

Robert P. Astorino
County Executive

Department of Social Services

Kevin M. McGuire
Commissioner

56783

DATE: April 26, 2017

TO: Board of Acquisition and Contract

FROM: Kevin M. McGuire
Commissioner, Department of Social Services

SUBJECT: Authority to exercise the County's first one-year option under its agreement with MAXIMUS Human Services, Inc., pursuant to which it was to provide services to the County regarding obtaining Social Security benefits for various individuals.

Based on a resolution approved by your Honorable Board on April 21, 2016, the County of Westchester (the "County") entered into an agreement with MAXIMUS Human Services, Inc. ("MAXIMUS"), pursuant to which MAXIMUS was to provide services to the County regarding obtaining Social Security benefits for various individuals (the "Services"), for an amount not-to-exceed \$500,000.00, for the period from April 1, 2016 through March 31, 2017, with the County having the sole option to extend the term of the agreement for up to three (3) one (1) year periods thereafter, on the same terms and conditions, except that the amount, if any, by which the not-to-exceed amount of the Agreement would be increased as part of the exercise of each such option would be determined by the County, in its sole discretion (the "Agreement").

The County continues to require the Services. Therefore, DSS reviewed and analyzed the prices in the Agreement for the first option term in order to ensure that they are reasonable. DSS's analysis found that the prices specified in the Agreement for the first option term are reasonable, and that they are lower than those currently available in the marketplace for a contract with outcome-based payments (i.e., the vendor would only be paid for achieving certain outcomes) that allows for an unlimited number of referrals of individuals as part of the Services, just as is the case with the Agreement.

During its survey of the marketplace, the County found that two other possible vendors were not willing to allow for an unlimited number of referrals of individuals as part of the

Services. The County previously determined, and affirms now, that having a contract that allows for such unlimited referrals is necessary for the County and in the County's interests.

A third vendor was willing to allow for an unlimited number of referrals of individuals as part of the Services, but, as alluded to above, offered the County per-outcome prices that are higher than those available under the Agreement by (from lowest to highest percentage difference) 17.6%, 17.6%, 76.5%, and 114.3%.

Therefore, the County respectfully requests authority from your Honorable Board to exercise its first one-year option under the Agreement and therefore amend the Agreement by, 1.) extending the term thereof by one (1) year, to a new termination date of March 31, 2018; and 2.) reflecting the fact that the County will have two (2) one (1) year options remaining under the Agreement (the "First Amendment").

Except as specifically described above, all terms and conditions of the Agreement shall remain in full force and effect.

The proposed First Amendment will serve a public purpose by providing the County with the Services for an additional year, which will provide the continuing opportunity for both the County and potentially-eligible individuals to reap the financial benefits associated with such individuals receiving the Social Security benefits to which they are entitled.

The goal and objective of the proposed First Amendment is to provide the County with the Services for an additional year, and thereby provide the continuing opportunity for both the County and potentially-eligible individuals to reap the financial benefits associated with such individuals receiving the Social Security benefits to which they are entitled.

The goal and objective of the proposed First Amendment is in the best interests of the County in terms of fiscal responsibility, as receiving the Services for an additional year will provide the continuing opportunity for both the County and potentially-eligible individuals to reap the financial benefits associated with such individuals receiving the Social Security benefits to which they are entitled.

The goals and objectives of the proposed First Amendment will be tracked and monitored by the staff of DSS.

I respectfully recommend the adoption of the attached resolution.

KMM/PE/bdm/nm

RESOLUTION

Upon a communication from the Commissioner of Social Services, be it hereby

RESOLVED, that the County of Westchester (the "County") is hereby authorized to exercise its first one-year option under its agreement with MAXIMUS Human Services, Inc. ("MAXIMUS"), pursuant to which MAXIMUS was to provide services to the County regarding obtaining Social Security benefits for various individuals, for an amount not-to-exceed \$500,000.00, for the period from April 1, 2016 through March 31, 2017, with the County having the sole option to extend the term of the agreement for up to three (3) one (1) year periods thereafter, on the same terms and conditions, except that the amount, if any, by which the not-to-exceed amount of the Agreement would be increased as part of the exercise of each such option would be determined by the County, in its sole discretion, (the "Agreement") and therefore amend the Agreement by, 1.) extending the term thereof by one (1) year, to a new termination date of March 31, 2018; and 2.) reflecting the fact that the County will have two (2) one (1) year options remaining under the Agreement; and be it further

RESOLVED, that except as specifically amended hereby, all terms and conditions of the Agreement shall remain in full force and effect; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Account to be
Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
N/A	N/A	N/A	N/A	N/A	N/A

Budget Funding Year(s): 2017-18 Start Date: 04/01/17 End Date: 03/31/18
(must match resolution)

Funding Source Tax Dollars: N/A
State Aid: N/A
\$ N/A Federal Aid: N/A
(must match resolution) Other: N/A

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/25/2017 - LISA MRIJAJ, SECRETARY