

110698

DATE: March 13, 2025

TO: Board of Acquisition and Contract

FROM: Blanca Lopez, M.S.
Commissioner of Planning

SUBJECT: Authority to enter into an agreement with Four Nines Technologies, pursuant to which it will conduct a Transit Fare Policy and Fare Structure Analysis Study, for a period commencing upon execution and continuing for fifteen (15) months thereafter, for an amount not-to-exceed \$161,164.00.

Authority is requested for the County of Westchester (the "County") to enter into an agreement with Four Nines Technologies, pursuant to which Four Nines Technologies will conduct a transit fare policy and fare structure analysis study, (the "Services") for a period commencing upon execution and continuing for fifteen (15) months thereafter, for an amount not-to-exceed \$161,164.00, payable pursuant to an approved budget (the "Agreement"). Funds will be disbursed from a Federal Transit Administration Grant, intended for transportation planning purposes.

On August 28, 2024, the County, acting by and through its Department of Planning ("Planning"), issued a request for proposals that solicited proposals from vendors to provide the Services (the "RFP"). The RFP was also published in the "New York State Contract Reporter". In response to the RFP, Planning received two (2) proposals by the due date of October 10, 2024. Planning had several individuals review the proposals and evaluate them based upon the evaluation criteria specified in the RFP, such as project methodology and approach, cost proposal, the ability to provide the required work, and qualifications and experience of the consultant and its staff in performing similar work. The result of that review and evaluation was that the proposal from Four Nine Technologies received the highest score and was, accordingly, ranked first. Planning has conducted an analysis of the budget for the proposed Agreement and found that it is reasonable. Based upon Planning's review of the proposal from Four Nines Technologies, Planning is satisfied that it is a responsible vendor for the Services.

The proposed Agreement will serve a public purpose by providing the County with the Services, which will enable the County to review and consider

recommendations for a transit fare policy that is effective and appropriate for Bee-Line Bus System passengers and residents of Westchester County.

The goal and objective of the proposed Agreement is to provide the County with the Services, which will enable the County to review and consider recommendations for Bee-Line's fare policies and structure that aims to improve effectiveness and attract riders. The recommendations will consider equity, modal integration, transfers, customer convenience and operational feasibility, and the upcoming implementation of the OMNY Fare Payment System.

The goal and objective of the proposed Agreement is in the best interests of the County in terms of developing fare policies that best reflect the County's needs and the services to which Bee-Line passengers have access.

The program will be tracked and monitored by Department of Planning staff, who will review all payment requests to make sure all contractual requirements are met.

I recommend approval of this agreement.

BL/cl/irw/je

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/20/2025 - RAYMOND SOBYSKY, SECRETARY

RESOLUTION

UPON A COMMUNICATION FROM THE COMMISSIONER OF PLANNING, BE IT HEREBY

RESOLVED, that the County of Westchester (the "County") is hereby authorized to enter into an agreement (the "Agreement") with Four Nine Technologies, pursuant to which Four Nines Technologies will conduct a transit fare policy and fare structure analysis study, for Westchester County to consider for the Bee-Line Bus System for a period commencing upon execution and continuing for fifteen (15) months thereafter, for an amount not-to-exceed \$161,164.00, payable pursuant to an approved budget; and be it further

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

RESOLVED, that this 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 this 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 a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or 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 this 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 this Agreement upon reasonable prior written notice; 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	19	278Z	4380	T278	\$128,931.20
101	19	0100	4912	N/A	\$32,232.80

Budget Funding Year(s): 2025
(must match resolution)

Start Date: Upon Execution End Date: 15 months After Execution

Funding Source
\$161,164.00
(must match resolution)

Tax Dollars: \$32,232.80
State Aid: _____
Federal Aid: \$128,931.20
Other: _____