

89772

DATE: December 30, 2021

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne
Chief Information Officer

RE: AUTHORITY TO EXEMPT FROM THE WESTCHESTER COUNTY PROCUREMENT POLICY AND PROCEDURES, PURSUANT TO SECTION 3(a)(xxi) THEREOF, AN AMENDMENT TO AN AGREEMENT (IT-1300) WITH CAROUSEL INDUSTRIES OF NORTH AMERICA, INC., FOR THE PROVISION OF MAINTENANCE SERVICES FOR THE INDIVIDUAL EQUIPMENT AND OVERALL SYSTEM COMPONENTS COMPRISING THE COUNTY'S ENHANCED 911 SYSTEM, TO EXTEND ITS TERM THROUGH DECEMBER 31, 2022 AND INCREASE ITS NOT-TO-EXCEED AMOUNT BY \$916,502.63.

BACKGROUND:

- Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, an amendment to an agreement between the County of Westchester (the "County") and Carousel Industries of North America, Inc. ("Carousel"), pursuant to which Carousel was to provide maintenance services for the individual equipment and overall system components comprising the County's Enhanced 911 system (the "Maintenance Services"), for the period from January 10, 2013 through January 9, 2022, ("IT-1300") by which amendment the County and Carousel would extend the term of IT-1300 by eleven months and twenty-two days, through December 31, 2022, and increase the not-to-exceed amount of IT-1300 by \$916,502.63 (the "New Amendment").
- It should be noted that Carousel recently directly converted from a corporation to a limited liability company, and the entity therefore changed its name from Carousel Industries of North America, Inc. to Carousel Industries of North America, LLC. Accordingly, this change would be noted as part of the New Amendment.
- Carousel has successfully performed the Maintenance Services for the County for nearly nine (9) years. Carousel maintains a 24/7 network operations center with live monitoring, critical on-site support, and local spare parts that are kept in Westchester County. Carousel also has in place a local team of dedicated technical resources with expertise related to the County's environment, infrastructure, and equipment, including technicians that have attended system training at the facilities of manufacturers.

- In addition to its overall familiarity, as described above, Carousel is specifically familiar with each individual 911 center's environment, including power, uninterrupted power supplies, grounding, circuits, and interfaces to other municipality solutions (e.g., Computer Aided Dispatch software and call recording). This knowledge is crucial in providing the best of support for each 911 center.
- Carousel has also engineered, installed, configured, and updated the County's existing 'Next Generation'-compatible 911 systems. As such, Carousel is intimately familiar with the systems providing for optimal performance and reliability. Carousel also maintains a lab system which allows Carousel to test system updates in the lab environment prior to deploying them in Westchester County.
- Carousel, acting as an 'Authorized Agent', has also established a working relationship with Verizon, which continues to deliver 911 circuits to the County. This relationship with Verizon is a vital part of providing continuous 911 services for the County.
- Finally, the County continuing to receive the Maintenance Services from Carousel's existing, experienced support team would ensure uninterrupted service for the County, with no lag time that would be associated with having a new vendor 'ramp-up' and train multiple personnel to support the County's 911 systems.
- Based upon the foregoing, it is proposed that the best interests of the County would be served by exempting the procurement of the proposed New Amendment from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof. Therefore, a resolution to exempt this procurement is hereby submitted for your consideration.

ACTION REQUESTED:

Authority to exempt from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, an amendment to an agreement between the County and Carousel, which is now Carousel Industries of North America, LLC, pursuant to which Carousel was to provide maintenance services for the individual equipment and overall system components comprising the County's Enhanced 911 system, for the period from January 10, 2013 through January 9, 2022, by which amendment the County and Carousel would extend its term by eleven months and twenty-two days, through December 31, 2022, and increase its not-to-exceed amount by \$916,502.63.

The attached resolution is submitted for your consideration.

MB/SF/bdm/nn

RESOLUTION

UPON A COMMUNICATION FROM 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 proposals, is neither cost effective nor expedient, and accordingly, not in the best interests of the County of Westchester (the "County") in connection with the procurement of an amendment to an agreement between the County and Carousel Industries of North America, Inc. ("Carousel"), which is now Carousel Industries of North America, LLC, pursuant to which Carousel was to provide maintenance services for the individual equipment and overall system components comprising the County's Enhanced 911 system, for the period from January 10, 2013 through January 9, 2022 (IT-1300) by which amendment the County and Carousel would extend the term of IT-1300 by eleven months and twenty-two days, through December 31, 2022, and increase the not-to-exceed amount of IT-1300 by \$916,502.63.

APPROVED BOARD OF ACQUISITION & CONTRACT - 01/06/2022 - RAYMOND S. SUKUTSKI