



113370

Date: March 31, 2026

To: Board of Acquisition and Contract

From: Belinda S. Miles
President

Re: Authority for the County of Westchester, acting on behalf of Westchester Community College, to enter into an agreement with FirstLight Fiber, Inc. for the provision of certain internet connection services for Westchester Community College, for a period from August 1, 2026 through July 31, 2031, for an amount not-to-exceed \$685,320.00.

Authority is requested for the County of Westchester (the "County"), acting on behalf of Westchester Community College ("WCC"), to enter into an agreement with FirstLight Fiber, Inc. ("FirstLight"), pursuant to which FirstLight will provide certain internet connection services to WCC, including its main campus, educational opportunity center, and extension sites (the "Services"), for the period from August 1, 2026 through July 31, 2031, for an amount not-to-exceed \$685,320.00, payable pursuant to an approved budget, with WCC having the option to extend the agreement for an additional period of one (1) year, on specified terms (the "Agreement").

FirstLight has acted as WCC's secondary internet service provider for multiple years and has established comprehensive operational knowledge of WCC's network environment, including circuit failover requirements, bandwidth utilization patterns, and service reliability standards. FirstLight's performance has been more than satisfactory and the compensation that would be paid to FirstLight over the five-year term of the proposed Agreement is advantageous to WCC and more than reasonable.

WCC's intention is to replace its existing Lightpath service with the Services from FirstLight. A cost-analysis report comparing Lightpath and FirstLight will be provided with this resolution.

The proposed Agreement will serve a public purpose by ensuring internet access at WCC for students and employees.

The goal and objective of the proposed Agreement is to ensure internet access at WCC for students and employees.

The goal and objective of the proposed Agreement is in the best interests of the County in terms of fiscal responsibility, as the proposed Agreement is expected to provide necessary internet access in a cost-effective manner.

The goal and objective of the proposed Agreement will be tracked and monitored by the staff of WCC.

It is the intention of WCC to conclude the procurement of the Services through New York State Office of General Services (“OGS”) contract number PS68696, under OGS award 23100, to the extent permitted by New York State General Municipal Law Section 104. Accordingly, such a procurement would be exempt from the requirements of the Westchester County Procurement Policy and Procedures pursuant to Section 3(a)(i) thereof, which exempts, among other things, “procurements made pursuant to General Municipal Law §...104...”

However, in the event that procurement through the above-mentioned OGS contract, for the full term and extent of the proposed Agreement, cannot be concluded for any reason, WCC will still intend to procure the Services from FirstLight, and time will be of the essence. Therefore, authority to exempt the procurement of the Services, under the proposed Agreement, from the requirements of the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, has been submitted to your Honorable Board by a separate resolution.

I respectfully recommend the adoption of the attached resolution.

BSM:cm/bdm-r
Attachment

APPROVED BOARD OF ACQUISITION & CONTRACTS
2025-09-2026 - RAYMOND SISKY, SECRETARY

RESOLUTION

Upon a communication from the President of Westchester Community College, be it hereby:

RESOLVED, that the County of Westchester (the "County"), acting on behalf of Westchester Community College ("WCC"), is hereby authorized to enter into an agreement with FirstLight Fiber, Inc. ("FirstLight"), pursuant to which FirstLight will provide certain internet connection services to WCC, including its main campus, educational opportunity center, and extension sites (the "Services"), for the period from August 1, 2026 through July 31, 2031, for an amount not-to-exceed \$635,320.00, payable pursuant to an approved budget, with WCC having the option to extend the agreement for an additional period of one (1) year, on specified terms (the "Agreement"); and be it further

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

APPROVED BOARD OF ACQUISITION & CONTRACT - 04/09/2026 RAYMOND S. DUBOIS SECRETARY

FY 25/26		Fund	Dept	Major Program, Program & Phase or Unit	Object/ Sub-Object	Trust Account	Dollars
25/26	College IT(Internet)	010	0115		4425-05		\$16,185.00
25/26	EOC (Internet)	703	9997		4425-05		\$7,535.00
25/26	MOUNT VERNON (Internet)	701	8221		4425-05		\$8,485.00
25/26	PEEKSKILL (Internet)	701	8191		4425-05		\$7,535.00
25/26	Cross County(Internet)	701	8216		4425-05		\$7,835.00
25/26	OSSINING (Internet)	701	8211		4425-05		\$7,535.00
Total FY25/26							\$57,110.00
FY 26/27							
26/27	College IT(Internet)	010	0115		4425-05		\$43,644.00
26/27	EOC (Internet)	703	9997		4425-05		\$18,084.00
26/27	MOUNT VERNON (Internet)	701	8221		4425-05		\$20,364.00
26/27	PEEKSKILL (Internet)	701	8191		4425-05		\$18,084.00
26/27	Cross County(Internet)	701	8216		4425-05		\$18,804.00
26/27	OSSINING (Internet)	701	8211		4425-05		\$18,084.00
Total FY26/27							\$137,064.00
FY 27/28							
27/28	College IT(Internet)	010	0115		4425-05		\$43,644.00
27/28	EOC (Internet)	703	9997		4425-05		\$18,084.00
27/28	MOUNT VERNON (Internet)	701	8221		4425-05		\$20,364.00
27/28	PEEKSKILL (Internet)	701	8191		4425-05		\$18,084.00
27/28	Cross County(Internet)	701	8216		4425-05		\$18,804.00
27/28	OSSINING (Internet)	701	8211		4425-05		\$18,084.00
Total FY27/28							\$137,064.00
FY 28/29							
28/29	College IT(Internet)	010	0115		4425-05		\$43,644.00
28/29	EOC (Internet)	703	9997		4425-05		\$18,084.00
28/29	MOUNT VERNON (Internet)	701	8221		4425-05		\$20,364.00
28/29	PEEKSKILL (Internet)	701	8191		4425-05		\$18,084.00

28/29	Cross County(Internet)	701	8216		4425-05		\$18,804.00
28/29	OSSINING (Internet)	701	8211		4425-05		\$18,084.00
Total FY28/29							\$137,064.00
FY 29/30							
29/30	College IT(Internet)	010	115		4425-05		\$43,644.00
29/30	EOC (Internet)	703	9997		4425-05		\$18,084.00
29/30	MOUNT VERNON (Internet)	701	8221		4425-05		\$20,364.00
29/30	PEEKSKILL (Internet)	701	8191		4425-05		\$18,084.00
29/30	Cross County(Internet)	701	8216		4425-05		\$18,804.00
29/30	OSSINING (Internet)	701	8211		4425-05		\$18,084.00
Total FY29/30							\$137,064.00
FY 30/31							
30-31	College IT(Internet)	010	115		4425-05		\$25,459.00
30-31	EOC (Internet)	703	9997		4425-05		\$10,549.00
30-31	MOUNT VERNON (Internet)	701	8221		4425-05		\$11,879.00
30-31	PEEKSKILL (Internet)	701	8191		4425-05		\$10,549.00
30-31	Cross County(Internet)	701	8216		4425-05		\$10,969.00
30-31	OSSINING (Internet)	701	8211		4425-05		\$10,549.00
Total FY30/31							\$79,954.00
Total FY25/31							\$685,320.00

Budget Funding Year(s): 2026-2031 Start Date: 08/01/2026 End Date: 07/31/2031
(must match resolution)

Funding Source: Tax Dollars: \$52,372.80
State Aid: \$58,919.40
Federal Aid: \$106,927.80
Other: \$467,100.00 (Revenue & Grant)

\$685,320.00
(must match resolution)

APPROVED BOARD OF ACQUISITION & CONTRACTS 04/09/2026 - RAYMOND SOULKY, SECRETARY