



Department of Emergency Services



Memorandum

114101

DATE: July 13, 2026

TO: Board of Acquisition and Contract

FROM: Susan Spear
Commissioner, Department of Emergency Services

SUBJECT: Authority to exercise the County's first option under its agreement with The Blue Cell LLC for various training and exercise services concerning emergency management and homeland security, and, therefore, amend the agreement by, 1.) extending its term by one (1) year, to a new expiration date of August 29, 2027; 2.) increasing its not-to-exceed amount by \$150,000.00, in order to pay for services during the first option term; and 3.) reflecting the fact that the County will have one (1) remaining one (1) year options.

By a resolution approved on March 30, 2023, your Honorable Board authorized the County of Westchester (the "County") to enter into an agreement with The Blue Cell LLC ("TBC"), pursuant to which TBC was to provide various training and exercise services concerning emergency management and homeland security (the "Services"), for an initial term of three (3) years, commencing upon execution, (the "Initial Term") with the County having the option, at its sole discretion, to extend the term of the agreement by up to two (2) additional one (1) year periods thereafter, on the same terms and conditions as the Initial Term, except with regard to pricing, (each an "Option Term") for an initial amount not-to-exceed \$450,000.00 for the Initial Term and \$150,000.00 for each year of each Option Term, payable pursuant to an approved budget (the "Agreement"). The Agreement was subsequently executed, and the term of the Agreement commenced, on August 30, 2023.

The County continues to require the Services. Therefore, the Department of Emergency Services ("DES") reviewed and analyzed the costs of the first option under the Agreement in order to ensure that they are reasonable.

As part of its analysis of the price for the first Option Term, DES made inquiries with two (2) other entities in the marketplace that provide the same or similar services, in order to be able

to compare the pricing available under the first Option Term against current market pricing.

DES found that the pricing available in the marketplace is, overall, substantially higher than the pricing available from TBC under the first Option Term.

Under the Agreement, TBC provides four (4) categories of services that comprise the Services. For one (1) category of the services, the solicited entities were not even able to provide a firm hourly-rate range, as compared with the firm hourly-rate range available from TBC under the first Option Term. For another category of the services, one (1) of the two (2) solicited entities offered pricing that tended to be higher, but was in a broadly similar range to, the pricing available from TBC under the first Option Term. For everything else, both of the solicited entities offered pricing that was much higher than the pricing available from TBC under the first Option Term.

Taking all of the foregoing into consideration, DES's analysis has determined that the costs specified in the Agreement for the first option are reasonable.

Accordingly, the County respectfully requests authority from your Honorable Board to exercise its first option under the Agreement and, therefore, amend the Agreement by, 1.) extending its term by one (1) year, through the first Option Term, to a new expiration date of August 29, 2027; 2.) increasing its not-to-exceed amount by \$150,000.00, in order to pay for the Services during the first Option Term, which shall be payable as specified in the Agreement for the first Option Term; and 3.) reflecting the fact that the County will have one (1) remaining one (1) year option (the "First Amendment").

Except as specifically described above, all terms and conditions of the Agreement shall remain in full force and effect.

The proposed First Amendment will serve a public purpose by continuing to provide DES with the training and exercise services concerning comprehensive emergency management and homeland security that it needs in order to be best-prepared for emergencies and properly protect the public.

The goal and objective of the proposed First Amendment is to continue to provide DES with the training and exercise services concerning comprehensive emergency management and homeland security that it needs in order to be best-prepared for emergencies and properly protect the public.

The goal and objective of the proposed First Amendment is in the best interests of the County in terms of health and welfare, as continuing to provide DES with the training and exercise services concerning comprehensive emergency management and homeland security that it needs in order to be best prepared for emergencies and properly protect the public will, consequently, help ensure the health and welfare of the public.

The goal and objective of the proposed First Amendment will be tracked and monitored by the staff of DES.

I respectfully recommend the adoption of the attached resolution.

SS/MK/bdm/nn

APPROVED BOARD OF ACQUISITION & CONTRACT - 07/30/2026 - RAYMOND SCULKY, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Emergency Services, be it hereby:

RESOLVED, that the County of Westchester (the "County") is hereby authorized to exercise its first option under an agreement with The Blue Cell LLC ("TBC"), pursuant to which TBC was to provide various training and exercise services concerning emergency management and homeland security (the "Services"), for an initial term of three (3) years, commencing upon execution, (the "Initial Term") with the County having the option, at its sole discretion, to extend the term of the agreement by up to two (2) additional one (1) year periods thereafter, on the same terms and conditions as the Initial Term, except with regard to pricing, (each an "Option Term") for an initial amount not-to-exceed \$450,000.00 for the Initial Term and \$150,000.00 for each year of each Option Term, payable pursuant to an approved budget, (the "Agreement"), and, therefore, amend the Agreement by, 1.) extending its term by one (1) year, through the first Option Term, to a new expiration date of August 29, 2027; 2.) increasing its not-to-exceed amount by \$150,000.00, in order to pay for the Services during the first Option Term, which shall be payable as specified in the Agreement for the first Option Term; and 3.) reflecting the fact that the County will have one (1) remaining one (1) year option; and be it further

RESOLVED, that except as specifically hereby authorized to be amended, all terms and conditions of the Agreement shall remain in full force and effect; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this resolution.

Account to be Charged/Credited

Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
263	20	390Z	4380	T390	\$125,000
263	20	391Z	4380	T391	\$25,000

Budget Funding Year(s): 2026-27
(must match resolution)

Start Date: 08/30/2026 End Date: 08/29/2027

Funding Source
\$150,000.00
(must match resolution)

Tax Dollars: _____
State Aid: _____
Federal Aid: \$150,000 _____
Other: _____