-1234) with Advantage for a term commencing April 1, 2012 and terminating March 31, 2014, for a total amount not to exceed \$526,310, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services: COBOL for the Financial Systems and Human Resources Team; LINUX Server Admin Services for the County's server infrastructure as well as AIX systems at the Labs and Research facilities.

	SERVICE	1 YEAR EXPERIENCE RATE	3 YEAR EXPERIENCE RATE	5 YEAR EXPERIENCE RATE	1 YEAR EXPERIENCE RATE with certification	3 YEAR EXPERIENCE RATE with certification	5 YEAR EXPERIENCE RATE with certification
11	COBOL	\$ -	\$ -	\$ 73.50	\$ -	\$ -	\$ 91.87
40	LINUX Server Admin Services	\$ 42.00	\$ 68.25	\$ 82.42	\$ 57.75	\$ 82.25	\$ 91.87

- The proposed agreement will serve a public purpose by providing the County with the information technology professional consultant services needed for numerous current County projects, as well as future projects that are begun during the term of the agreement. Current County projects for which Advantage will provide services include, but are not limited to, the following:

1. Advantage consultants will work on Human Resources and Financial Systems support services which include reporting, upgrades, enhancements and interfaces. Other projects the Advantage consultant will work on are a major upgrade to the Human Resources, Financial and Budget systems. Included also in the tasks to be performed by the consultant will be the retrofitting custom COBOL code into the baseline software provided by the vendor as part of the upgrade. The Advantage consultant will work on the On-Line W2 Project and the Board of Elections Election Worker Interface Project which will automate the process of adding election workers as employees in the HR system and making the associated payments.
  2. Advantage consultants will provide 24x7 server infrastructure support. Consultants will also provide design, implementation and support services for the County's AIX systems at the Labs and Research facilities and for the financial systems. Support services will also be provided for Linux systems used at the County Jail. Support also includes servers for the County wide fingerprinting system, and the Department of Parks and Recreation among others.
- The goal and objective of the proposed agreement is to make available to the County qualified individuals to provide the aforementioned services for the aforementioned County projects, as well as to provide those services, as necessary, for any future projects that are begun during the term of the agreement.
  - The goal and objective of the proposed agreement is in the best interests of the County in terms of fiscal responsibility, as the County will receive the necessary services at a reasonable cost based on the competitive RFP process. For some projects, the services to be provided by Advantage will also save money by implementing or expanding electronic systems that are cheaper to operate than the existing systems.
  - The goal and objective of the proposed agreement is also in the best interests of the County in terms of public safety, as a number of the projects for which Advantage will provide services (as described above) directly impact public safety.
  - The goal and objective of the proposed agreement will be continually tracked and monitored by staff from the Department of Information Technology in order to ensure that the services are being provided.

**ACTION REQUESTED:**

Authorization to enter into an agreement (IT-1234) with Advantage Technical Resourcing, Inc., having a place of business located at 220 Norwood Park South, Norwood, MA 02062, for a term commencing April 1, 2012 and terminating March 31, 2014, for a total amount not to exceed \$526,310, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services: COBOL for the Financial Systems and Human Resources Team; LINUX Server Admin Services for the County's server infrastructure as well as AIX systems at the Labs and Research facilities.

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Accordingly, the attached resolution is submitted for your consideration.

## RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER, DEPARTMENT OF INFORMATION TECHNOLOGY, BE IT HEREBY

RESOLVED, that the County of Westchester (the "County") is hereby authorized to enter into an agreement (IT-1234) with Advantage Technical Resourcing, Inc., having a place of business located at 220 Norwood Park South, Norwood, MA 02062, for a term commencing April 1, 2012 and terminating March 31, 2014, for a total amount not to exceed \$526,310, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services: COBOL for the Financial Systems and Human Resources Team; LINUX Server Admin Services for the County's server infrastructure as well as AIX systems at the Labs and Research facilities

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; and be it further

RESOLVED, that this Agreement is subject to County appropriations; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the "State Budget") proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute and deliver any and all documents and to take all action necessary and appropriate to effectuate the purposes of this Resolution.

Account to be Charged/Credited:  
Agreement Number: IT-1234

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2012	101	16	6000	4420		\$ 197,226
2013	101	16	6000	4420		\$ 263,718
2014	101	16	6000	4420		\$ 65,366

Budget Funding Year(s): 2012 - 2014 Start Date: April 1, 2012 End Date: March 31, 2014  
(must match resolution)

Funding Source

Tax Dollars: \$526,310  
State Aid \_\_\_\_\_  
Federal Aid \_\_\_\_\_  
Other: \_\_\_\_\_

**\$ 526,310**  
(must match resolution)

APPROVED BOARD OF ACQUISITION & CONTRACT - 04/19/2012 - JOMAR VERA SECRETARY

APPROVED BOARD OF ACQUISITION & CONTRACT - 04/19/2012 - JOMARY VIEIRA, SECRETARY

## ALPHABETICAL LIST OF RESPONSIVE RESPONDENTS

Service Number 11  
COBOL

1. 22nd Century Technologies, Inc.
2. Advantage Technical Resourcing, Inc.
3. Atria Consulting
4. ClarusTec
5. Cyret Technologies, Inc.
6. Data Industries, LTD.
7. Doon Technologies, Inc.
8. Enterprise Strategies
9. ExplInfo Inc.
10. Genesys Consulting Services, Inc.
11. Infojini, Inc.
12. Innosoul, Inc.
13. Kaizen Technologies, Inc.
14. Neotecra, Inc.
15. Nutech Information Systems
16. PSI International, Inc.
17. Software Guidance & Assistance, Inc.
18. Sunrise Systems, Inc.
19. Tail Wind Associates
20. Technical Operations, Inc.
21. Technology Resource Services, Inc.
22. Viva USA, Inc.

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Service Number 40  
LINUX Server Admin Services

1. 22nd Century Technologies, Inc.
2. Atria Consulting
3. Advantage Technical Resourcing, Inc.
4. Bowne Management Systems, Inc.
5. Cyret Technologies, Inc.
6. Data Industries, LTD.
7. Doon Technologies, Inc.
8. Enterprise Strategies
9. ExplInfo Inc.
10. Genesys Consulting Services, Inc.
11. Infojini, Inc.
12. Innosoul, Inc.
13. Kaizen Technologies, Inc.
14. Neotecra, Inc.
15. Nutech Information Systems
16. PSI International, Inc.
17. SAM Consulting Services, Inc.
18. Software Guidance & Assistance, Inc.
19. Sunrise Systems, Inc.
20. Tail Wind Associates
21. Technical Operations, Inc.
22. Technology Resource Services, Inc.

APPROVED BOARD OF COMPOSITION CONTRACT - 04/19/2012 - JOMARY VIEIRA, SECRETARY