

72571

DATE: November 12, 2019

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne  
Chief Information Officer

RE: AUTHORITY TO EXEMPT FROM THE WESTCHESTER COUNTY PROCUREMENT POLICY, PURSUANT TO SECTION 3(a)(xxi) THEREOF, AN EIGHTH AMENDMENT TO AN AGREEMENT (IT-1300) WITH CAROUSEL INDUSTRIES OF NORTH AMERICA, INC., FOR THE PROVISION OF MAINTENANCE SERVICES NECESSARY FOR THE OPERATION OF THE COUNTY'S ENHANCED 911 SYSTEM, TO EXTEND THE TERM OF THE AGREEMENT BY ONE YEAR, THROUGH JANUARY 9, 2021.

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BACKGROUND:

- Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy an eighth amendment to an agreement between the County of Westchester (the "County") and Carousel Industries of North America, Inc. ("Carousel"), pursuant to which Carousel was to provide maintenance for all of the Customer Premise Equipment that is part of each Public Safety Answering Point, as well as for the overall Cassidian System, in the County's Enhanced 911 system (the "Maintenance Services"), for the period from January 10, 2013 through January 9, 2020, ("IT-1300") by which amendment the County and Carousel would, among other things, extend the term of IT-1300 by one year, through January 9, 2021 (the "Eighth Amendment").
- The procurement of the original IT-1300 and the procurement of the first five (5) amendments that were made to the original IT-1300 were all exempt from the County's Procurement Policy pursuant to Section 3(a)(i) thereof, based on the County's use of New York State Office of General Services Contract Number PT64255 ("NYS OGS PT64255") as the basis for each procurement. However, NYS OGS PT64255 was terminated by the New York State Office of General Services as of November 30, 2017. Carousel agreed to honor the pricing and other terms of NYS OGS PT64255 for the purposes of the sixth and seventh amendments to IT-1300, and has once again agreed to honor said pricing and other terms for the purposes of the proposed Eighth Amendment. However, NYS OGS PT64255 cannot be used as the basis for the procurement of the proposed Eighth Amendment.
- Carousel has successfully performed the Maintenance Services for the County for nearly seven (7) years. Carousel maintains a 24-7 network operations center with live

monitoring, critical on-site support, and local spare parts that are kept in Westchester County. Carousel also has in place a local team of dedicated technical resources with expertise related to the County's environment, infrastructure, and equipment, including technicians that have attended system training at the Airbus DS Communications facility in Temecula, California.

- In addition to its overall familiarity, as described above, Carousel is specifically familiar with each individual 911 center's environment, including power, uninterrupted power supplies, grounding, circuits, and interfaces to other municipality solutions (i.e., Computer Aided Dispatch software and call recording). This knowledge is crucial in providing the best of support for each 911 center.
- Carousel has also engineered, installed, configured, and updated the County's existing Next Generation 911 systems. As such, Carousel is intimately familiar with the systems providing for optimal performance and reliability. Carousel also maintains a lab system which allows Carousel to test system updates in the lab environment prior to deploying them in Westchester County.
- Carousel, acting as an 'Authorized Agent', has also established a working relationship with Verizon, which continues to deliver 911 circuits to the County. This relationship with Verizon is a vital part of providing continuous 911 services for the County.
- Finally, the County continuing to receive the Maintenance Services from Carousel's existing, experienced support team would ensure uninterrupted service for the County, with no lag time that would be associated with having a new vendor 'ramp-up' and train multiple personnel to support the County's 911 systems.
- Based upon the foregoing, it is proposed that the best interests of the County would be served by exempting the proposed Eighth Amendment from the Westchester County Procurement Policy, pursuant to Section 3(a)(xxi) thereof, as was done for the above-described sixth and seventh amendments. Therefore, a resolution to exempt this procurement is hereby submitted for your consideration.

**ACTION REQUESTED:**

Authority to exempt from the Westchester County Procurement Policy an eighth amendment to an agreement between the County and Carousel, pursuant to which Carousel was to provide maintenance for all of the Customer Premise Equipment that is part of each Public Safety Answering Point, as well as for the overall Cassidian System, in the County's Enhanced 911 system, for the period from January 10, 2013 through January 9, 2020, ("IT-1300") by which amendment the County and Carousel would, among other things, extend the term of IT-1300 by one year, through January 9, 2021.

The attached resolution is submitted for your consideration.

MB/SF/bdm/nn

## RESOLUTION

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

**RESOLVED**, that pursuant to Section 3(a)(xxi) of the Westchester County Procurement Policy, it is hereby determined that application of the procedural requirements contained therein, including the necessity of soliciting proposals, is neither cost effective nor expedient, and accordingly, not in the best interests of the County of Westchester (the "County") in connection with the procurement of an eighth amendment to an agreement between the County and Carousel Industries of North America, Inc. ("Carousel"), pursuant to which Carousel was to provide maintenance for all of the Customer Premise Equipment that is part of each Public Safety Answering Point, as well as for the overall Cassidian System, in the County's Enhanced 911 system, for the period from January 10, 2013 through January 9, 2020, ("IT-1300") by which amendment the County and Carousel would, among other things, extend the term of IT-1300 by one year, through January 9, 2021.

APPROVED BOARD OF ACQUISITION & CONTRACT ADMINISTRATION  
WESTCHESTER COUNTY CLERK  
APPROVED SECRETARY