

## **FOR CONSIDERATION**

December 19, 2017

**TO:** The Trustees

**FROM:** Thomas Falcone

**REQUEST:** Approval of Contracts to Provide Information Technology Consulting Services

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### **Requested Action**

The Trustees are requested to approve a resolution authorizing the Chief Executive Officer, or his designee, to engage Donnelly & More, Inc., Unique Comp Inc., 22<sup>nd</sup> Century Technologies, Inc. and Infosys International, Inc. to provide Information Technology (IT) Consulting Services to the Authority for a period of 5 years.

### **Background**

LIPA's existing contracts for IT services expire in February 2018. For continuity of its operations, LIPA requires the services of consultants with IT skill sets such as: IT Systems Support Engineer, IT Project Management, Network Support Engineer, Helpdesk Analyst, Data Security Analyst, Technical Writer and Web Developer.

### **Discussion**

On August 1, 2017, LIPA issued a Request for Proposals (RFP) on or before September 29, 2017, seeking qualified firms to provide IT services to LIPA for a term of (5) five years. The RFP was posted in the NYS Contract Reporter and published on LIPA's website.

Twenty-three (23) firms responded to the RFP. One firm, Abis Solutions, was deemed non-responsive because it failed to indicate whether it agreed with LIPA's Terms and Conditions or had any exceptions. A second firm's proposal, UTC Associates, was rejected as untimely.

The remaining twenty-one proposals were evaluated technically by three LIPA staff members, while Procurement reviewed the proposals for cost and compliance with MWBE/SDVOB goals.

LIPA conducted interviews with representatives of eleven firms pursuant to New York State Office of Comptroller Procurement Guidelines because the technical scores for these proposals were separated by 15 points or less.

Four finalists were selected by LIPA's evaluation team. Initially, Lockheed-Martin ("Lockheed") was selected as the 4<sup>th</sup> highest scoring vendor with a total score of 77.40. However, Lockheed's proposal included numerous requested changes to LIPA's standard contract Terms and Conditions. After being advised the proposed contract changes were unacceptable, Lockheed withdrew its proposal. Rather than select only three finalists,

whose individual skill sets may not be sufficient to meet the Authority's needs, LIPA recommends awarding a contract to the next highest scoring vendor - Infosys International Inc., whose total score was only 0.9 points below Lockheed's.

Below are the final scores for the top 4 vendors:

Firms	Score
Donnelly & More Corporation	86.20
Unique Comp Inc.	85.33
22 <sup>nd</sup> Century Technologies, Inc.	81.73
InfoSys International, Inc.	76.50

### **Recommendation**

Based upon the foregoing, I recommend approval of the above-requested action by adoption of the resolution in the form of the attached draft resolution.

Attachment  
Resolution

**EXHIBIT A**

**RESOLUTION APPROVING THE ENGAGEMENT OF INFORMATION  
TECHNOLOGY CONSULTING SERVICES**

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RESOLVED, that consistent with the attached memorandum, the Chief Executive Officer or his designee be, and hereby is, authorized to engage Donnelly & More, Inc., Unique Comp Inc., 22<sup>nd</sup> Century Technologies, Inc. and InfoSys International, Inc to provide Information Technology Consulting Services for a period of five (5) years.