

24483

DATE: January 26, 2012

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne, Chief Information Officer

RE: AUTHORIZATION TO ENTER INTO AN AGREEMENT (IT-1228) WITH SPRINT SOLUTIONS, INC. FOR "DIRECT CONNECT" AND OTHER CELLULAR TELEPHONE SERVICES ON BEHALF OF VARIOUS COUNTY DEPARTMENTS FOR A THREE YEAR PERIOD COMMENCING FEBRUARY 26, 2012 AND TERMINATING FEBRUARY 25, 2015 FOR A TOTAL NOT TO EXCEED CONTRACT AMOUNT OF \$324,000

BACKGROUND:

- With your Honorable Board's approval, the County has been using Nextel cellular telephone services since 1999. The last resolution was approved on February 18, 2010 to enter into Agreement IT-1153 with Sprint Solutions, Inc. for "direct connect" and other cellular telephone services for a term of two years until February 25, 2012 with a contract cap of \$480,000. The decrease in the contract cap requested for the next three years is due to an ongoing surveillance of real need with cancellation of little used devices and a migration of some departments' cellular devices to Verizon Wireless service.
- The primary reason for the County's continued use of Sprint's services is the "direct connect" or push to talk service on their Nextel IDEN network. Many County departments have become reliant on this service. Departments that currently use and wish to continue utilizing this service include: Emergency Services, Social Services, Health, Public Works and Transportation and others.
- There are currently 203 Sprint/Nextel cellular devices in County use, which include cellular telephones, some BlackBerries and a few aircards. Cellular minutes are "pooled" allowing us to keep recurring operating costs down. The average recurring cost for a Sprint/Nextel device is under \$33 per month, per device.
- The agreement requested on the attached resolution is exempt from the Westchester County Procurement Policy and Procedures pursuant to Section 3(a)i of the Westchester County Procurement Policy as this is a procurement from a State contract pursuant to Section 104 of the General Municipal Law.
- We now come before your Honorable Board, requesting approval to enter into an agreement (IT-1228) with Sprint Solutions, Inc. for "direct connect" and other cellular telephone services on behalf of various County Departments, for a three year period commencing February 26, 2012 and terminating February 25, 2015, for a total not to exceed amount of \$324,000, utilizing the terms of NYS Contract PS63853 upon which it is based.

- The public purpose for the requested contract will ultimately benefit the public good by providing County staff with a communication device that enables them to do their job more efficiently.
- The goal and objective for the services provided in the attached resolution is efficient, cost effective cellular telephone service. Continuing the utilization of Sprint/Nextel cellular services is in the best interest of the County since it provides a quick, almost instantaneous means for County staff to communicate with each other in times of an emergency or disaster, as well as during the course of normal work day related activities. Cellular telephone service will be monitored by DoIT staff, in conjunction with staff from the departments utilizing the devices, to be sure the service meets departmental needs and the service is not abused and remains cost effective.

ACTION REQUESTED:

- Authorization to enter into an agreement (IT-1228) with Sprint Solutions, Inc., having an office and place of business at 2001 Edmund Halley Drive, Reston, Virginia 20191, for "direct connect" and other cellular telephone services on behalf of various County Departments, for a three year term commencing February 26, 2012 and terminating February 25, 2015, for a total not to exceed contract amount of \$324,000, utilizing the terms of NYS Contract PS63853 upon which it is based, payable monthly, subject to County appropriations.

A resolution authorizing the execution of the aforementioned agreement is submitted herewith for your consideration.

APPROVED BOARD OF ACQUISITION & CONTRACTING

2012 - JOMARY W. HARRIS, SECRETARY

RESOLUTION

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

RESOLVED, that the County of Westchester is hereby authorized to enter into an agreement (IT-1228) with Sprint Solutions, Inc., having an office and place of business at 2001 Edmund Halley Drive, Reston, Virginia 20191, for "direct connect" and other cellular telephone services on behalf of various County Departments, for a three year period commencing February 26, 2012 and terminating February 25, 2015, for a total not to exceed contract amount of \$324,000, payable monthly, utilizing the terms and conditions of New York State Office of General Services Contract Number PS63853, upon which it is based; 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 and empowered to execute any and all documents necessary and appropriate to effectuate the purpose hereof.

Agreement No. **IT-1228**

Account to be Charged/Credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2012	101	16	6000	4160		\$90,000
2013	101	16	6000	4160		\$108,000
2014	101	16	6000	4160		\$108,000
2015	101	16	6000	4160		\$18,000

Budget Funding Year(s): 2012 - 2015 Start Date: February 26, 2012 End Date: February 25, 2015
(must match resolution)

Funding Source	Tax Dollars	<u>\$324,000</u>
	State Aid	_____
<u>\$324,000</u>	Federal Aid	_____
(must match resolution)	Other	_____