

95599

To: The Honorable Board of Acquisition and Contract

From: Natasha Caputo  
Director

Date: August 10, 2022

Re: Resolution to exempt from the Westchester County Procurement Policy and Procedures pursuant to Section 3(a)xxi thereof the procurement of an agreement with Threshold 360, Inc. pursuant to which Threshold 360, Inc. will license to the County a platform to allow the County's tourism partners to easily create and distribute 360 degree virtual tours of tourism venues to their audiences.

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Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy and Procedures the procurement of an agreement with Threshold 360, Inc. ("Threshold 360") pursuant to which Threshold 360 will license to the County a platform to allow the County's tourism partners to easily create and distribute 360 degree virtual tours of tourism venues to their audiences for a term commencing on August 13, 2022 and continuing through August 12, 2023 for an amount not-to-exceed \$12,000.

Ordinarily, under Section 5 (a) of the Procurement Policy, the County of Westchester ("County") is required to solicit written or oral quotations from no fewer than three persons customarily providing such services and, if deemed appropriate, to inquire as to the qualifications and experience of such persons. However, the Westchester County Office of Tourism and Film ("WCOTF") has been using Threshold 360's platform for the past two (2) years and has found it to be highly effective in promoting various hotels and other tourism venues in the County. Since its creation, approximately 200 tourism venues have been captured on the platform. In the interest of maintaining continuity, it is proposed that the best interests of the County would be served by continuing to license Threshold 360's platform for an additional year.

Pursuant to Section 3(a)xxi of the Westchester County Procurement Policy and Procedures are not applicable to any procurement for which this Honorable Board determines, by resolution passed prior to commencing such procurement, that compliance with the policy would not be in the best interests of the County. For the reasons set forth above, it is proposed that the best interests of the County would be served by exempting the procurement of this agreement from the County Procurement Policy.

Accordingly, a resolution seeking authority to exempt the procurement of an agreement with Threshold 360 is hereby submitted for your consideration.

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## RESOLUTION

Upon a communication from the Director of the County Office of Tourism & Film, 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 written or oral price quotations, is neither cost effective nor expedient, and accordingly, not in the best interests of the County of Westchester in connection with the procurement of an agreement with Threshold 360, Inc., 500 E Kennedy, Suite 100E, Tampa, FL 33602, for the licensing of Threshold 360, Inc.'s virtual tour platform to promote hotels and other tourism venues in the County.

APPROVED BOARD OF ACQUISITION & CONTRACT - 09/08/2022 - RAYMOND G. JONES, COUNTY CLERK