

**Kenneth W. Jenkins**  
County Executive

**Vincent Kopicki, P.E.**  
Commissioner

**110783**

March 25, 2025

To: The Honorable Board of Acquisition and Contract

From: Vincent F. Kopicki, P.E.  
Commissioner of Environmental Facilities

Re: Authorization for the County of Westchester Department of Environmental Facilities to enter into an agreement with NYPIT, Inc., d/b/a EverestLabs.AI, to provide, service, and maintain in good condition optical eyes and robotic arm for the sorting of recyclables and/or garbage at the Daniel P. Thomas Material Recovery Facility for the term from May 1, 2025, through April 30, 2028, for an amount not to exceed \$115,000 for Year 1, \$85,000 for Year 2, and \$85,000 for Year 3, for a total amount not to exceed \$285,000.00 for the 3-Year term, payable at the stated rates, with the County's option to renew for two additional one-year time periods at the stated rates, not to exceed \$85,000 per year, and an option to purchase the Robotic Arm unit after year three (3) of lease for \$45,000 or after year five (5) of lease for \$1.00 with an annual subscription cost of \$35,000/year post lease.

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Authority is requested for the County of Westchester ("County"), acting through the Department of Environmental Facilities ("Department") to enter into an agreement with NYPIT, Inc., d/b/a EverestLabs.AI ("EverestLabs") , to provide, service, and maintain in good condition optical eyes and a robotic arm for the sorting of recyclables and/or garbage at the Daniel P. Thomas Material Recovery Facility, for the term from May 1, 2025, through April 30, 2028, for an for an amount not to exceed \$115,000 for Year 1, \$85,000 for Year 2, and \$85,000 for Year 3, for a total amount not to exceed \$285,000.00 for the 3-Year term, payable at the stated rates, with the County's option to renew for two additional one-year time periods at the stated rates, not to exceed \$85,000 per year, and an option to purchase the Robotic Arm unit after year three (3) of lease for \$45,000 or after year five (5) of lease for \$1.00 with an annual subscription cost of \$35,000/year post lease. The services will include installation, AI software in connection with the optical eyes and robotic arm programming to allow picking of various materials, and

providing customizable electronic reports detailing the materials that have passed the optical eye, pick and miss information, and other data as required by the District.

In compliance with the Westchester County Procurement Policy, the Department distributed a Request for Proposals (“RFP”) for these services. Proposals were received from the following firms and ranked in the following manner:

1) NYPIT, Inc., d/b/a EverestLabs.AI

Robotic Arm unit Lease Pricing per year: 1 Year: \$60,000/year; 3 Years: \$60,000/year; 5 Years: \$60,000/year in addition to a one-time implementation support cost of \$6,500 and shipping and handling cost of \$3,000.

Purchase Pricing if not leasing: \$120,000 for equipment purchase in addition to a one-time implementation support cost of \$6,500 and shipping and handling cost of \$6,000 as well as an annual software subscription of \$35,000/year.

Additional Optical Eye Lease Pricing per year: \$25,000/year per unit in addition to a one-time implementation support cost of \$5,000 per eye.

Purchase Pricing for an Additional Optical Eye if not leasing: \$25,000 for equipment purchase in addition to a one-time implementation support cost of \$5,000 as well as an annual subscription of \$15,000/year per unit.

Notes: If leasing, purchase price of the robotic arm unit after year 3 of lease is \$45,000 and after year 5 of lease is \$1.00 with an annual subscription cost of \$35,000/year post lease.

2) Glacier Technology, Inc.

Lease Pricing per year: 1 Year: \$69,000/year; 3 Years: \$59,000/year; 5 Years: \$55,000/year.

Purchase Pricing: \$180,000 for equipment purchase in addition to an annual software subscription of \$25,000/year.

Notes: design has similarities to an optical sorter as opposed to a robotic arm and raises spacing concerns

Based upon a review of all proposals, it was determined that EverestLabs’ proposal is in the County’s best interest as the firm meets the requirements of the RFP and is able to perform the tasks for a set fee. Accordingly, EverestLabs is recommended to perform the required services, which will improve sorting capabilities at the Daniel P. Thomas Material Recovery Facility. The Department is requesting authority to enter into the stated contract with EverestLabs.

I recommend adoption of the attached proposed Resolution.

VFK/MJR/dlv  
Attachment

RESOLUTION

Upon a communication from the Commissioner of Environmental Facilities, it is hereby

RESOLVED, that the County of Westchester (“County”), acting through the Department of Environmental Facilities (“Department”), is authorized to enter into an agreement with NYPIT, Inc., d/b/a EverestLabs.AI (“EverestLabs”), to provide, service, and maintain in good condition optical eyes and a robotic arm for the sorting of recyclables and/or garbage at the Daniel P. Thomas Material Recovery Facility, for the term from May 1, 2025, through April 30, 2028, for an for an amount not to exceed \$115,000 for Year 1, \$85,000 for Year 2, and \$85,000 for Year 3, for a total amount not to exceed \$285,000.00 for the 3-Year term, payable at the stated rates, with the County’s option to renew for two additional one-year time periods at the stated rates, not to exceed \$85,000 per year, and an option to purchase the Robotic Arm unit after year three (3) of lease for \$45,000 or after year five (5) of lease for \$1.00 with an annual subscription cost of \$35,000/year post lease. The services will include installation, AI software in connection with the optical eyes and robotic arm programming to allow picking of various materials, and providing customizable electronic reports detailing the materials that have passed the optical eye, pick and miss information, and other data as required by the District.; and be it further

RESOLVED, that EverestLabs, shall be paid pursuant to the approved rates not to exceed \$285,000; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized and empowered to execute all instruments and take all actions necessary and appropriate to effectuate the purposes hereof.

Account to be Charged/credited	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2025	251	60	7800-7800	4380		\$85,000.00
2026	251	60	7800-7800	4380		\$85,000.00
2027	251	60	7800-7800	4380		\$85,000.00
2028	251	60	7800-7800	4380		\$30,000.00

Budget Funding Year(s) 2025-2028 Start Date 05/01/2025 End Date 04/30/2028  
 (must match resolution)

Funding Source Tax Dollars \$285,000.00  
 State Aid \_\_\_\_\_  
\$285,000.00 Federal Aid \_\_\_\_\_  
 (must match resolution) Other \_\_\_\_\_