



Memorandum

Department of Parks, Recreation
& Conservation

ID 110950

April 7, 2025

TO: Board of Acquisition and Contract

FROM: Kathleen M. O'Connor, Commissioner
Parks, Recreation and Conservation

Marguerite Beirne, Chief Information Officer
Department of Information Technology

RE: AUTHORITY TO ENTER INTO AN AGREEMENT WITH
MOBILE SMART CITY CORP., 100 SOUTHEAST THIRD AVENUE,
10TH FLOOR, FORT LAUDERDALE, FL 33394, TO PROVIDE A
QUALITY MOBILE PARKING APPLICATION FOR THE COMMUTER
PARKING LOT OPERATED BY THE COUNTY AT THE NORTH
WHITE PLAINS TRAIN STATION FOR AN ESTIMATED AMOUNT
OF \$210,975 FOR A TERM COMMENCING JUNE 1, 2025 AND
TERMINATING MAY 31, 2030 WITH THE COUNTY HAVING THE
SOLE OPTION TO EXTEND THE AGREEMENT FOR AN
ADDITIONAL PERIOD OF FIVE YEARS AT RATES TO BE
NEGOTIATED.

Authority is requested of this Honorable Board for the County of Westchester (the "County"), acting by and through the Department of Parks Recreation and Conservation (the "Department") and the Department of Information Technology, to enter into an agreement with Mobile Smart City Corp. ("Smart City"), 100 Southeast Third Avenue, 10th floor, Fort Lauderdale, FL 33394, to provide a quality mobile parking application for the commuter parking lot operated by the County at the North White Plains train station for a term commencing June 1, 2025 and terminating May 31, 2030 with the County having the sole option to extend the agreement for an additional period of five years at rates to be negotiated as set forth below (the "Agreement").

An automated gated parking system was installed in the North White Plains Parking via a capital project and opened to the public in February of 2020. Because of the ingress/egress location at this site, all required hardware and networking devices were located within a flood zone. This system was completely destroyed by the Hurricane Ida in September of 2021 resulting in a full replacement of equipment at the cost of \$180,371.12. The parking lot was operated with a temporary parking booth and a cashier until the system reopened

in January of 2022. The system was then again completely destroyed by Tropical Storm Ophelia in September of 2023. The location has been operated with a temporary parking booth and cashier ever since. As result of the frequency of severe weather events and the inability to protect the equipment of the original system from damage, it is the Department's opinion that investing in an app based system is in the County's best interest.

The County received six proposals in response to the Request for Proposals and they are ranked as follows: #1 – Mobile Smart City; #2 Pay By Phone; #3 Yodel Pass; #4 Easypark Group; #5 Parking Base; #6 Allerin

Upon approval of the Agreement by this Honorable Board, Smart City will provide daily and permit parking software, one physical pay station with installation, compatibility with the County's payment gateway, parking enforcement software, Automated License Plate Reader (ALPR) camera and compatible monitoring device, the ability to push public service announcements through the app and system tech support. The initial set-up cost due Smart City will be \$16,940. Smart City will also be entitled to the following additional fees:

Description	Fee
Daily Parking Transaction Fee	\$0.25 per transaction
Permit Management Software	\$950 per month
Zesus Enforcement Software	\$750 per month
Software & Support Fee	\$65 per month
Parking App PSA (3 per month)	\$75 per month

The cost of the additional fees for this service are projected to be \$38,807 per year or \$194,035 over the 5 year term of the agreement. These fees will be paid out of parking revenues which are projected at \$690,801.77 per year or \$3,454,088.86 over the same 5 year period.

In accordance with County procurement policy, a "Request for Proposals" was developed and published on the County website on February 10, 2025. Six responses were received and evaluated by a committee of various personnel from the Department. The committee considered the respondent's implementation cost, per transaction fees, enforcement mechanism, software and support capabilities and security standards. Based on those factors, the committee recommended that the proposal from Mobile Smart City was in the best interest of the County.

The goal of this Agreement is to allow the County to provide a modern parking payment system for patrons at the North White Plains lot. The Department strongly believes that this system will improve the traffic flow in the North White Plains lot, provide a more user friendly experience for patrons and prevent weather related interruptions to the parking operation. The Agreement promotes

fiscal responsibility as the revenue generated through daily and permit parking fees far exceed the cost of the Agreement.

The objective of the Agreement will be monitored through site inspections and the review of financial reports.

A resolution is attached for your favorable consideration.

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/01/2025 - RAYMOND SCULKY, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of the Department of Parks, Recreation and Conservation and the Chief Information Officer of the Department of Information Technology, be it hereby

RESOLVED, that the County of Westchester (the "County") is authorized to enter into an agreement with Mobile Smart City Corp. ("Smart City"), 100 Southeast Third Avenue, 10th floor, Fort Lauderdale, FL 33394 to provide a quality mobile parking application for the commuter parking lot operated by the County at the North White Plains train station for a term commencing June 1, 2025 and terminating May 31, 2030 with the County having the sole option to extend the agreement for an additional period of five years at rates to be negotiated as set forth below (the "Agreement"); and be it further

RESOLVED, that Smart City will provide daily and permit parking software, one physical pay station with installation, parking enforcement software, Automated License Plate Reader (ALPR) camera and compatible monitoring device, the ability to push public service announcements through the app and system tech support. The initial set-up cost due Smart City will be \$16,940. Smart City will also be entitled to the following additional fees:

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; and be it further

RESOLVED, that the cost of the additional fees for this service are projected to be \$38,807 per year or \$194,035 over the 5 year term of the agreement. These fees will be paid out of parking revenues which are projected at \$690,801.77 per year or \$3,454,088.86 over the same 5 year period; and be it further

RESOLVED, that at the County's option the term of the Agreement may be extended for an additional period from June 1, 2030 through May 31, 2035 at rates to be negotiated; and be it further

RESOLVED, that the Agreement is subject to County budget appropriations; and be it further

RESOLVED, that the 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 the 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 the State Budget or any amendments thereto, and for a reasonable period of time after such release(s) 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 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 the Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby empowered to execute any and all instruments necessary to effectuate the purposes thereof.

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/01/2025 - RAYMOND SCURRY, SECRETARY

Original Agreement \$210,975
 First Amendment \$
This Amendment \$
 TOTAL \$210,975

Agreement #PRC-1461

Account to be
 Charged/Credited

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub- Object	Trust Account	Dollars
2025	165	42	7150	4380		\$16,940.00
2025	165	42	7150	9080		\$22,636.25*
2026	165	42	7150	9080		\$38,807.00*
2027	165	42	7150	9080		\$38,807.00*
2028	165	42	7150	9080		\$38,807.00*
2029	165	42	7150	9080		\$38,807.00*
2030	165	42	7150	9080		\$16,170.75*

Budget Funding Year(s) 2025-2030
 (must match resolution)

Start Date 06/01/2025

End Date 05/31/2030

Funding Source

Tax Dollars \$16,940

State Aid _____

\$210,975*

Federal Aid _____

*Estimated
 (must match resolution)

Other (Parking Revenue) \$194,035*