

**26498**

DATE: April 25, 2012

TO: Board of Acquisition & Contract

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

RE: Authority to enter into an Agreement with Lifeline Systems Company for the purpose of providing personal emergency response system services to frail, homebound seniors under the Expanded In-Home Services for the Elderly Program ("EISEP") for a total aggregate amount not to exceed \$42,407.00 for the program period April 1, 2012 to March 31, 2013

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Authority is requested for the County of Westchester, acting by and through the Department of Senior Programs & Services (the "Department"), to enter into an agreement (the "Agreement") with Lifeline Systems Company ("Lifeline") for the purpose of providing personal emergency response system services to frail, homebound seniors under the EISEP program (the "Program") for an amount not-to-exceed \$42,407, comprised of \$32,109 in State funds and \$10,298 in County funds, payable at the rates set forth in the attached Schedule "A" for the period commencing April 1, 2012 and terminating March 31, 2013, with the County having the sole option to renew the Agreement for up to two (2) additional one-year periods, subject to the further approval of this Board.

The personal emergency response system, or PERS, is a home device that connects older adults to a 24-hour call center with the push of a button. The transmitter is typically worn on a neck pendant or wristband, and it sends a signal to a receiver that's connected to the home telephone line. When the older adult pushes the button, the staff at the call center evaluates the situation, deciding whether to call an ambulance or a designated friend or family member.

The public purpose of the program is to provide services that enable seniors to remain at home and prevent their premature institutionalization that leads to greater expense and in a less desired environment, as most seniors prefer to remain at home and receive services there.

The goals and objectives of the Program are to provide eligible seniors with PERS services to enable them to call for help in emergency situations.

The goals and objectives of the Program are in the best interests of Westchester County in terms of fiscal responsibility because use of PERS helps seniors to remain at home thus preventing costly institutionalization.

The goals and objectives of the Program will be tracked and monitored by case managers through bi-monthly calls to seniors and their caregivers as to the quality of the PERS services they are receiving and their satisfaction with the services. In addition, staff monitors review case managers' client case records and records of service at the agencies providing these services, using forms approved by the State Office for the Aging. Review of the program is done annually by a County monitor, as well as a monitor from the New York State Office for the Aging.

On November 22, 2011 the Department issued a Request for Proposals ("RFP") to solicit price proposals from qualified agencies to provide program services. The Proposal due date was December 15, 2011. In an effort to solicit as many proposers as possible, on October 18, 2011 the Department held a public meeting to announce the various services for which it would be issuing RFPs for 2012. In advance of the public meeting, the Department sent out 1500 notices to aging

service providers to invite them to attend the meeting. The Department also placed a legal notice in the newspaper announcing the public meeting three (3) weeks prior to the meeting date. In addition, the Department sent out another 1500 notices to aging service providers to attend a second public meeting, the RFP applicants meeting. Copies of the RFP were also mailed to all providers that requested one. The RFP was also posted on the County's website. Two (2) proposals were received in response to the RFP. The proposals were submitted by Lifeline and Valued Relationships, Inc. d/b/a VRI.

The proposals were evaluated on both technical and financial criteria, including but not limited to, qualifications and experience, technical knowledge, implementation methodology, soundness of the proposed program, program design and familiarity with PERS services for the elderly. Following a careful review of the proposals with reference to the evaluation criteria set forth in the RFP, Lifeline was selected because it met the required specifications and submitted a proposal that maximizes services in accordance with the budgeted amount.

Accordingly, an appropriate resolution is herewith attached for your Honorable Board's consideration.

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/24/2012 - JOMAR VILLALBA SECRETARY

**RESOLUTION**

UPON A COMMUNICATION FROM THE COMMISSIONER OF THE WESTCHESTER COUNTY DEPARTMENT OF SENIOR PROGRAMS AND SERVICES, be it hereby:

RESOLVED, that the County of Westchester is hereby authorized to enter into an agreement (the "Agreement") with Lifeline Systems Company ("Lifeline") for the purpose of providing personal emergency response system services to frail, homebound seniors under the Expanded In-Home Services for the Elderly ("EISEP") Program for an amount not-to-exceed \$42,407, comprised of \$32,109 in State funds and \$10,298 in County funds, paid at the rates set forth in the attached Schedule "A" for the program period April 1, 2012 to March 31, 2013, with the County having the sole option to renew the Agreement for up to two (2) additional one-year periods, subject to the further approval of this Board; and be it further

RESOLVED, that the Agreement with the Contractor is subject to County Appropriations; and be it further

RESOLVED, that the Agreement with the Contractor is also subject to the 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 the Agreement with the Contractor, or to renegotiate the amounts and rates approved therein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate its' respective Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee be, and hereby is, authorized to take such actions and execute such documents as may be necessary and appropriate to effectuate the purposes hereof.

This Agreement \$42,407.00  
 TOTAL \$42,407.00  
 Agreement #

Account to be  
 Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
263	85	048M	4380	T048	\$32,109.00
101	24	1000	4957	n/a	\$10,298.00

Budget Funding Year(s) 2012-2013 Start Date 4/1/12 End Date 3/31/13

(must match resolution)

Funding Source

Tax Dollars \$10,298.00  
 State Aid \$32,109.00  
 Federal Aid \_\_\_\_\_  
 Other \_\_\_\_\_

\$42,407.00  
 (must match resolution)

## Schedule A

### PERSONAL EMERGENCY RESPONSE SYSTEMS (PERS)

Lifeline Systems Company

Installation:

Monthly Service/Monitoring Fee:

FEEES FOR PERS:

Up to \$40.00 one time fee

Up to \$25.00 per month

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/24/2012 - JOMARIN PERA, SECRETARY