



On Base: **113691**

Date: May 11, 2026

To: Board of Acquisition and Contract

From: Belinda S. Miles
President

Re: Resolution to exempt from the Westchester County Procurement Policy and Procedures the procurement of an agreement with RingCentral Inc. for the provision of cloud-based phone service for Westchester Community College, pursuant to Section 3(a)(xxi) of the Westchester County Procurement Policy and Procedures

Authority is respectfully requested from your Honorable Board to exempt from the Westchester County Procurement Policy and Procedures ("Procurement Policy") an agreement between the County of Westchester (the "County") acting by and through Westchester Community College ("WCC") and RingCentral Inc. ("RingCentral"), for the provision of cloud-based phone service at WCC for a total amount not to exceed \$658,844.15, for a term commencing on March 31, 2026, through March 31, 2031, with WCC having the sole option to extend the agreement for an additional 2-year term under same rates and terms, payable pursuant to an approved budget (the "Agreement").

Under Section 6 of the Procurement Policy, the County is required to issue a Request for Proposals for such services. However, pursuant to Section 3(a)(xxi) of the Procurement Policy, the Procurement Policy is not applicable to any procurement for which this Honorable Board determines, by resolution passed prior to commencing such procurement, that compliance with the Procurement Policy would not be in the best interests of the County.

The exemption is in the County's best interest since Lightpath is currently providing legacy phone services to WCC while RingCentral, concurrently, has been delivering cloud-hosted VoIP and contact center services in support of WCC's enterprise telephony environment for several years. Through this engagement, RingCentral has developed extensive familiarity with WCC's voice infrastructure, call routing requirements, operational workflows, and service reliability standards. Their performance to date has been more than satisfactory.

WCC aims to consolidate all telephony services under a single provider by transitioning from the legacy system maintained by Lightpath to a fully cloud-based solution offered by RingCentral. This consolidation is expected to improve operational efficiency, streamline support, and enhance overall service capabilities.

A cost analysis conducted by WCC's IT Department comparing Lightpath and RingCentral demonstrates that the proposed compensation to RingCentral over a five-year term is advantageous to WCC and represents a reasonable and cost-effective solution and results in a significant cost reduction to WCC, therefore this agreement which would result in the consolidation of these services is in the best interests of College.

For the reasons described above, it is proposed the best interests of the County would be served by exempting the procurement of this agreement from the application of the Procurement Policy procedures pursuant to Section 3(a)(xx) thereof.

An appropriate resolution is hereby submitted for your consideration.

BSM:cm
Attached

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/21/2026 - RAYMOND SULKY, SECRETARY

RESOLUTION

Upon a communication from the President of Westchester Community College, 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 in connection with the procurement of an agreement with RingCentral, Inc. for the provision of cloud-based phone service at the Westchester Community College.

APPROVED BOARD OF ACQUISITION & CONTRACT - 05/21/2026 - RAYMOND FACILETTA, SECRETARY