

28277

DATE: July 19, 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-1249) WITH ATRIA CONSULTING, LLC FOR INFORMATION TECHNOLOGY PROFESSIONAL CONSULTING SERVICES FOR A TERM COMMENCING JULY 16, 2012 AND TERMINATING MARCH 31, 2014, FOR A TOTAL AMOUNT NOT TO EXCEED \$540,000

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-five (25) proposals to provide service number 3, entitled "Java/JSP/J2EE for Health and Human Services Team and related County projects." After a review and evaluation of those proposals, the proposal from Atria Consulting, LLC ("Atria") 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-1249) with Atria for a term commencing July 16, 2012 and terminating March 31, 2014, for a total amount not to exceed \$540,000, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services on an as-needed basis: Java/JSP/J2EE for Health and Human Services Team and related County projects.

	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
3	Java/JSP/J2EE for Health and Human Services Team and related County projects	\$ 75.00	\$ 90.00	\$ 105.00	\$ 80.00	\$ 95.00	\$ 110.00

- The proposed agreement will serve a public purpose by providing the County with the information technology professional consultant services needed for the County's current "REACH Westchester" project, as well as future projects that are begun during the term of

the agreement. The County's current "REACH Westchester" project is expected to include, but not be limited to, the following work:

- 1.) Use of J2EE technologies to enhance the task manager module currently in the "REACH Westchester" system for the Department of Social Services. These enhancements include the following:
  - a.) Use J2EE technologies to develop a staff manager component with tools for program creation and association with centers, team creation/management and worker assignment/re-assignment;
  - b.) Use J2EE technologies to develop round robin task assignment;
  - c.) Use J2EE technologies to develop program manager program monitoring and worker re-assignment
- 2.) Use of J2EE technologies to develop the on-line application process.
- 3.) Use of J2EE technologies to develop additional features for on-line customer access to account information.

The services to be provided by Atria will serve a public purpose by improving and expanding the "REACH Westchester" system for Temporary Assistance (TA) customers. With the improvements to be made through the services to be provided by Atria, the "REACH Westchester" system will provide easier access to many state benefits and services, thereby helping to ensure that low-income families receive the assistance they need.

- The goal and objective of the proposed agreement is to make available to the County qualified individuals to provide the aforementioned services for the "REACH Westchester" project, as well 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.

The goal and objective of the proposed agreement is in the best interests of the County in terms of fiscal responsibility also because the cost benefits to the Department of Social Services and the County, based on the end results of the services to be provided by Atria, are expected to be significant, starting with immediate cost avoidance by increasing caseload capacity and eliminating the immediate need of the Department of Social Services for additional staff resources. Once the economy recovers and the system is fully implemented, the Department of Social Service anticipates additional savings associated with position reductions (through attrition), reduced operating costs, and a decrease in error rates and possible disallowances and sanctions.

The goal and objective of the proposed agreement is also in the best interests of the County in terms of health and the environment, as the end results of the services to be provided by Atria are expected to be reduced greenhouse emissions associated with customer travel to and from the Department of Social Services district offices, as well as reduced paper usage.

- The goal and objective of the proposed agreement will be continually tracked and monitored by staff from the Department of Information Technology and the Department of Social Services in order to ensure that the services are being provided.

**ACTION REQUESTED:**

Authorization to enter into an agreement (IT-1249) with Atria Consulting, LLC, having a place of business located at 132 West 36<sup>th</sup> Street, New York, New York 10018, for a term commencing July 16, 2012 and terminating March 31, 2014, for a total amount not to exceed \$540,000, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services on an as-needed basis: Java/JSP/J2EE for Health and Human Services Team and related County projects.

	<b>SERVICE</b>	<b>1 YEAR EXPERIENCE RATE</b>	<b>3 YEAR EXPERIENCE RATE</b>	<b>5 YEAR EXPERIENCE RATE</b>	<b>1 YEAR EXPERIENCE RATE with certification</b>	<b>3 YEAR EXPERIENCE RATE with certification</b>	<b>5 YEAR EXPERIENCE RATE with certification</b>
3	Java/JSP/J2EE for Health and Human Services Team and related County projects	\$ 75.00	\$ 90.00	\$ 105.00	\$ 80.00	\$ 95.00	\$ 110.00

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-1249) with Atria Consulting, LLC, having a place of business located at 132 West 36<sup>th</sup> Street, New York, New York 10018, for a term commencing July 16, 2012 and terminating March 31, 2014, for a total amount not to exceed \$540,000, payable monthly at hourly rates not to exceed those specified below, for the provision of the following information technology professional consulting services on an as-needed basis: Java/JSP/J2EE for Health and Human Services Team and related County projects

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3	Java/JSP/J2EE for Health and Human Services Team and related County projects	\$ 75.00	\$ 90.00	\$ 105.00	\$ 80.00	\$ 95.00	\$ 110.00

; 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-1249

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2012	101	22	4000	4420		\$240,000
2013	101	22	4000	4420		\$240,000
2014	101	22	4000	4420		\$ 60,000

Budget Funding Year(s): 2012-2014 Start Date: July 16, 2012 End Date: March 31, 2014  
(must match resolution)

Funding Source

**\$ 540,000**  
(must match resolution)

Tax Dollars: \$540,000  
State Aid: \_\_\_\_\_  
Federal Aid: \_\_\_\_\_  
Other: \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACT - 08/16/2012 - JONATHAN W. RA, SECRETARY

## ALPHBETICAL LIST OF RESPONSIVE RESPONDENTS

Service Number 3

Java/JSP/J2EE for Health and Human Services Team and related County projects

1. 22nd Century Technologies, Inc.
2. Advantage Technical Resourcing, Inc.
3. Atria Consulting, LLC
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. InterBase Corporation
14. Kaizen Technologies, Inc.
15. Neotecra, Inc.
16. Nutech Information Systems
17. PSI International, Inc.
18. RK Software, Inc.
19. SAM Consulting Services, Inc.
20. S.O.F.T., Inc.
21. Software Guidance & Assistance, Inc.
22. Sunrise Systems, Inc.
23. Tail Wind Associates
24. Technical Operations, Inc.
25. Technology Resource Services, Inc.