

**11705**

DATE: May 24, 2010

TO: Board of Acquisition and Contract

FROM: Mae Carpenter, Commissioner  
Department of Senior Programs and Services

Marguerite Beirne, Chief Information Officer  
Department of Information Technology

RE: Authority to exempt from the Westchester County Procurement Policy an Agreement with Harmony Information Systems, Inc. ("Harmony") for the provision of a software license and software maintenance services for a client management and reporting system, pursuant to Section 3(a)xxi of the Westchester County Procurement Policy and Procedures.

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Authority is respectfully requested from your Board to exempt from the Westchester County Procurement Policy an agreement with Harmony Information Systems, Inc. ("Harmony"), formerly known as Synergy Software Technologies, Inc., for a software license and software maintenance services for a client management and reporting system for the Department of Senior Programs & Services (the "Department") for a term commencing on July 1, 2010 and continuing through December 31, 2010 in an amount not-to-exceed \$33,074, with the County having an option to renew the agreement for up to two (2) additional one (1) year periods.

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 the required services. However, it is proposed that compliance with the Procurement Policy would not be in the best interests of the County with respect to this procurement for the following reasons: Harmony was selected as a vendor five years ago following issuance of an RFP to procure the aforementioned services. Since that time, Harmony has provided the Department with accurate and efficient data transmission as well as outstanding maintenance and customer service. Because the Department's funding is critically dependent on our data being transferred in a timely manner, and since the procurement of another unknown vendor would entail various service interruptions and additional start-up costs, including the purchase and installation of new software, additional training costs and data mapping and conversion delays, it is proposed that compliance with the Procurement Policy would not be in the best interests of the County in connection with the procurement of this vendor.

Pursuant to Section 3(a) xxi, the Westchester County Procurement Policy and Procedures are not applicable to any procurement for which this Honorable Board determines, by resolution passed prior to commencing such procurement, that compliance with the policy would not be in the best interests of the County. 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. Accordingly, a resolution to exempt the procurement with Harmony Software Technologies Inc. is hereby submitted for your Board's consideration.

APPROVED BOARD OF ACQUISITION & CONTRACT - 6-10-2010 - JOMARY VIEIRA, SECRETARY

## RESOLUTION

Upon a communication from the Commissioner of the Department of Senior Programs & Services and 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 and Procedures, it is hereby 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 in connection with the procurement of an agreement with Harmony Information Systems, Inc., 25 New England Drive, Essex Junction, Vermont for a software license and software maintenance services for a client management and reporting system for the Department of Senior Programs & Services.

APPROVED BOARD OF ACQUISITION & CONTRACT - 6-10-2010 - JOMARY VEITH SECRETARY