



# COUNTY OF ERIE

**MARK C. POLONCARZ**  
COUNTY EXECUTIVE

March 11, 2016

Erie County Legislature  
92 Franklin Street, 4<sup>th</sup> Floor  
Buffalo, New York 14202

**Re: Erie County Paging Contract – I Am Responding**

Dear Honorable Members:

Enclosed please find an accompanying memorandum and proposed resolution from the Department of Emergency Services requesting authorization to enter into an agreement with Emergency Services Marketing Corp., Inc. to purchase a new product/system to replace the current alpha numeric paging system. The cost of the agreement is \$80,465 per year for five years.

Should your Honorable Body require further information, I encourage you to contact Commissioner Dan Neaverth Jr. at the Department of Emergency Services. Thank you for your consideration on this matter.

Sincerely yours,

  
Mark C. Poloncarz, Esq.  
Erie County Executive

MCP/lb  
Enclosure

cc: Commissioner Dan Neaverth Jr., Department of Emergency Services

## **MEMORANDUM**

**To:** Honorable Members of the Erie County Legislature  
**From:** Department of Emergency Services  
**Re:** Erie County Paging Contract – I Am Responding  
**Date:** March 11, 2016

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### **SUMMARY**

It is recommended that the Erie County Legislature approve the attached resolution to allow the County Executive to enter into an agreement with Emergency Services Marketing Corp., to purchase a new system called/from “I Am Responding” to provide paging services to the first responders of Erie County in the amount of \$80,465 per year for five years.

### **FISCAL IMPLICATIONS**

There is no fiscal impact on the county operating budget. The funds to cover this agreement will be coming out of 100% reimbursable homeland security grant funds. The funds in the grants are already approved by the State to be utilized for this project.

### **REASONS FOR RECOMMENDATION**

The Department of Emergency Services current paging system has reached end of life where the existing system requires substantial upgrades exceeding \$250,000 and would not be consistent with new technology. New technology is available to enhance delivery of emergency paging for first responders.

### **BACKGROUND INFORMATION**

Emergency Services has built the alpha numeric paging system to provide public safety agencies with the ability to notify their members of an emergency situation. The system has now reached its end of life. It will cost the county a substantial amount of money to upgrade the current system. After polling the first responder community, we also learned that currently only a small portion use the alpha numeric pagers. Many responders have the pages forwarded to their smart phones – a situation in which there could be a delay in the page as that is a third party vendor. Erie County Emergency Services requested through the NYS Division of Homeland Security and Emergency Services to enter into a non-competitive procurement at agreement with Emergency Services Marketing Corp., Inc. for the purchase of “I Am Responding” technology. The State approved our sole source justification letter, which is attached.

### **CONSEQUENCES OF NEGATIVE ACTION**

The department will not be able to upgrade the paging in Erie County and the current system will reach end of life without an economical solution. New technology wouldn't be able to be utilized to make notification to first responders more immediate.

## **STEPS FOLLOWING APPROVAL**

The County Executive will sign the agreements, the Department of Emergency will be able to retire the old system and the first responders will get a new innovative way to notify their members timely and efficiently.

**A RESOLUTION SUBMITTED BY:  
DEPARTMENT OF EMERGENCY SERVICES**

Re: Erie County Paging Contract – I Am Responding

WHEREAS, the US Department of Homeland Security through the NYS Division of Homeland Security and Emergency Services has agreed to provide funding to continue the implementation of programs to enhance the ability of Erie County to manage emergency and disaster situations; and

WHEREAS, the current paging system has come to end of life and requires substantial upgrades; and

WHEREAS, new technology exists to enhance delivery of emergency paging for first responders; and

WHEREAS, implementation and annual costs of this new technology will help reduce operational costs.

NOW, THEREFORE, BE IT

RESOLVED, that the Erie County Legislature does hereby authorize the County Executive to enter into an agreement beginning April 1, 2016 with Emergency Services Marketing Corp., Inc. for the purchase of “I Am Responding” technology for the purposes of providing paging to the first responders of Erie County in the amount of \$80,465 annually for an initial contract length of five years; and be it further

RESOLVED, that the Department of Emergency Services, Division of Budget and Management and Office of Comptroller are hereby authorized to make all necessary budgetary and other entries to effectuate this action; and be it further

RESOLVED, that certified copies of this resolution be sent to the County Executive's Office, the Division of Budget and Management, the Department of Emergency Services c/o Melissa Calhoun, the County Comptroller, and the County Attorney.



Homeland Security  
and Emergency Services

ANDREW M. CUOMO  
Governor

JOHN P. MELVILLE  
Commissioner

February 4, 2016

Daniel Neaverth Jr.  
Commissioner  
Erie County Department of Emergency Services  
45 Elm Street  
Buffalo, NY 14203

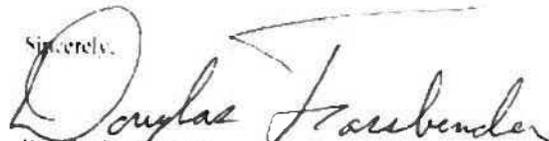
Dear Commissioner Neaverth:

The Erie County Department of Emergency Services' request to enter into a non-competitive procurement agreement with Emergency Services Marketing Corp., Inc. for the purchase of the vendor's I Am Responding application is approved. This approval is based on the information provided in your sole source justification letter.

This approval applies to this request only and should you need to make any additional non-competitive procurements you must receive prior written approval from the Division of Homeland Security and Emergency Services. Please be aware that you are required to enter into a formal agreement with the vendor for this procurement. Copies of the agreement, signed by all parties, must be maintained on file and made available upon request to our office for contract compliance review and audit purposes.

If you have any questions, please contact me or your Program Representative, Eric Abramson at (518) 242-5095.

Sincerely,

  
Douglas Fassbender  
Contracts Manager

STATE OF NEW YORK  
DIVISION OF HOMELAND SECURITY AND EMERGENCY SERVICES  
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