

DATE: February 5, 2010

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne, Chief Information Officer

RE: AUTHORIZATION TO ENTER INTO AN AGREEMENT (IT-1153) WITH SPRINT SOLUTIONS, INC. FOR "DIRECT CONNECT" AND OTHER CELLULAR TELEPHONE SERVICES ON BEHALF OF VARIOUS COUNTY DEPARTMENTS FOR A TWO YEAR PERIOD COMMENCING ON FEBRUARY 26, 2010 AND TERMINATING ON FEBRUARY 25, 2012 FOR A TOTAL NOT TO EXCEED CONTRACT AMOUNT OF \$480,000

BACKGROUND:

- With your Honorable Board's approval, the County has been using Nextel cellular telephone services since 1999. The last resolution was approved on September 11, 2008 authorizing an agreement (IT-983) with Sprint Solutions, Inc. ("Sprint") for "direct connect" and other cellular telephone services on behalf of various County Departments, for a two year period commencing on February 26, 2008 and terminating on February 25, 2010, for a total not to exceed contract amount of \$868,560.
- 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: District Attorney, Emergency Services, Environmental Facilities, Health, Information Technology, Parks, Recreation & Conservation, Public Works, Transportation and others.
- There are currently 605 Sprint/Nextel cellular devices in County use, which include cellular telephones and some BlackBerries. Cellular minutes are "pooled" allowing us to keep recurring operating costs down. The average recurring cost for a Sprint/Nextel device is under \$30 per month per device.
- We now come before your Honorable Board, requesting approval to enter into a new agreement (IT-1153) with Sprint Solutions, Inc. for "direct connect" and other cellular telephone services on behalf of various County Departments, for a two year period commencing on February 26, 2010, for a total not to exceed amount of \$480,000, utilizing the terms of NYS contract PS63853 upon which it is based. The decrease in the contract cap requested in the attached resolution for the next two 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 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 jobs more efficiently.

- The goals and objectives for the services provided in the attached resolution is efficient, cost effective cellular telephone service. Continuing utilization of Sprint/Nextel cellular services are 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 department utilizing the device, to be sure the service meets departmental needs and that the service is not abused and remains cost effective.

ACTION REQUESTED:

- Authorization to enter into an agreement (IT-1153) 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 two year period commencing on February 26, 2010 and terminating February 25, 2012, for a total not to exceed contract amount of \$480,000, 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 & CONTRACT - 2-18-2010 - JOMARY VENTURA, CLERK

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-1153) 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 two year period commencing on February 26, 2010 and terminating on February 25, 2012, for a total not to exceed contract amount of \$480,000, 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, this Agreement is subject to County appropriations; and be it further

RESOLVED, 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.

Account to be Charged/Credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2010	101	16	6000	4160		\$200,000
2011	101	16	6000	4160		\$240,000
2012	101	16	6000	4160		\$ 40,000

Budget Funding Year(s): 2010 - 2012
(must match resolution)

Start Date: February 26, 2010

End Date: February 25, 2012

Funding Source

\$480,000
(must match resolution)

Tax Dollars: \$480,000
State Aid _____
Federal Aid _____
Other: _____