

**74016**

**Date:** January 16, 2020

**To:** Board of Acquisition and Contract

**From:** Kenneth W. Jenkins  
Deputy County Executive

**Re:** Resolution to exempt from the Westchester County Procurement Policy pursuant to Section 3(a) xxi thereof, the procurement of an agreement with StateBook International, Inc. for the creation of an economic development strategic analysis benchmarking report

---

Authority is hereby requested from your Honorable Board to exempt the procurement of an agreement with StateBook International, Inc. ("StateBook") from the Westchester County Procurement Policy and Procedures ("Procurement Policy"). Pursuant to the terms of the proposed agreement, StateBook will create an economic development strategic analysis benchmarking report (the "Report") to provide a baseline for economic development strategy planning process in order to create a framework for growth in Westchester County. The term of the proposed agreement will commence on January 13, 2020 and terminate on February 13, 2020. In consideration for services rendered, the County will pay StateBook an amount not-to-exceed \$30,000, upon completion of the Report.

Ordinarily, under Section 5(b) of the Procurement Policy, the County is required to solicit written quotations from no fewer than three persons customarily providing such services, and, if deemed appropriate, to inquire as to the qualifications and experience of such persons. However, StateBook's technology is unique, and patented, and there are no companies offering comparable services. Utilizing StateBook's services will allow the County to obtain an objective, data-driven assessment of the County's economy in order to inform its strategic planning process. StateBook's technology will allow the County to make informed decisions regarding its goals and priorities for economic growth. .

Pursuant to Section 3 (a) (xxi) of the Procurement Policy, where this Honorable Board determines by resolution passed prior to the commencement of procurement that compliance with the Procurement Policy would not be in the best interests of the County, the requirements of the Procurement Policy may be waived. For the reasons set forth above, it is proposed that the best interests of the County would be served by exempting the procurement of this agreement from the County Procurement Policy.

Your Honorable Board's approval of the annexed resolution is respectfully requested.

## RESOLUTION

Upon a communication from the Deputy County Executive, be it hereby

**RESOLVED**, that pursuant to Section 3 (a) (xxi) of the Westchester County Procurement Policy and Procedures, it is determined that application of the procedural requirements contained therein, including the necessity of soliciting written price quotations, is neither cost effective nor expedient and accordingly not in the best interests of the County of Westchester ("County") in connection with the procurement of an agreement with StateBook International, Inc. for the creation of an economic development strategic analysis benchmarking report to provide a baseline for economic development strategy planning process in order to create a framework for growth in Westchester County.

APPROVED BOARD OF ACQUISITION & CONTRACT - 02/09/2020 LES MARIJEI SECRETARY