

EDUCATION & INFORMATION TECHNOLOGY COMMITTEE
OF THE
SUFFOLK COUNTY LEGISLATURE
MINUTES

A meeting of the Education & Information Technology Committee of the Suffolk County Legislature was held in the Rose Y. Caracappa Legislative Auditorium of the William H. Rogers Legislature Building, 725 Veterans Memorial Highway, Smithtown, New York on June 11, 2013.

MEMBERS PRESENT:

Leg. Sarah S. Anker, Chairwoman
Leg. Wayne R. Horsley, Vice Chair
Leg. Thomas Cilmi
Leg. Jay H. Schneiderman
Leg. John M. Kennedy, Jr.

ALSO IN ATTENDANCE:

George Nolan, Counsel to the Legislature
Sarah Simpson, Assistant Counsel to the Legislature
Renee Ortiz, Chief Deputy Clerk of the Legislature
Thomas Melito, Deputy County Executive
Donald Rodgers, Commissioner/Information Technology
Ben Zwirn, Suffolk County Community College
Chris DeLuca, Aide to Leg. Cilmi
Robert Lipp, Director/Budget Review Office
Benny Pernice, Budget Review Office
Michael Pitcher, Aide to Presiding Officer
Thomas Vaughn, County Executive's Office
Marie Berkoski, Aide to County Executive
Damian A. Germain, Sergeant/Community Response Bureau
Brian Rossi, SCAT
And all other interested parties

MINUTES TAKEN BY:

Diana Flesher, Court Stenographer

MINUTES TRANSCRIBED BY:

Diana Flesher, Court Stenographer.
Denise Weaver, Legislative Aide

THE MEETING WAS CALLED TO ORDER AT 1:01 PM

CHAIRWOMAN ANKER:

Will the Education and Information Technology Committee please come to the horseshoe.

We're going to start the Committee meeting. Please rise for the Pledge of Allegiance led by Legislator Schneiderman.

SALUTATION

Please remain standing for a moment of silent meditation as we think of those overseas and in the United States in our military.

MOMENT OF SILENCE OBSERVED

PUBLIC PORTION

Thank you. Okay. We have public comments. Brian Rossi, would you like to come up?

MR. ROSSI:

Hello. Can people hear me through this thing? I'm still not used to microphones. Am I too close or whatever?

MS. ORTIZ:

You're fine.

MR. ROSSI:

Okay. Yeah, usually I'm here later in the day, I guess. Okay. Well, people have heard me speak here before. I'm Brian Rossi. I still do various speaking on disability rights, particularly as the Chair of the Suffolk Green Party Disability Issues Committee. And basically I'm here to talk about the SCAT issues that I've been trying to get brought up again. I'm hoping that the Legislature will un-table bill 1306, the Fare Mitigation bill, so that people other than just disabled people aren't just being singled out for the fare increase as it's been done so far. I mean, right now it costs me almost as much as a movie ticket to come to one of these hearings. And that should not be just on disabled people.

The other thing is, well, I'm glad that bill 1295 for the service extension of Sundays and nights passed a couple of months back, it still won't exactly help me. I live in a part of the Town of Ridge that is up underserved by regular busses and, therefore, even by SCAT routes, it would not be covered under the service extension. So if I were to go to anything after about 7 or 8 at night, I would be faced with the challenge of being dropped off three miles from my house on a very dangerous section of Middle County Road on the opposite side of Middle County Road, which is one of the more dangerous roads on the Island, and then I would have to get back from that in the dark, which just -- that does not work for someone like me, especially since, as you see, I can only see enough to get across this room with help.

So while I don't know if it's on the agenda any time, I would like to see what could be done to extend service as much as possible for all routes in Suffolk County for both the regular and the disabled bus system. So I would like to see if both of those things could be done by this group. Thanks.

CHAIRWOMAN ANKER:

Thank you, Mr. Rossi. Mr. Rossi, I just wanted to give you a heads-up now, this is the Education and Information Technology Committee meeting. Now Public Transportation is at two o'clock this

afternoon.

MR. ROSSI:

Yeah, that's what I don't get. I put the card in and they said, "oh, you should speak now." And I'm like, really?

CHAIRWOMAN ANKER:

Well, we appreciate you coming out here. Again, we'll definitely take your information to heart here. But at two o'clock, if you're able to stick around to present in front of that Committee, that probably would be great.

MR. ROSSI:

Okay. I'd gladly speak to them again. Hey, I figure if it gets to both folks, then, hey as long as you guys are fine with that.

CHAIRWOMAN ANKER:

Absolutely; never hurt.

MR. ROSSI:

Yeah, because I put my card in and they said "you should speak now." And I'm like "okay."

CHAIRWOMAN ANKER:

Well, thank you for coming. I appreciate it.

PRESENTATION

Okay, we're going to continue to our presentations. We have Sergeant Damian Germain of Suffolk County Police Department. He's with the Community Response Bureau. And he's here to present the School Resource Officer Program. So welcome this afternoon.

SERGEANT GERMAIN:

Good afternoon. My name is Damian Germain. I'm a Sergeant with the Suffolk County Police Department and I do work with the Community Response Bureau.

The Community Response Bureau has evolved over the course of my career from the Community Relations Bureau and the Community Outreach Bureau. When this administration came into office last January, they felt strongly that we needed to demonstrate to the public that we are responding to their needs and concerns as well. So although, perhaps, subtle, the name changed to that bureau.

The first and most significant change that came to the Community Response Bureau in our mission was the way in which we address and engage the schools throughout the Police District. Excuse me. While the Community Relations Bureau in the '80s and '90s and then the Community Outreach Bureau in the early 2000s concentrated mostly on elementary and middle schools, come January of 2012 Chief Burke and Commissioner Weber thought it was more important for us to engage high school students a little bit more. And what we did is we took our School Resource Officers, not only in the precincts, but also in the Community Response Bureau and pulled them together, had them sit down and start to come up with some presentations that we'll talk about in a moment much more -- geared much more for a high school-age student.

Right now we have School Resource Officers working in every precinct and in over 120 schools that we go in and make presentations. And high school has become our priority. If you take a look at the left column, the School Resource Officers Program kind of broken down into two different -- sort of a two-prong approach. Precinct School Resource Officers would be considered more like police

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officers in schools. They're doing police work every day. They're answering calls for service. They're taking care of {aided} cases, they're taking care of fights, they're making arrests. And the CRB, the Community Response Bureau SROs, although they take police action whenever appropriate, they are more of an instructor or mentor. And they're traveling through numerous schools in a day. And we reach over 120 high schools and middle schools as well as some elementary schools still.

What we offer are a number of different presentations, especially geared towards high school and middle school students. When I took this job in the Community Response Bureau last January, my first direction was to get the School Resource Officers together, create presentations that addressed prescription drugs and heroin, diversity and tolerance or acceptance, gangs and violence. And to the officers' credit, they did a wonderful job. Perhaps some of you have seen them in the schools, but they are very, very well-received presentations in the high schools and middle schools.

From those three presentations we also developed Cyber Law, which talks about some of the internet safety and some of the concerns that high school and middle school students especially need to have when they're on the computer and online as well as vehicle survival. We're all very familiar with the prescription drug abuse and heroin problem. Some of you may not be aware of that nexus between the two drugs; often times what happens is students find some type of prescription medication in their home. They get some from a friend and they start to use these opiates and become addicted. Well, when that source dries up, the other very available, very inexpensive source is heroin now. And that heroin is extremely inexpensive and much purer than perhaps when we were growing up and there was the big heroin scares that you heard of.

Right now you see that the drug-induced overdose deaths in this -- although a little bit dated from '99 to '07, is the only significant type of death or cause of death that has a significant increase. All of the other ones, motor vehicle accidents, suicides, firearm, homicides stay relatively steady. Same with the opiate analgesics; cocaine, heroin deaths have stayed relatively steady, but these prescription drug overdose, accidental or unintentional overdoses, have increased significantly. And, again, that segue from that prescription drug, once it's no longer available to heroin is a palpable problem here in Suffolk County. Because of its purity levels now, heroin could be smoked, snorted, ingested in a number of different ways. It's not, again, like we might remember as kids where it's always a needle going into an arm; not necessarily true today.

The second presentation that School Resource Officers came up with immediately at the beginning of 2012 addressed the gangs and violence; again, something that is ever present in Suffolk County these days and always a topical concern.

The presentations that we show these high school students and middle school students, to some extent, are relatively graphic, and, if you will, very in-your-face. We want to get their attention. And we do very well. This is just a story that you may remember from several years ago, a young girl down at the South Shore Mall that was a victim of a gang initiation.

And then another topic that has been all too familiar in Suffolk County, our understanding diversity. The officers, again, came up with a very, very well-received presentation on diversity and acceptance on tolerance regardless of your race, color, sexual orientation, whatever the case may be. And when this particular slide comes up in a classroom, it really hushes the crowd and everybody all of a sudden starts to pay a little more attention. Because sometimes in Suffolk County, as busy as it is, we don't realize just how often hate crimes are happening all across the country. And it is somewhat sobering to see these types of things are happening everyday.

Once we got off the ground in the Spring of 2012, and, again, I have to give the dozen -- half dozen police officers that worked on those presentations a great deal of credit because they really sat down, hunkered down and came up with some great information, and they're getting it -- over the

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course of last year, they saw over 10,000 students after spending a couple months just trying to create the programs and presentations. But now they've also come up with what we call Cyber Law. And we just try to bring to the attention of students, again, once they put something out, there's no pulling it back. And that's demonstrated by a number of different public service announcements that they have imported into their presentation, but also a number of different stories like this one that you may remember young girl and her boyfriend who killed her parents. Also, you know that we've had a number of cyber bullying concerns right here in Suffolk County and quite a few problems.

This, in my opinion, may be much more important now even for middle schools students. High school students, although they're a little bit irresponsible and they don't think about what they're doing a lot of the time, middle school students now, just about everybody has some type of access to the internet. And I don't know if you're familiar with some of these different programs, but Instagram is really something that needs to be addressed with parents and teachers with their students, and the concerns of what it is they feel comfortable with sending out. Because, again, once it's out there, it's out there forever. So we talk to them a great deal about just being responsible and thinking twice before they hit the enter button.

Vehicle survival is something that -- although this is from the Chicago Tribune, this is a tragic reality that extends through the country every year. We're just getting ready to start or we just started our 100 most deadly days for teens behind the wheel; any time from Memorial Day to Labor day is when more teens are killed in vehicle accidents. So what the officers have done is come up with a very -- again, very graphic presentation on vehicle safety and vehicle survival. Not only when you're driving but when you're deciding to get into a car with somebody else, which is just as dangerous as getting behind the wheel a lot of the time, and we talk about the ten most deadly mistakes that can be made.

What's interesting is a lot of the schools now have taken the Vehicle Survival and our Social Host Presentation and they've said, "listen, we're going to have a pre-prom presentation that you have to attend in order to attend the prom." Some of them require a parent to be there. They also require the Vehicle Survival at the beginning of a school year when students are requesting parking passes for their school. So we're able to tailor presentations to whatever it is that a particular school or community, organization might be looking for. And as we approach the summer, what our School Resource Officers do in the Community Response Bureau is we get involved in quite a few town programs; Brookhaven Town and Smithtown Veterans Organization that runs summer youth programs.

That's really it. I'd be happy to answer any questions that you might have, but that's what the School Resource Officers through the Community Response Bureau are doing these days.

CHAIRWOMAN ANKER:

Thank you, Sergeant. Question? Okay, Legislator Schneiderman.

LEG. SCHNEIDERMAN:

It sounds like you're doing great work. Now, is that a whole county or is that just in the Suffolk County PD? Do you do that out on the East End as well?

SERGEANT GERMAIN:

We certainly concentrate on the Police District, but we don't turn people down. I get several calls from East End schools. And my response is normally "please contact your local police department first. If they can't help you, if there's something that they can't you with, that they don't have the resources to do it, give me a call back and we will make every effort to get somebody out there."

LEG. SCHNEIDERMAN:

I know -- because, you know, some of the -- some of the functions, some of the units within Suffolk County PD are actually paid for countywide and are available countywide. Others are, you know, specific to Suffolk County PD. I didn't know whether this was one of those countywide functions.

SERGEANT GERMAIN:

Yes, sir. I'm not sure which budget we feel under to tell you the truth. I'm not sure if it's a countywide budget.

LEG. SCHNEIDERMAN:

Right.

SERGEANT GERMAIN:

But we never deny anybody the services, like I said --

LEG. SCHNEIDERMAN:

But if it is countywide just make sure you're reaching out to those schools on the East End to make sure they can take advantage of it; because, you know, we've had a couple suicides. East Hampton High School there was one in -- the New York Times reported about one today, which -- look up that story, but, you know, I think this -- the type of work you're doing would be very helpful out there as well.

SERGEANT GERMAIN:

Yes.

CHAIRWOMAN ANKER:

I have a question. What's the most important thing a parent can do with your experience in speaking with all the other teachers, the parents, the kids, understanding the drugs situation? In your mind, what's the most important thing they can do?

SERGEANT GERMAIN:

Communicate with your kids. And having two grown daughters, there's a four-year, five-year window where that becomes very difficult as parents know, but you have to try to keep that line of communication open. If you're not looking at their online activity and you're not looking at their cellphones, I think you're doing yourself and your children of a disservice. A lot of kids might disagree with that. I know I went round and round with my daughter about it. But it's an argument that I'll make every time. If you're not a nosey parent, then, I think there's a certain level of negligence there. If you're not looking in drawers and looking in cabinets and things, and looking at phones and computers, then, I think you may want to reconsider.

CHAIRWOMAN ANKER:

All right. And I can understand that. You know, again, we're getting -- they are getting influenced by so many outside sources and it's hard to keep up, and especially with technology, you know. My kids are probably further than I am with technology at this point because they're constantly looking for something new. And it's very intimidating understanding what's out there and what you cannot do as a parent, but it's what you should do as a parent, is to communicate. It's great advise.

SERGEANT GERMAIN:

Correct. And I can tell you honestly our Cyber Law presentation comes from not only the police officers, but their children. We have teenage children that run from -- I'd say 10 to 21 that are all consulted in our creating these presentations, what it is they're using, why are they using that particular program.

CHAIRWOMAN ANKER:

How does the use of drugs compare with the use of alcohol 10, 20, 30 years ago? Probably alcohol was what most -- I'm assuming -- kids would drink for recreational purposes, not that they should, but it's just reality. Are drugs taking over that, you know -- you know, are they becoming more popular than alcohol? Or is it just -- it's all there?

SERGEANT GERMAIN:

It's all there. And I would suggest to you that the alcohol is still the gateway. That's the drug of the youngest, certainly, that start to get involved. Again, we have the Social Host Law that we talk about relatively -- and I don't have hard and fast numbers for you right now, but alcohol is always going to be a concern for young -- young students.

CHAIRWOMAN ANKER:

What is the youngest age a child should be made aware of the issues with drugs and alcohol?

SERGEANT GERMAIN:

Well, we talk to children right from kindergarten through sixth grade elementary schools, right through middle school. And our approach is not necessarily driven by the word drugs, marijuana, cocaine, but by decision-making and consequences. So in that aspect -- or from that perspective, we're talking about that with kids very early. And it's about just making good decisions.

CHAIRWOMAN ANKER:

Thank you. Any more questions? Okay, Legislator Horsley.

D.P.O. HORSLEY:

Good afternoon, Sergeant. How you doing?

SERGEANT GERMAIN:

Good afternoon, sir.

D.P.O. HORSLEY:

Good. I just -- a couple of years ago -- I'm from the south shore Babylon area.

SERGEANT GERMAIN:

Yes, sir; my old stomping grounds.

D.P.O. HORSLEY:

I know. I recall. I guess it was back in 2007 or so we had a major influx of heroin, cheap heroin. We passed a couple laws here which I sponsored, drug mapping and things like that. One, I had two questions. One was the whole drug-mapping law, is it still kept up-to-date? I don't know if you're -- are you aware of it or --

SERGEANT GERMAIN:

I'm aware of it but criminal intelligence, I believe, works with the drug mapping.

D.P.O. HORSLEY:

Right.

SERGEANT GERMAIN:

I couldn't speak.

D.P.O. HORSLEY:

Have you had any response to it? I mean, is that something that, you know, that you see parents say "oh, I see that they've arrested nine kids over in such and such a park in the last six months,"

has that -- have you had any conversation like that or is it kind of --

SERGEANT GERMAIN:

Our police officers have those kind of conversations all the time at PTA meetings. And whenever they're with parents, those kinds of topics come up. Certainly each -- each school, each group of parents is concerned with their immediate area. And our police officers are running -- our Community Response Bureau Officers are running from school to school. So we're probably not as intimately familiar with those local concerns or those local issues as maybe the precinct school Resource Officers are, the Precinct Cope Officers are so -- but, yeah, those are the kinds of things that are brought up at parent meetings, civic organization meetings with our police officers all the time.

D.P.O. HORSLEY:

Okay. I just didn't know how effective it was because I hadn't heard much about it lately. And what that law does is basically when an arrest is made, that it gets pinpointed on a map of your Village, your Town or whatever it maybe. And so the parents have accesses. You know, don't -- don't go down to the park, you know, there's drugs there.

SERGEANT GERMAIN:

Correct.

D.P.O. HORSLEY:

So that was the basics of it.

The other thing that I wanted to find out -- let me go back to this heroin issue. It was a scourge a couple years ago. I presume it's still very much out there in the street cheap. And you mentioned -- I think it was brown heroin at the time and it was really scary stuff. And I just haven't heard as much lately about it. I've heard about the opiates and things like that, but not -- not that heroin that kids were succumbing to. Is it still -- is it still big? Is it still, you know, problematic? What's your thoughts on it?

SERGEANT GERMAIN:

It is -- and I just actually ran into Dr. {Kirn} yesterday afternoon. We have some kind common bonds with the academy and with NARCAN and all. And he said we're up 120 saves. One gentleman's been saved twice as a matter of fact. But a lot of those are heroin. Some are probably prescription drugs or some type of opiate analgesic. But, yes, the heroin is still --

D.P.O. HORSLEY:

That cheap stuff is still out on the streets?

SERGEANT GERMAIN:

Still available, still relatively inexpensive, and the logical segue from that prescription drug when it becomes less available to the students.

D.P.O. HORSLEY:

Is it the same chemical makeup and -- basics?

SERGEANT GERMAIN:

It's the same exact high. It's the same exact high.

D.P.O. HORSLEY:

Oh, boy. But -- so that stuff's still out there. Because I haven't heard much in recent years. Thanks.

SERGEANT GERMAIN:

Yes.

CHAIRWOMAN ANKER:

Thank you so much for coming out here. We really appreciate it. And we will spread the word amongst our Legislators that these programs are available for their districts in the schools. And, again, we appreciate all the help and service that you've given the County. Thank you.

SERGEANT GERMAIN:

Thank you very much.

CHAIRWOMAN ANKER:

Okay, we're going to have our next presenter, Don Rodgers, Commissioner of the Suffolk County Department of Information Technology. He will present an overview of IR 1502. And if you'd like to come up. And this has to do with the new Microsoft Enterprise Agreement. We also have Tom Melito. Welcome. And Tom Vaughn. Okay.

MR. MELITO:

Am I allowed to -- just comment on the last presentation, very, very briefly, I thought it was an excellent presentation. Sergeant Germain did a great job. As a school board member for 14 years, my school district also participated in a community coalition relative to drug use and alcohol use and students. And one of the things that was really interesting to us is that we found that one of the biggest hurdles to getting kids engaged in better behaviors was the fact that the parents' attitudes towards alcohol were very, very liberal. And it was actually an impediment to getting kids to take this issue seriously.

And in response to your other questions about the things that came in that are new today is the prescription drugs, the drugs that are in everybody's medicine chest. And those are -- the younger kids are getting involved with those as well. So, I thought the Sergeant did a great job and I just had to throw my two cents in.

Good afternoon everyone. Thank you. I'm Deputy County Executive Tom Melito. And I'm here today to provide just a little bit of opening remarks and information regarding the Microsoft Enterprise License Capital Project, which, as you know, was recently adopted as part of the Capital Budget unanimously by the full Legislature.

Don Rodgers, our CIO, as you know, will be here to answer questions as well as I once my prepared remarks are finished. And as I've spoken about -- in front of this Legislature previously, the use of technology, as you know, was a cornerstone for the many performance management initiatives that we are undertaking to develop including data-decision decision-making, the use of performance metrics, information sharing, cost savings, operational analysis and reduction of operational silos.

It is also the backbone for the operation and success of many of our County departments, as you know. We spent much time last year evaluating our technology base from an infrastructure and data usage point of view with an eye towards leveraging the existing technology tools we have and judiciously making decisions regarding the acquisition of new tools.

Performance Management continues to work closely with DoIT to increase the efficacy and efficiency of our use of technology. And, in fact, our recently -- our recently implemented federated model gained national recognition as we were selected by the National Association of Counties in the category of County Administration and Management for bettering government services.

So why this agreement and now? If we are to effectively address the combination of layoffs, attrition and retirement that has resulted in the current operating environment that includes a

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greatly reduced workforce, we need to provide the tools needed to improve efficiency, ensure compliance with regulatory requirements, promote better workforce management and better serve Suffolk County constituents in the provision of services to them.

We hear stories every day about departments that are struggling to accomplish their missions effectively. And they're constantly asking for new tools and skill sets, quite frankly, to help them manage, understand what it is they are doing and how to make better decisions. The tools associated with this agreement will greatly improve internal department management as well as countywide management of departments and budgets. We'll also offer better communication platforms to help our employees do more with less. And our employees throughout the County administration require these tools.

Performance Management has been identifying organizational and operational needs associated with developing a technology base for business intelligence capability that would support data-driven decision-making. And we've talked about this a lot since Performance Management came into the County last March. These programs, as many of you know, already exist in places like Baltimore, New York City, the Towns of North Hempstead, Brookhaven and Babylon, just to name a few. And these programs are increasing throughout the County -- throughout the country as a cost-efficient means to operating government.

This agreement will enable performance dashboards to evaluate strategy initiatives by department, program, geography or any other organizational structures; organizing key performance indicators, historical trend and target analytics; and will also enhance collaboration on corrective action plans using presentation, and among other things, presentation and communication tools.

The business intelligence platform associated with this agreement will allow us to streamline the extraction of data out of independently standing databases, which exist throughout the County that don't communicate with one another; and help us build applications and publish reports through a living dashboard that will be shared across the County and will include information from all of these disparate databases around.

So are there other benefits to Suffolk County with this Enterprise Agreement? And the answer obviously is yes. The Agreement will be a catalyst for relationship building with New York State and other municipalities. It will -- because of the share point collaboration tool that can be leveraged for internal as well as external communications. This is critical, particularly during times of emergency and something that the County is faced too frequently during my brief year and three months here with the County.

There are also significant savings associated with going forward with this agreement now. The agreement will provide the opportunity to additionally reduce operational costs of IT by, where appropriate, replacing Unisys systems with SQL server, reducing VM software costs, reducing McAfee costs and offering Lync, which will improve employees' ability to communicate with tools like instant messaging, teleconferencing, and telepresence. Costs and time associated with meeting FOIL requests will also be reduced as a result of eDiscovery capabilities for managing requests and legal issues. The ability to develop a new payroll and human resource system, something we've talked about several times in the past, including migration off the mainframe, will also save the County significant money overtime while allowing, again, better management capabilities for our employees. The Enterprise Agreement includes necessary servers to be leveraged as the databases for the development of this overall system.

If we don't enter the Enterprise Agreement now, future costs for maintenance and upgrades will be significant and our workforce will be operating with a reduced functionality. The time is now to enter this agreement. In addition to the overall benefits and cost savings mentioned, Suffolk County has negotiated a per-license discount that equates to an additional cost savings of

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approximately \$750,000 against New York State Office of General Services Published Pricing. In addition, Microsoft is offering the County a one-time discount of \$1.02 million if we execute the agreement now. Any savings from the reduction or elimination of any of the Oracle, VM or McAfee applications will be in addition to that 1.02 million.

Finally, as I've stated throughout the presentation, the agreement is necessitated by the reduced workforce and the opportunity to better manage County government with the condensed resources we have. Moving forward will represent a substantial savings for the County.

One last question: Why are we capitalizing this program? The Government Accounting Standards Board, GASB, issued a statement number 51 in 2007 for the financial treatment and reporting of intangible assets. And it establishes financial reporting requirements for intangible assets in an effort to enhance comparability of such assets between State and Local governments across the country. So all State and Local governments that have intangible assets are in the scope of GASB 51.

Intangible assets include things like easements, water rights and computer software. These can be purchased, licensed, acquired through non-exchange transactions or internally generated. So the proper accounting treatment is to capitalize these costs over the useful life of the asset.

So GASB, General Accounting Standards Board, puts out frequently-asked questions associated with their various pronouncements. In this one -- I'm just going to read question number 24: An agency purchases commercially available computer software through a five-year license agreement. Under the agreement terms, the agency is required to make annual payments to the software vendor for the right to use the software over the life of the agreement. Should the software acquired under this licensing agreement be capitalized? And the answer is yes. Under these circumstances the licensing agreement to use the software for five years qualifies as an intangible asset and should be recorded as a capital asset depreciated and amortized over the useful life of the asset, in this case, five years.

So those are my comments. Do you want to make any comments or just open it up to questions?

CHAIRWOMAN ANKER:

Thank you, Tom. Commissioner?

COMMISSIONER RODGERS:

Good afternoon. Thank you for having me here today. I'm Don Rodgers, Commissioner of IT. And I'm here to speak to you about the Microsoft Enterprise Agreement, which you all have in your handouts as well as on the screen. And you obviously can stop and interrupt me at any point.

What are the objectives of us going forward with this Enterprise Agreement? We all know that we have reduced staffing levels throughout the County now. We are looking to support those reduced staffing levels with these technology initiatives.

Additionally, we want to be able to facilitate the business needs of the County services and add value to those. One of the things we absolutely need to do going forward is to define operational standards. And this Enterprise Agreement will help us do that while reducing our exposure to risk. It also allows us to improve the continuity of operations and of no small minimum here is provide a pathway for us to implement future technologies.

Now, as part of our strategic initiatives, and some of the items that I've already spoken to you about in the past, we are looking to improve IT service quality and efficiency of which the implementation of the federated model for IT Management was our first step. We want to maintain and enhance IT infrastructure and security.

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Now, this is paramount to us. But in the course of doing this, we want to be able to do it while we do it with reducing overall costs where possible and, of course, minimizing our risk and standardizing our technology platforms. The standardization of our platforms is also key.

In the course of doing that, we absolutely have to leverage what we have in place already. So we want to look at what are our legacy investments and what are our mandated investments, which exists across the County through many agencies, whether it's Police Department, Social Services, Department of Health; they all, as we know, have mandated functions that we have to deal with. In the course of dealing with those, what we want to be able to do is eliminate the redundancy of legacy data that we find throughout the County. We additionally want to look at being able to have standard processes for validating this data and to improve our data integration capabilities across agencies.

And then we want to make sure that we're able to provide technological solutions to the County's business needs. We want to be able to do that while minimizing the amount of staff time that's necessary for that. Part of our overall strategic initiative is also for us to build partnerships, as I have spoken to this body about before, to build partnerships at the State and Local level. We have begun discussions with both local municipal Towns and with New York State so that we can better leverage our operational standards with theirs. The CA is the next logical step within our overall technological plan. So in 2012 and 2013 we have done an overall technology assessment. It is an ongoing effort. It continues.

Within 2013 we are looking to implement, along with the federated approach, which we have done -- I'm sorry -- this Enterprise Agreement. That will give us a standardized platform for us to operate off of. On the screen now what you see is other municipalities which are currently utilizing a Microsoft Enterprise Agreement throughout New York State. And this runs the gamut from Towns, Villages, Cities to State agencies and Counties. Within New York State, the State is basically divided. There are 62 counties. It is basically divided into three groups: New York City, what is referred to as the big six; and then the remaining 51 counties, I believe, it is. Of those big six, five that are included and currently holding Enterprise Agreements, which those big six Counties constitute 25% of the State's population. New York City constitutes 50%; the remaining 51 counties, only 25%.

All right. So question is not why. The question is when to purchase the Enterprise Agreement. And when we consider that Microsoft Technology is the largest software environment within the County, we look to do this to minimize technological cost and maximize our investment in technology.

Suffolk County has entered into Enterprise Agreements with other software vendors in the past as well as with Microsoft. And in the past, in 2008, we had a previous Enterprise Agreement. So why do we want to do this now? The current proposed Enterprise Agreement is offered to us at a discount of \$1.02 million less than the current New York State OGS Enterprise Agreement pricing. New York State has standardized -- has standard offerings for these software costs. Included in it are \$450,000 worth of training, implementation and consulting services, which we can take advantage of.

If we wait until 2014, we will not see the discount of the 1.02 million. It is offered to us now as a one-time offer. If we wait beyond 2014, and we look at the current pricing of New York State OGS, we will pay a minimum of 1.78 million more for the same services that we are looking at in this current agreement. The agreement has been structured in such a way that it provides the foundation for the Countywide software platform and for the tools that we expect to use over the life of this agreement to empower the County workforce.

On the screen right now what you see is the proposed Enterprise Agreement pricing versus current

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New York State Enterprise Agreement processing and the difference in the negotiated price that we have. The left-hand column, the software components represent the various software items that we are purchasing here. I think the overall purpose of this screen is for you to be able to see the actual cost reduction that we can take advantage of at this time, which is the 1.024 million. And as you can see on the bottom of your screen, these prices are available through the New York State OGS website.

In addition, what we will take advantage of included in the cost are support services for incident resolution when we have a problem. Deployment day is for them to assist us with the deployment of the technology. We received a significant number of training vouchers equivalent to about \$100,000 for on-sight training, for trainers to come in and work with us. We have also received consulting services support for implementation and deployment of these servers. And then we have online training available for users and administrators.

As a side item, what is also available is employees will be able to purchase their own copy of Microsoft Office for \$10. So employees who are covered here will be able to take advantage of that, which in other entities we've seen in the past, people actively jump at. So if their child has a home computer or is going to school, they can save a \$300 retail value for \$10.

The next slide, slide ten, again, gives you pricing options compared to the core products. And what you have here is you have what's called select pricing and Enterprise Agreement prices. Select prices -- pricing is if we were to purchase these items separately and what our costs would be and those are (inaudible). And were we to purchase the core items that we've shown previously, they would cost us 40% more if we bought them individually. If we bought them as straight OGS costs, it would be 17% more than what we are currently being offered in this agreement.

Okay, so the question has been raised why 5,000 user licenses? In the 2008 Enterprise Agreement we entered into 6,354 licenses for devices. At that time licensing was based upon a number of devices, not the number of users. It was -- user licensing was not available in 2008. Device licensing was only available. So you didn't have a lot of options.

We have the option now. And what we have done is taken a look at the County, a look at the users and identified those users who will most benefit from the complete Microsoft Office Suite. Those are the targeted individuals for this Enterprise Agreement so that we can have a more appropriate cost-effective licensing solution. In conjunction with that, we are looking to leverage as much as training and implementation and consulting services as possible to implement this agreement.

The screen you're looking at now is our breakdown of how many County employees we would expect to utilize the tools that we are making available to them. And if we look at the employee classifications on the left-hand column of office personnel, supervisors and managers, law enforcement, laborer and technical, you can see that our estimates come up to the 5,000 user range.

Now, employee training in Microsoft Office, this was something that we felt was of significant importance here and that could not be overlooked. Of the 5,000 users that we've identified as currently using Microsoft Office, we have to ask the question: When, if ever, was the last time that any training was provided? And what is the result of the limited training?

What we have found is that most individuals, who are currently using Word or Excel or PowerPoint, have not received what we would consider to be formal training. They are using tools that are integrated into their everyday work environment to the best of their ability, but not maximizing the use of those tools. So, they may or may not be able to take advantage of the software that's present there. We can be sure that they're not taking full advantage it. We find Excel throughout the County; we find Word throughout County. But what we also find is that they have redundant

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procedures that have been in place for a longtime, that staff may not necessarily even understand the process or how the process came into play or could they do more with it.

It's especially true when we take look at the use of Excel. It's simply a spread sheet to read documents received from internal and external personnel. It can be a much more powerful tool than that. And we want to be able to empower staff to do this. Because we're confident that if we provide the tools and provide the training, employees will contribute and improve the processes throughout the County. And this is -- when we look at reduced staffing levels, when we look at the increase in demands that are on staff, we want to put the tools in their hands and show them how to appropriately use them. It's imperative.

Okay, so we have more than 5,000 employees. What about the other 5,000 employees that we have? What are we going to do with them? We will assess their needs as we go forward. And we have anticipated solutions that we can provide them with. Does an individual have to have Microsoft Office? No. Can we provide what's called a virtual desktop for them to work on? In all likelihood, yes. Can we provide web access solutions? Yes. Can we look at maybe Office 365? These are all viable options that we can entertain.

In addition, under the current offering, because it is a user-based agreement and not a device-based agreement, if an individual uses more than one device, if they have a laptop or if they have a tablet or if they have a windows phone, as well as their desktop, we can license up to five devices per user. Under the previous agreement, it was device-based. If they had a laptop and a desktop, we needed two licenses. We need one license for this now. So we are able to significantly see a reduction there. From this standpoint we feel we are more effectively engaging Microsoft in the use of these licenses.

Other areas that we want to look at for potential savings, these numbers are not included in our current estimates. And our whole purpose here -- and I think it's important that I make this clear -- we are -- our intention is, for lack of a better term, to do no harm. We recognize, we understand that there are departments that are deeply embedded into certain technologies in this County. And they cannot easily be extracted from those technologies; or that we cannot leverage that move without it causing them significant pain. Every department needs to be assessed. And every department needs to operate at the highest level of function that they can using the tools that are available.

We currently have an Oracle Enterprise Agreement, a VM license agreement and a McAfee license agreement. These are all areas that we are going to closely explore and see if we can reduce those costs. Over the next five years, the term of this agreement, we'd like to see our -- reduce those costs by 25 to 50%. If so, we would see a minimum of \$156,000 in reduction in costs in those areas. The Enterprise License Agreements that we have with these areas are a blanket agreement that may or may not be appropriate as we move forward. And, again, any savings we see there are above and beyond whatever savings I have initiated or indicated to you previously.

So why should we do this now? If we assume, and we assume strongly, that we will have to enter into an Enterprise Agreement within the next two years, purchasing it now provides a significant cost reduction to the County. As I mentioned earlier, we will see now as part of this agreement \$450,000 in training implementation and consulting services. And that number actually applies to the first three years. For years four and five it is renewed at that level again. So we actually increase that number.

We obviously have the option for the employees to purchase their own copy of Microsoft Office, which is a side benefit. But by purchasing it now, you can move forward with an Enterprise software platform that allows us to progress with current technology and leverage our largest asset, which is our employees, and give them the tools they need to use. Purchasing it now puts us in the

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unique position to save money and provide these tools and training so that we can provide more beneficial services.

I won't go into the additional slides because I know you have -- we have time constraints. They are included in your package. I am certainly open to any questions on those or others, but I'll stop at this point.

CHAIRWOMAN ANKER:

Thank you, Commissioner. We have some questions. Legislator Horsley.

D.P.O. HORSLEY:

Good afternoon, guys. I appreciate you being down here. And certainly -- Don, one of the questions that I would have -- not even a question, a statement, is that -- the fact that you're rolling in training and stuff like that, I think, that's very positive and would certainly enure me to be thoughtful about your proposal.

I do have some questions, though, that -- bouncing off of maybe your comment, Tom, that -- what you saw, particularly in emergency situations, that coming from a different platform was -- put us at a disadvantage in communicating with other organizations. And then when I saw the list up there, I went, *huh, you know, where was New York State on that?* I saw the Department of Environmental Control, but that was -- that was like the only one that I could -- that I saw. Maybe, you know, what is everyone else using that would give us that -- that this platform would be able to discuss with other platforms better than Oracle would? Could you go over that just a little bit?

MR. MELITO:

That would be Don's question.

D.P.O. HORSLEY:

Okay. It seemed to me it was a little confusing. And I wasn't sure -- it looked to me that that list was pretty skimpy, if that's the one that's going to put us all on the same page.

COMMISSIONER RODGERS:

You're referring to the --

D.P.O. HORSLEY:

The list of people who are users of SQL.

COMMISSIONER RODGERS:

That's a list of users that not only use SQL but also use Microsoft Enterprise Agreement, but --

D.P.O. HORSLEY:

Okay.

COMMISSIONER RODGERS:

Absolutely, I'll be happy to --

D.P.O. HORSLEY:

You know, where was New York State? Let's say we're communicating during an emergency, I mean, where is the -- is the police there, you know, what was --

COMMISSIONER RODGERS:

New York State does have an Enterprise Agreement with Microsoft. They're not on this --

D.P.O. HORSLEY:

This didn't make the list?

COMMISSIONER RODGERS:

You know, it's a good question. I don't know why they're not on the list. They are, but I do know that they have -- because I've communicated with the New York State CIO with regard to that. So they are on the Microsoft Enterprise Agreement. I don't know about the New York State Police Department -- but what I will say to you is this, that --

D.P.O. HORSLEY:

How about the Corps of Engineers, the Feds and stuff like that, are they on this platform as well, you know? And would you just briefly give me a thought or two that being on Oracle puts us in a disadvantage. Is that -- just elaborate on that just a little bit.

COMMISSIONER RODGERS:

Here's my response.

D.P.O. HORSLEY:

Tell me why we should move.

COMMISSIONER RODGERS:

I'm not going to disparage Oracle from a standpoint of its capabilities. It is an extremely robust database operating platform. And while it is true that Oracle certainly can be found in any number of rotations or various companies or departments, Oracle costs about five times what SQL costs. The comparisons benchmarks between Oracle and SQL really only become evident when you're doing things like stock market transactions of about 5,000 transactions a second. This is where you'll start to see a separation. Our current environment does not lend itself to demanding that we operate within an Oracle platform.

Now, that being said, then the question is well, why are we? Well, Oracle was instituted any number of years ago when it was pretty much the only player in town. However, what you don't find with Oracle is you don't find the enduser tools that go across to the user to be able to manage data and manipulate it in an easy manner that you do within Microsoft.

D.P.O. HORSLEY:

You're saying that SQL is easier.

COMMISSIONER RODGERS:

What I'm saying is that SQL is more --

D.P.O. HORSLEY:

Which is legitimate, by the way. I mean, hey, believe me, if I had someone who could make computers easier for me, I'm all in.

COMMISSIONER RODGERS:

Well, it's two things. I think -- I think the Microsoft Office Suite is more expansive to allow us to have users operate and handle the data that we want to provide them with. So, yes, from that standpoint SQL is easier. It is also a more cost-prudent selection in terms of the tools that are available.

Additionally within our environment, which is a mixed one right now, we create a scenario where we have to be concerned about data transition and training staff in multiple environments. And what I am looking to do is get the most bang for our buck for the purchase of the software, but also to provide the enduser tools so that department managers, commissioners, deputies have tools on

their desktop where they can manipulate data readily and easily. And these dashboards that we want to create are more easily portable and developed in the environment that we're proposing.

D.P.O. HORSLEY:

Okay. So if I could just -- it's tough to summarize you up, Don, but the bottom line is that you feel that in the long run, that SQL will be cheaper for us; and that because we're getting thrown in some sweeteners to make it more accessible to us, and training and things like that, that it makes it a positive purchase for the County.

But, as you know, there was a small kerfuffle between BRO and your offices over costs. And that's you're saying is the reason why we should do this -- a lot of it is because it's cheaper. Well, BRO has said, well, you know, if at this point in time, and if I can summarize their concern, their concern was at this point in time the -- "we're broke, we don't have any money to spend on this," though it is in the Capital Budget so -- which kind of defeats, in some ways, that argument; that if true up'd our present licenses and things like that, that we could -- that this actually could be -- it could be -- we could get away with a couple more years and it would be cheaper in the short run for us during these difficult times; and that our systems are basically working; and that they are -- that they will be -- these licenses are going to be extended if they are true'd up; and that the monies would be cheaper on that end.

So I'm hearing both of you saying this is going to be cheaper in the future; or at least one in the short, one in the longer run would be cheaper. So I'm a little confused. You know, I certainly don't want to buy, you know, an issue where we're saying, you know, we're cutting off our nose to spite our face, you know, that in the long run one would be -- one will be a lot cheaper.

Could you address that? Tell me is this -- am I reading this right, that it's -- that if we just true up'd on our present licenses, that it would be cheaper in the short run? But in the long run this is going to be beneficial for the County? That's what you're saying. And that's what I'm -- I'm paraphrasing both of your arguments and I want to make sure that I can make a decent decision here.

COMMISSIONER RODGERS:

Well, I just want to step back for a second. It's not just that SQL is cheaper. SQL is a recognized, standard database development environment that will compete favorably with Oracle up to a level that is far in excess of anything that we do.

D.P.O. HORSLEY:

So you're saying SQL's better.

COMMISSIONER RODGERS:

I'm saying SQL -- in my opinion SQL is better for what we do.

D.P.O. HORSLEY:

Right. Okay.

COMMISSIONER RODGERS:

Okay. Additionally what we've already seen is there is a significant investment in SQL in this County already. All right.

D.P.O. HORSLEY:

Tell us about that. Okay, that's -- that's critical.

COMMISSIONER RODGERS:

The Police Department currently runs almost a completely SQL environment as does Social Services.

These are two of the largest agencies in the County.

D.P.O. HORSLEY:

I didn't know that. Did you know that?

CHAIRWOMAN ANKER:

(Shaking head yes)

D.P.O. HORSLEY:

See, I'm learning something every day.

COMMISSIONER RODGERS:

In addition -- in addition, as part of our overall strategic plan, we are in a position where we need to address our current payroll system. And we are looking to migrate that system off of the mainframes, which also cost us significant dollars that we really don't need to be spending any more; because the number of applications that run on those mainframes has been significantly reduced over the last five years.

As we migrate off of that platform, which we expect to be doing in the next 12 months, we are moving from an Oracle platform to a SQL platform that will allow us to provide greater and easier data integration with other data repositories that we have in the County. Does that answer you?

D.P.O. HORSLEY:

Yeah, actually that was quite cogent. It's a good argument; in other words it's going to be -- you're saying that this is a better system for our future payroll needs.

COMMISSIONER RODGERS:

A better system for our future payroll needs and for a lot of our applications, period.

D.P.O. HORSLEY:

Fine. That's a legitimate argument. I appreciate that. Thank you.

CHAIRWOMAN ANKER:

Legislator Schneiderman.

LEG. SCHNEIDERMAN:

I'll try to go quick because I want to -- the next Committee I chair, DPW. Okay. So, I guess, Don, we'll start with you. So SQL versus Oracle, they both can run the Microsoft suites, right? Either way, right? So on my computer right now where I have Microsoft Office Suites, is this on a Oracle background?

COMMISSIONER RODGERS:

No. SQL is a Microsoft database.

LEG. SCHNEIDERMAN:

Okay.

COMMISSIONER RODGERS:

Oracle is its own entity. Now, that's not to say that Oracle data cannot be presented through Microsoft Office. However, in order to utilize that data, we need to go through various ruminations to get to that point.

LEG. SCHNEIDERMAN:

Okay. I'm guess I'm trying to wrap myself around it. There's really like two components. One is

the familiar software programs that the enduser is familiar with, like Excel and Access and PowerPoint, those type -- the Microsoft Office. And then somewhere behind all that in the architecture, it manages data; correct?

COMMISSIONER RODGERS:

Let me -- I think maybe the easiest way to describe this is this: What we see today in the County is we see Oracle being used in some of the more legacy systems, such as payroll. And what we have seen is departments go out and develop their own database in Access. Access is also a Microsoft tool. However, it is not a tool that we would endorse in IT as a performance database that should be used within a department. It is defined by Microsoft as a personal database. So if you wanted to utilize data at your desktop, if you -- if I was going to send you some data and you wanted to put it in a database, you would use Access for that.

In order for me to send you that data from an Oracle database, I would have to massage the data to get it to you. What we're looking to do here is minimize the use of Access databases because we question the security of them, we question the data integrity of where that data came from.

LEG. SCHNEIDERMAN:

Okay.

COMMISSIONER RODGERS:

And we want to be able to feed that data from SQL to Access.

LEG. SCHNEIDERMAN:

And perhaps more detail than I'm looking for. I'm trying -- this is a \$5 million -- over \$5 million -- about a million dollars a year this Microsoft Enterprise Agreement. And, you know, I know that there are alternatives to those programs I mentioned. There's Open Office. People have migrated to Open Office. It's free and it's developer-based, open-ended, open-source. There is something called Libreoffice, which is also kind of a newer version of Open Office. These are free programs. You know, have you analyzed whether those types of office suites could make sense and save the County a million dollars a year?

COMMISSIONER RODGERS:

We have. And generally we fall into two categories, one of which is they will not scale for what we need or they do not offer the level of security that we feel is imperative for us to be able to maintain.

LEG. SCHNEIDERMAN:

And there's no way to shore up that security? Other side programs that create a firewall?

COMMISSIONER RODGERS:

Well, if we were -- again, even if we could scale them to the size we're talking about, then it would require us to make additional purchases.

LEG. SCHNEIDERMAN:

Right. But from a cost benefit analysis -- I think Dr. Lipp is gesturing. I think that means he wants to chime in on this.

MR. LIPP:

Okay, just basically to answer your original question, so you're using Microsoft Suite like Excel and Word, okay --

LEG. SCHNEIDERMAN:

Right.

MR. LIPP:

So right now, for instance, in BRO we have Microsoft 2010, okay. And we've had 2007, 2003. So those are all out there now. What this agreement would allow us to do in that area would be to, then, move up to new versions of Microsoft, in particular, 2013 coming online. And the question would be do you need that functionality or not?

LEG. SCHNEIDERMAN:

Well, it's sort of my question. There are --

MR. LIPP:

In the bigger picture, what he's referring --

LEG. SCHNEIDERMAN:

Three versions.

MR. LIPP:

Yeah, but --

LEG. SCHNEIDERMAN:

Three versions of similar programs.

MR. LIPP:

Yes.

LEG. SCHNEIDERMAN:

To what most endusers are using.

MR. LIPP:

But understand --

LEG. SCHNEIDERMAN:

And I know other companies and other institutions have switched over to things like Open Office or Libreoffice. My simple question is would those provide the same functionality? If not, is it worth the \$5 million to have that additional functionality?

MR. LIPP:

I think the simple answer is this agreement really is not germane to the desktop users' software. What we're talking about, for instance, with Oracle versus SQL, those are large databases; for instance, the Police Department or Social Services or payroll, that kind of stuff actually use to run large programs.

LEG. SCHNEIDERMAN:

I understand that. But a big piece of that \$5 million over five years is that enduser and those software programs that the enduser has. So I think it is quite germane; correct, Don?

COMMISSIONER RODGERS:

I think one thing we want to take a look at, and you're right, a large piece of that is this -- those -- the Microsoft Office Components. But what it does allow us to do is to ensure that we have the same components across the board. We do not feel that there is what we would consider to be a viable alternative to that for these users.

LEG. SCHNEIDERMAN:

Okay. That's the answer I'm looking for. Because it is an awful lot of money. Let me go to Tom for a second.

COMMISSIONER RODGERS:

It is.

LEG. SCHNEIDERMAN:

Because I know, Tom, you've considered this a critical piece of your Performance Management activities in terms of saving the County money. I know we're on a skeleton crew. We can -- you know, we're struggling to maintain levels of services with the amount of people that we have. I know the focus is on, you know, if we could use technology to assist and create efficiencies, you know, we should be able to get by and maintain those services with the staff that we have. Yet this is \$5 million over five years, basically a million dollars a year. Are we going to see those kind of efficiencies?

I know when the County Executive encumbered some of the -- you know, the budgets, inter-departmental budgets, I think the savings was around \$10 million, something in that range. Are we going to get back that \$5 million? Have you done any kind of analysis to say yes, this is going to, you know, pay itself back?

MR. MELITO:

Well, what I can say is, first of all, you know we've been working with departments now for about a year and three months, year and four months, whatever. And we are finding tremendous roadblocks in accessing data to put into systems. There are access databases all around us, Don says. And we have people who don't really understand how to use those tools.

So having said that, we're finding such difficulty just getting people to understand the idea of data-driven decision-making, business intelligence. So I'm never going to argue to you -- make the argument that technology can take the place of all the people in the County. We do have approximately 10,000 employees. This agreement will definitely have an impact on more than 5,000 of those employees.

We have started rolling out very primitive databases in different departments. Risk Management, for example, we've spoken about that before, the Health Department with health, Public Health inspections. Consumer Affairs, we're right now starting to dig in and create some databases for them to look at their data.

So the only thing I wanted to say is I'm not proposing that this is going to take away the need for people. We always need people, but you've heard of the multiplier effect. And to the extent that we can increase people's knowledge, competence within the context of their individual departments and give them tools to operate more effectively, we can utilize the people resources we have most efficiently. And the rest we'll have to work out as we go along. So I think the multiplier effect works in economics. It also works with the use of technology in an organization that has direction and that has training and that provides the tools for its employees to perform.

The one thing we have found throughout this County is though people are feeling stressed, morale could certainly be better because of the situation that we're in. We find day after day that people are begging -- maybe that's too strong a word -- asking very seriously for tools to help them manage their departments to make the appropriate decisions. So from that point of view, I can't tell you quite candidly we're going to make \$5 million on top of that, but I can tell you whatever investment we make will typically have a multiplier effect. And just in some of the conversations we've had in the departments, we are having conversations about information that was never available before. And so we're having conversations that never happened before.

Again, I mention I think it was in the Gov Ops Committee, it's like we're learning new languages of how to manage our organizations. That is all facilitated by the use of technology that gives us a focal point for identifying information and providing it to our users to be able to use it in rational and

real ways. We would not be asking to put this --

LEG. SCHNEIDERMAN:

You've covered it. Thank you.

MR. MELITO:

All right. Enough said.

CHAIRWOMAN ANKER:

And I'll comment to that, too. We have to change our ways. We have to change the way that we're running government because we're broke. And, again, that's why -- you know, that's why you guys are here in front of us, because we need to understand what you're -- what we're about to purchase is going to benefit us greatly. And, again, with that in mind I have some more questions for you. Legislator Cilmi.

LEG. CILMI:

Thanks, Madam Chair. I find myself in a difficult position because I'm prepared to support this sort of investment, but I do have some substantial questions. And given the time, I'm not sure that we really have the time to -- to endure those questions. Is this -- Don, how critical is it that we do this today as opposed to our next Committee cycle?

MR. VAUGHN:

Legislator Cilmi, if you don't mind me if I jump in for this one, if this was a cycle in which we were talking about -- you know, for example, the last cycle we were back here within two weeks, I think that we could tell you that we can probably stand a tabling motion at this point in time. But the next cycle it's not for another six weeks. So at the very least, if there are questions and concerns that we don't think that we have time to work out here today, we would ask that the Committee at least consider a tabling -- a discharge without recommendation and allow us the opportunity to try and get your questions answered by a week from now.

LEG. CILMI:

Okay. Let me articulate where my concerns lie and then, I guess, you know, you all can decide whether or not -- how we want to handle that. I need to be sure that -- that we have a plan in place as to how we're going to utilize the resources that we're going to gain by making this investment and how we're going to get there; in other words Tom and Don have both laid out, in my opinion, a good sort of 10,000 feet description of the need here, particularly with regard to the 5,000 users, the, you know, the Microsoft Word, Excel, etcetera. But the connection to how that's specifically going to help us in the County work more efficiently and subsequent to that, how we're going to get there in terms of training are details that, I think, are important and are lacking.

So I need to get a little bit more into the weeds as to exactly how we're going to use this investment. And the predominant portion of the investment is the 5,000 -- I'm trying to get to that page quickly here -- but it's the 5,000 core products, which the negotiated pricing is \$4 million. And obviously that's the bulk of this investment; how that portion of the investment is going to help us operate more efficiently.

And if the answer to that question is, "well, it's going to provide our employees -- the bulk of our employees -- 5,000 of the employees that are served in this agreement with tools that they don't presently have -- " how we're going to train those employees to do so? And I say that in this context: It's been my experience that software is very powerful, but it's only as powerful as the user is trained. So while \$450,000 is, you know, important, I suppose, and it's -- and I would call it a good first start, a good start, I don't think it touches -- it scratches the surface of the training that would be required in order to effectively implement this \$4 million investment. In my experience we don't have the resources, the people resources to commit to the training that's necessary to take

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full advantage of that \$4 million investment. I think most people in the County who utilize those products, the Windows Office products, Excel, Word, etcetera, are interested in writing letters, writing memos, creating very simple spreadsheets that they could do now with the products that we're using.

So that's a brief summary of where my questions lie. I know that we have to invest money to provide us with the technological resources to do our jobs better. I'm committed to doing that. I don't think -- given the lack of investment in the past, I don't think \$5 million is extraordinary, although certainly it's very significant. But I need to know that we, again, have our eye on the prize in terms of what we seek to accomplish exactly, specifically with that investment, and then how we're going to get there.

CHAIRWOMAN ANKER:

Okay.

LEG. CILMI:

I don't know if you can answer those questions in the time that we have, but I'm eager to listen.

MR. VAUGHN:

I can other address some of those actually, Legislator Cilmi, and would just hope that the Commissioner would jump in if I go too far afield. So, what we're talking about, actually, reminds me of a little bit of a situation that I had this weekend. So I went out to Riverhead to test drive a car. And they had me test drive the car on a road that drove 30 miles an hour, which is fine, but if I'm driving 30 miles an hour, I don't need a Mustang. I can use any car that we have. And I think that it's germane to your point because what you were saying was a lot of the people use the information -- or use the tools that they have to the level that they have. And I think in a lot of cases, sir, what we found is that people are self-trained.

And I -- you know, I've been with the County now for about 13 years. And I know that I have had very little training on, you know, the ways that I can get the most out of some of our investments. And I'm just talking about a basic program such as Excel. And what I've also noticed is that we have departments that use very large spreadsheets for some of this information, which would perhaps be better used in a database form. But these -- but the Excel spreadsheet was what the database was started in, for lack of a better term, so that's what they currently use. And the other problem that we run into is that it is literally a spreadsheet where information is entered into each box making the extraction of information very, very difficult.

So I think that when we start to talk about training and the need for training, I certainly think that it exists there. And if -- Don can correct me if I'm wrong -- I think that one of the things that he's talking about is starting to be able to do standardized training across the County.

COMMISSIONER RODGERS:

We -- we -- I'm sorry.

LEG. CILMI:

So, before you answer, Don, let me just interrupt and say I totally agree with you. It's a good analogy. And the question that follows is the question that I asked is, with \$450,000 and with the resources that we currently have, Don, in terms of labor resources -- I know -- and please don't tell me that that's enough to get us -- to get us the training that we really need here.

MR. MELITO:

Don, before you --

LEG. CILMI:

And I know -- you know, I've been a big proponent of what Tom Melito is doing in the County in terms of Performance Management. But in order to do that job right, you need boots on the ground in every area. You need people to a) buy into what you're selling; and b) have the tools required to be able to implement; c) have continuous training; and d) have those people be able to train other people in their areas. And I just -- I don't see that happening really in the County. And I see it as a labor resources problem. And I can draw a parallel to what we're getting into here. So answer -- go ahead -- I'm sorry I interrupted but I just wanted to --

MR. MELITO:

So correct me if I'm wrong, the 450 is for the first three years; and then that re-ups after the -- into the fourth year?

COMMISSIONER ROGERS:

It does.

MR. MELITO:

Go ahead, Don, it's your system.

COMMISSIONER RODGERS:

And --

LEG. CILMI:

You say it re-ups, though. Do we have to pay for it to re-up or they just automatically give us another \$450,000 each year?

COMMISSIONER RODGERS:

No. It comes in in the fourth year.

LEG. CILMI:

Okay.

COMMISSIONER RODGERS:

I'm not going to minimize the scope of this. It's enormous. And I think one of the things that I've absolutely seen is the -- as Tom Vaughn indicated, the minimal use of the tools that are out there. We're not going to make everybody an expert. But what we do want to be able to do is identify those people that have the skill sets to move to a higher level and identify the people that we want to be able to bring up to a level where they are more effectively utilizing it. We don't want Excel to be a database. It's not a database.

LEG. CILMI:

Right.

COMMISSIONER RODGERS:

We want to be able to provide data as a repository for standard routines to be able to utilize. We -- that's part -- that's part of the overall plan in terms of identifying a SQL environment that will provide this data. We want to be able to implement a structured environment that says "this is how data will be recorded", not "I'm going to data enter something without any edits associated with it" so I have five people with the same spreadsheet with different numbers, which we encounter today. We know we do. Some of the training is online. We can dismiss it if we wanted to.

The last thing I want us to do is enter into an environment where we provide training that doesn't get used immediately; or we provide training that's not useful to the individuals. So we are talking about a standardized environment. We are talking about judiciously identifying when should we

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bring trainers in and who should those trainers address? And do we go to a train-the-trainers scenario? Or do we look at selectedly identifying different levels of people that will receive training? This is not a small task. And as I said to you, I am not minimizing the enormity of what we are looking at here. But what I am saying is this: We in no way, shape or form are taking advantage of our employees' capabilities. And we need to elevate them to a higher level.

LEG. CILMI:

So I agree with that, but you're still sort of talking at 10,000 feet to me. And I apologize, maybe it's me, but I'm still looking for some a) specific --

COMMISSIONER RODGERS:

We have already initiated a skills assessment at the more internal level for IT staff. We will be doing the same thing going forward within the departments. We will ask each department to carry out that assessment so that we can identify what staff appropriately need to be trained and where they need to be trained.

LEG. CILMI:

Okay. Give me -- give me three specific examples of functions that we do in the County that will be improved by the \$4 million portion? I understand all the other stuff; the \$4 million portion of the investment?

COMMISSIONER RODGERS:

Well, right now we don't have any standardized routines throughout -- in terms of people using templates or Word throughout the County in order to be able to create documents.

LEG. CILMI:

Okay. Give me an example of where that would be important and where there would be savings.

COMMISSIONER RODGERS:

County Attorney's Office. County Attorney's Office is the first one that comes to mind in terms of them actually being able to create standardized documents, store them appropriately and retrieve them appropriately.

LEG. CILMI:

Certainly that can be done with our current -- with our current software.

COMMISSIONER RODGERS:

It can, all right, but I don't want to isolate it just to the County Attorney's Office.

LEG. CILMI:

Okay. So give me another --

COMMISSIONER RODGERS:

This is a function that, you know, it's going to be used across the board. The use of Excel in the Health Department as a database, absolutely has to be eliminated and --

LEG. CILMI:

Does that speak, though, to the \$4 million portion of the investment --

COMMISSIONER RODGERS:

Absolutely.

LEG. CILMI:

-- or does that speak to the other portion of the investment?

COMMISSIONER RODGERS:

It speaks to both. It speaks to both.

LEG. CILMI:

Explain to me how.

COMMISSIONER RODGERS:

All right. Right now we have what is the equivalent of databases sitting in Excel spreadsheets. These require significant manual overhead. It shouldn't necessarily have to be there; and sharing of a spreadsheet by various users, who all have -- have input into it that may or may not require input into it. And the results of that -- of what comes out of that spreadsheet is not standardized.

LEG. CILMI:

Give me an example of what that spreadsheet talks about. What sort of data is stored in that spreadsheet?

CHAIRWOMAN ANKER:

You know, I just want to interject here. This is really getting -- this is totally dissecting this whole thing. And I know we're a half hour over time, but if you guys can be just a little brief, we still have another Legislator that has some questions.

LEG. KENNEDY:

We're not going to meet until six weeks.

LEG. CILMI:

I'm -- go ahead.

COMMISSIONER RODGERS:

That particular area that comes to mind might be the Drinking Water Program out in Riverhead at the infirmary. You have, again, extensive use of data in either a non-traditional environment or an environment that multiple users have access to that don't necessarily have to do entry into it and may be able just inquire on it.

LEG. CILMI:

Okay, Tom, I'm hoping that you have a greater breath of --

MR. MELITO:

Tom, so every department we've been to, right, operates with individual databases with information. We've requested reports --

LEG. CILMI:

I get that.

MR. MELITO:

-- from the Treasurer's Office, for example. Talk about how much -- on given capital projects, how much money has actually been issued versus how much money's been spent versus how much money is still available. We looked at that for opportunities to maybe retire debt that wasn't effectively being used at this point. So then we go to the Budget Office and the Budget Office has their own database that has no correlation whatsoever to the data that we got from the Treasurer's Office.

As an example, public health inspections. They go out, the inspectors in the Health Department go out everyday, they make inspections, they are -- they've been operating with several individual databases. We've introduced a very rudimentary tool to them called Microsoft PowerPivot, which

they've now started to be able to tie the information from the different databases together into unified reports that shows how many hours their inspectors are doing certain tasks, which ones have been inspected, what the results of those inspections were and they're now using that to identify, from a priority point of view, what types of inspection do we need to focus our management efforts on.

Consumer Affairs, they have pieces of information throughout Consumer Affairs. There's no way of tying together what licenses have been issued, what fees are coming due. There's a separate database for that and on and on and on.

So to the extent that we can unify these databases through the use of the software and train people on how to use those -- I agree with you about a working group; I agree with you about training the trainer. I did a project in Nassau County where we trained 700 employees on the use of performance appraisal system. They then went back to their departments and trained the additional 5,000 employees.

LEG. CILMI:

So, Tom, the couple of quick examples that you gave me, if you just turn to your page eight in your presentation, please, in the enterprise agreement summary -- Don's presentation, I'm sorry, page eight in Don's presentation. It's the breakdown of the pricing per component. Are you with me?

So what you just described to me -- what I'm looking for is the -- is the connection between what you just described in each of these components. So I'm looking at components two, three, four, five and six and, you know, they amount to not even a million dollars in total. And then I'm looking at component number one, which amounts to four -- four plus million. And what you just described to me sounds to me like it could be accomplished using everything but item number one. And I'm wondering if you can explain to me why item number one is necessary to accomplish what you just articulated.

MR. MELITO:

Okay, so -- so, I normally agree with most of what you say and, you know, we do that. I disagree with that assessment because the tools that we're introducing on the side are tools that would fall into those categories for managing data, being able to organize and assess them and create the types of spreadsheets that we're talking about based on a central database.

LEG. CILMI:

Through Excel or through Word or through --

MR. MELITO:

Through -- right now I introduced PowerPivot as one example of that. That's a Microsoft product.

COMMISSIONER RODGERS:

The office products would be the end users of what's created out of the other entities.

LEG. CILMI:

Okay. Okay, so -- so if you will, these -- the items two, three, four, five, six essentially are the -- are the -- I don't know what sort of analogy to draw here, but they're the -- they're sort of the engine and the -- item number one is the steering wheel and the gas pedal? I mean, is that --

COMMISSIONER RODGERS:

That's a fair representation.

LEG. CILMI:

So the enduser would -- would basically interface with the -- with the capabilities that items two,

three, four, five and six give us through what item number one gives us.

COMMISSIONER RODGERS:

Correct.

LEG. CILMI:

Is that correct?

MR. MELITO:

I would agree with that, yes, exactly.

LEG. CILMI:

Okay. So my next question would be then, 5,000 is a big number of -- of people to be -- to, you know -- I don't think 5,000 people are going to need to access the type of information that you're talking about. So isn't there a way that we can reduce that number significantly? I mean, couldn't we start with 2,000 people and then work on the rest of them later?

COMMISSIONER RODGERS:

Well, part of the issue is that we -- we need to make sure we maintain our licensing. And we brought in a number that we felt was operationally as low as we -- we could be to be able to put together the solution that we're looking for. So while I understand what you're saying, we did significantly reduce the number from what it was before.

LEG. CILMI:

It's almost like me as if, you know how sometimes when we -- when we appropriate money for a capital project, but we know we're -- or when we discuss and debate a capital project, but we know we're not going to get to it until subsequent years, why have the money in the -- in the Capital Budget for that project? This almost seems to me congruous to that in that we may be able to get to 1,000 employees, you know, within a relatively short timeframe to train them well enough to be able to take full advantage of -- of this investment, but we're certainly not going to be able to get to all 5,000 people in that short of timeframe. So, I guess, my thought is why not bite off what we can chew now and -- and save the rest for later?

CHAIRWOMAN ANKER:

Can I mention something? Now, as far as, you're talking about the core products, the core products need licensing. No matter how you look at it, we need to have these products licensed. We have to do it whether it's this year, next year, but it's got to be done in the next two to three years. We have to spend the money anyway to license these products if that -- if that's what you're focusing on. Is that -- is that what you're getting at?

LEG. CILMI:

No. I mean, I am getting at that first item because that's obviously the most significant item. But my point is that we -- obviously we have limited resources now. Not only financial resources, which we need to pay for this program, but we have limited labor resources now as well and limited operating resources in order to do the training that's required to -- to take advantage of this investment.

So my point is that, given that, given our limitations, why don't we work within those limitations, spend the money that -- that we know we can effectively use in the short term and not bite off more than we can chew now. I mean, if we can -- if we can effectively -- if we can re-license 1,000 users for our core products, for example, and that gets us through the initial set of objectives in terms of the departments that we're looking to -- to maximize efficiencies in, etcetera, and if that is appropriate in terms of the amount of resources that we can devote to training, then let's just spend a million dollars plus these other items to shore up the infrastructure now. And then as we

complete that training and as we check off those boxes of departments that we've, sort of sent on their way, spend the rest of the, you know, spend the money as we go.

CHAIRWOMAN ANKER:

But we're getting that million dollars extra by doing this -- the big package versus piecemealing it, you know, year by year.

LEG. CILMI:

I'm not sure that I -- that I buy that.

MR. MELITO:

Yeah, and Legislators, well -- that's -- okay. That's a point of fact, but we can talk about that after. I hear where you're -- where you're going with that. But, quite frankly, the reason we created the federated approach in the first place is because we were operating as individual silos throughout the County government. DoIT, central DoIT, only had control of 29% of the entire assets. And so to prolong that structure, I think would, you know, prolong and encourage continued siloization from an information point of view.

The other thing I do want to just say is I think we -- we can make these changes. We can do mass training over the course of a -- of a given year. I've done it in the past and I'll be happy to talk to you about our results of that. Like I said, we worked with a working group. We spent significantly less than \$450,000 and we are finding a thirst amongst our employees for additional training.

LEG. CILMI:

There's no doubt that you would find that thirst. I -- here's what I would like -- here's what I would like to do. I mean, I'd be -- I'd be willing to support a discharge without recommendation. But I -- I will not support this a week from today unless I have a -- a list of at least ten specific projects within certain departments that, you know, that we expect to be able to use this -- utilize this investment in and without a more detailed explanation of how we're going to accomplish the training to, in turn, accomplish the tasks of those ten projects or whatever number of projects it is that you -- that you set out to accomplish.

CHAIRWOMAN ANKER:

Okay.

LEG. CILMI:

So what are the projects and -- and specifically and how we're going to accomplish the training necessary to -- to accomplish those projects?

CHAIRWOMAN ANKER:

We got some -- you guys got the -- the details. Legislator Cilmi, are you -- you're good?

LEG. CILMI:

I am, thanks.

CHAIRWOMAN ANKER:

Legislator Kennedy.

LEG. KENNEDY:

Thank you, Madam Chair. I am going to try to take a little bit of a different approach to this. Having lived through implementing computerization in a department that was paper-driven for over 100 years, so the idea that you can go ahead and train up a workforce into any particular piece of software, I don't care what it is, whether you want to bring in Microsoft or Oracle or SQL or like Fortran, that I programed in, you're going to get a certain element that are going to buy into it,

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you're going to get other folks who did, like some of the best recorders that I had out there in the County Clerk's Office, got up, filled out their resignation and said "I'm never using a computer."

But at the end of the day in nine years in the County Clerk's Office, not one member of the public ever came to me and said, "gee, what piece of software are we using today?" The only thing they wanted to do was record their deed or their mortgage or get their information done. They could care less about our particular enhanced software inside here. You gentlemen are doing exactly what you're supposed to be doing; you're a good computer jock, you're a good efficiency jock. But at the end of the day what it comes down to, what are we going to do to meet all of the different needs that the world has out there? They don't care if we're doing it with an abacus, they just want their particular issue addressed.

Now, so let me -- let me go to this, Don, this is our user agreement that we're under right now, you mentioned it before; 6300, I think?

COMMISSIONER RODGERS:

It's the expired one, yes. Correct.

LEG. KENNEDY:

Okay, so. That's the thing that -- how do we do this? How do we do this?

CHAIRWOMAN ANKER:

I don't know but do it really quickly because we have another committee meeting coming up.
(Laughter)

LEG. KENNEDY:

Well, the next question is the one that actually is going to be one that's problematic or not. So either we -- we do it in executive session -- because I didn't hear that before. Now you're telling me this is expired? Today, the license that I have on that machine across the street, is it a valid license?

COMMISSIONER RODGERS:

Yes, it is.

LEG. KENNEDY:

Okay.

COMMISSIONER RODGERS:

The agreement has expired. The license continues to exist.

LEG. KENNEDY:

Okay. How many licenses do we have right now for the machinery that we have all over the place? Social Services, out in Department of Public Works, any place where somebody who's an employee of ours is using a machine?

COMMISSIONER RODGERS:

Give me a second.

LEG. KENNEDY:

All right.

CHAIRWOMAN ANKER:

So basically your concern is licensing if we -- if we need to renew our license.

LEG. KENNEDY:

My point at this point, Madam Chair, is that the machines that we have out there, whether or not we have employees that are segregated in igloos using some kind of software, from Mars, they are still at this point performing function. And I lived it, Tom, I know that there are people out there that are still doing things that couldn't articulate to you why they're doing it except that's the way it was always done.

CHAIRWOMAN ANKER:

And --

LEG. KENNEDY:

No matter how hard you tried, you can't get down to something that justifies it.

CHAIRWOMAN ANKER:

And I think, I just want to interject, I think that's why we need to consolidate these departments and the software and this hardware because --

LEG. KENNEDY:

But, Madam Chair, let me -- let me go back to finishing them because I disagree with you. We're at a point where we don't have a pot to whatever in or back door to throw it out of. We have a \$240 million three-year budget hole and we're talking about voluntarily jumping into 5 million worth of Capital Budget. This thing, how did we pay for that? Was it Capital or Operating? Actually, Robert, I want to know that.

MR. LIPP:

We've always said that previous agreements have been out of Operating.

LEG. KENNEDY:

Okay. So the -- actually the precedential setting thing is we're being asked here today to embrace yet another purchase on the credit card. We're basically shifting from pay-as-you-go to saying "we need this new thing that's going to help us do a whole bunch of stuff better and we're going to put it on a credit card." Is that basically what we're doing?

MR. LIPP:

You have it pretty clear.

LEG. KENNEDY:

Okeydoke. You did a number of queries and questions that came up regarding movement on this resolution. Did you -- did you get an answer to the things that you posed?

MR. LIPP:

Well, we didn't, you know, we did our review of the Capital Program, okay, and the IT staff was -- in Budget Review is responsible for doing the IT projects, this being one of them, and we got -- we had information and we based our review on that information. Since then there has been -- additional information has come out. We have not been asked to do a review of that. That being said we -- right now we couldn't say whether or not the -- the costs are greater or less.

LEG. KENNEDY:

Okay. You know what, listen, time is real late here, Madam Chair, so I'm going to cut to the chase. I don't support a discharge without recommendation. I don't believe anything's going to change in six weeks from here to now. Maybe there's a case that you can make. And finally, I'm going to say to you, Tom, this is the one I'm going to direct to you, I think it is absolutely insane to reduce our capital project for energy efficiency. Any weekend I'll take you across the street and show you the lights on in the Labor Department. I've been begging for somebody to put motion detectors in

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there. I shut lights off every weekend that I'm here and most nights as well. That's not to criticize any staff. I'm just telling you, people left to their own devices, they don't turn off light switches.

The thing that's going to save us money is where we don't have therms going up the chimney or running lights and other stuff in a half-ass fashion. We need to keep that energy program intact. So I don't agree with the offset either. I'll yield.

CHAIRWOMAN ANKER:

Okay. Dr. Lipp, comment.

MR. LIPP:

Okay, so, just a point of information. We did check about the offset. And Joe Schroeder said that at this stage, you know, we have sufficient funds to move forward with the projects this year that we have with the remaining appropriations for the energy project even with this as an offset.

LEG. KENNEDY:

Then I'd ask Joe to go ahead and contact Gil Anderson about doing another million dollars work in the other buildings that we have that are energy hogs all over this County.

CHAIRWOMAN ANKER:

Okay, all right. Are we done with our questions? You're good to go now? Okay. All righty. Thank you so much for coming up here. Please stay if there's more questions, but hopefully not.

INTRODUCTORY RESOLUTIONS

We're going to move onto our Introductory Resolutions. Okay, we have **1489, Amending Resolution No. 732-2012, authorizing a charge back for the out-of- County tuition. (Co. Exec.)** I'll make a motion to approve.

D.P.O. HORSLEY:

Second.

CHAIRWOMAN ANKER:

Okay. All in favor? Opposed? Abstention?

LEG. KENNEDY:

Counsel, this is to move it to the towns?

MR. NOLAN:

Right, it's a chargeback to the towns for the FIT cost third and fourth years.

LEG. KENNEDY:

Okay. Thank you. Opposed.

LEG. CILMI:

Opposed. **(VOTE: 3-2-0-0)**

CHAIRWOMAN ANKER:

Okay, **Introductory Resolution 1490, Repealing Suffolk County Resolution No. 807-2011, establishing a new policy for FIT reimbursement. (Co. Exec.)** I'll make a motion to approve.

LEG. SCHNEIDERMAN:

Second.

CHAIRWOMAN ANKER:

All in favor? Opposed? Abstention?

LEG. CILMI:

Opposed.

LEG. KENNEDY:

What does this one do?

MR. NOLAN:

We previously established a policy that we would not reimburse petty reimbursement for third and fourth years at FIT. Based on some recent cases or a recent case, the County Attorney's Office has suggested that we repeal that old policy.

LEG. KENNEDY:

Okay. I'll abstain on it.

CHAIRWOMAN ANKER:

You got that? Okay. Motion carries. **(VOTE: 3-1-1-0)**

1493, Accepting and appropriating year four of a grant sub-award from Tidewater Community College for a Department of Health and Human Services Health Information Technology project, 100% reimbursed by Federal funds at Suffolk County Community College. (Co. Exec.) I'll make a motion to approve.

LEG. SCHNEIDERMAN:

And place on the consent calendar.

CHAIRWOMAN ANKER:

And place on the consent calendar.

LEG. SCHNEIDERMAN:

I'll second.

CHAIRWOMAN ANKER:

All in favor? Opposed? Abstentions? **Motion carries. (VOTE: 5-0-0-0)**

IR 1502 - Appropriating funds in connection with the acquisition of a Suffolk County New Microsoft Enterprise Agreement (CP 1815). (Co. Exec.) I'll make a motion to approve.

LEG. SCHNEIDERMAN:

Second.

CHAIRWOMAN ANKER:

And a second.

LEG. KENNEDY:

Motion to table.

LEG. CILMI:

I'll make a motion to discharge without recommendation.

CHAIRWOMAN ANKER:

Well, it doesn't look like we have a second on that.

LEG. SCHNEIDERMAN:

A second on tabling or discharge?

CHAIRWOMAN ANKER:

We don't. Okay, we'll go with --

LEG. SCHNEIDERMAN:

Can I just make a comment? Because whether it's discharged without recommendation or just discharged, it's the same effect, it gets to the Legislature. The question is does the Committee want to kind of flag it as to send a message that we don't feel that there -- there are enough outstanding questions. Now, I think we've had a very thorough review for an hour with Mr. Melito and with Commissioner Rodgers and I -- you know, certainly my questions were answered satisfactorily. You know, a lot of the costs associated with this clearly are those programs, those desktop programs. We've always licensed those. I can't see us moving away from that. There's going to be costs associated with licensing software, which is the predominant cost here. Some of the other background data and interfaces, you know, maybe there is some minor questions there, but I don't -- I haven't seen any reason to not approve this that I've heard in this discussion.

So that's why I want to send a message to the full Legislature that this is ready to go. I believe it's ready to go and so that's why I'm supporting discharging it in a -- a regular fashion.

LEG. KENNEDY:

All right, on the motion then. And the reason that I made the motion to discharge and the reason I won't vote for it to go out -- I'm sorry -- motion to table is because of a couple of points that we just brought up, some that we even -- haven't even gotten to. I did want to try to find out the compensation arrangement associated with this, but, you know, we just -- we didn't have enough time to there.

CHAIRWOMAN ANKER:

Okay.

LEG. KENNEDY:

But the fact that we are going to a Capital purchase from what heretofore has been Operating up to this point, sets us on that same slippery slope that we've been. We did it with police cars two years ago; now we're shifting to software. The truth of the matter is we are -- we are -- are going in the wrong direction, if you will. We have always paid for our software out of Operating and it just -- it sets a bad precedent.

Secondly, we're talking -- we're struggling to find what all these enhancements and remedies are going to be, but if any one of us goes into a County building tomorrow, people are still going to go ahead and deliver the services. Finally, Social Services, that's software sent by the State, we don't define where that's going to be.

I think it's rushed and I think it's ill-thought out and I think it's improper. And quite frankly I don't think we should be even kicking it out of the Committee, otherwise, we'll all save ourselves time.

CHAIRWOMAN ANKER:

Okay, Legislator Kennedy, we need to move forward here because we do have a -- we have a motion.

LEG. SCHNEIDERMAN:

I want to respond -- just respond on the bonding piece of it because I had questioned this internally myself and this is -- this is a five-year -- a payment for five-year license. So, to pay it out of this year doesn't make a lot of sense because we'd be basically paying for next year or the year after

and year after, all that in a, you know -- it seems to make sense to bond, and I don't know how long of a bond. Robert, do you know, is it a ten-year bond or five-year bond?

MR. LIPP:

Well, since 2004 with one exception or two, we always issued it based upon level debt, which means that whatever the weighted average maturity is of that bond issue is what we do. What does that mean in English? What that means on average we issue it for 18 years. The last bond that we just issued or -- I'm sorry, we're about to issue is for 20 years, but there often are some fewer years. So you could expect this bond to be issued typically for 18 years. That being said, the 1.45 million is just the first year, unless I'm mistaken, the first year of the five-year agreement. The second year it would be a separate bond and that would be for the 892 or however many thousand dollars.

LEG. SCHNEIDERMAN:

We're bonding just a yearly cost of it?

MR. LIPP:

That's my understanding.

D.P.O. HORSLEY:

May I just add to the conversation though that the memorandum that Mr. Melito had read to us was concerning the GASB reading on this matter and the GASB is the Comptroller's Office statements that, his Memorandums of Understanding, so that he's basically saying that this is okay. So I think we're following State procedure.

LEG. SCHNEIDERMAN:

Can I just go back to the economics of it. So, if we're -- we're bonding for the one year cost, but because it's a five-year agreement we're getting the million dollar, roughly million dollar discounted price, right, over the term of the five years?

MR. LIPP:

Yes, so, I guess, it's typically, if you're going to average it, I don't know if this is how it's done, but 200,000 a year.

LEG. SCHNEIDERMAN:

Does that make it more cost effective to bond it versus just pay it in a one year?

MR. LIPP:

No, it's a separate issue.

LEG. SCHNEIDERMAN:

Okay. And could we -- is there an offset? Is there a way to pay for this without bonding it?

MR. LIPP:

No, that's the point. This is a Capital Project that if you -- if you pass this resolution we'd be issuing serial bonds. And probably what would happen is we'd be issuing them around this time next year. The Capital fund would probably advance the money, so we'd be issuing the money this time next year. And then the year after would start the presumably 18 years of debt service repayment.

CHAIRWOMAN ANKER:

Okay. And, again, I have to mention, we really don't have much of a choice as far as bonding this. We don't have the money in the Operating Budget. We can say, "oh, we don't need computers, we don't need software." Well, the County will not function so -- and looking in the prospective, this, I think, even, Tom -- Tom Melito, you want to talk about as far as -- very quickly -- the bonding situation. I mean, the County has cut back on many, many projects, many, many situations and

there's just one way to move forward.

MR. MELITO:

Yeah, quite frankly, we all work together: The County Executive's Office and this full Legislature on reducing the size of the Capital Budget. The original requests given that we started with was close to \$400,000 (sic). And the Capital Budget -- \$400 million, and the Capital Budget that we brought over was around \$100 million. So this is 1.7 million this year out of a Capital Budget of about 125 million, we wouldn't have put it in if we didn't believe in it and we didn't think it was important. It's a responsible resolution and it's a responsible project.

LEG. KENNEDY:

But, Madam Chair, we do just have to clarify one thing. Whether this goes or not, every employee out there is still utilizing software that we own, that we procured legally and that is still functional. It may not be a Cadillac, may be a Ford or a Volkswagon. And, yes, the software can absolutely make some of our employees more efficient, but we're doing it by saying, okay, the software's going to be the panacea and cure-all and we're putting it on a credit card. That's the issue.

LEG. SCHNEIDERMAN:

Legislator Kennedy, Legislator Cilmi, to try to speed this along, I'm going to second your discharge without recommendation. Okay? So we can vote on it that way.

LEG. CILMI:

Okay. But I just have --

LEG. SCHNEIDERMAN:

I do have -- DPW was supposed to start an hour ago.

LEG. CILMI:

I have a quick question.

LEG. SCHNEIDERMAN:

I'd like to move things along.

LEG. CILMI:

I have a quick question to Don Rodgers. With respect to what Legislator Kennedy was talking about in terms of the agreement versus the licenses, just how long do those licenses last without -- without paying for an additional agreement?

COMMISSIONER RODGERS:

When the license is purchased, it's purchased in perpetuity.

LEG. CILMI:

Okay.

COMMISSIONER RODGERS:

If it's not -- if it's not covered under an enterprise agreement you're not entitled to any upgrades against that license --

LEG. CILMI:

I see, okay. So, again, I -- I will not -- I will not, because I have outstanding questions here, which I believe to be substantive questions, I will not support a motion to approve, but I have every confidence that Mr. Rodgers and Mr. Melito will be able to provide me the information that I'm looking for by next Tuesday. And if they do, I'd be happy to support this on Tuesday. So, again, I -- my discharge without recommendation motion stands.

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CHAIRWOMAN ANKER:

Okay, I'll make a motion to discharge without recommendation. Can I have a second?

LEG. CILMI:

I already made that motion, Madam Chair.

LEG. SCHNEIDERMAN:

I already seconded it.

CHAIRWOMAN ANKER:

Okay.

LEG. SCHNEIDERMAN:

So let's have a vote on the --

CHAIRWOMAN ANKER:

All in favor? Opposed? Abstentions?

LEG. KENNEDY:

Opposed.

CHAIRWOMAN ANKER:

Motion carries. **(VOTE: 4-1-0-0)**

We have no further discussion. We're ready to go? All right. We are adjourned.

LEG. SCHNEIDERMAN:

I'm going to take about five minutes and then we're going -- right at 3:05 start DPW.

**THE MEETING CONCLUDED AT 3:00 PM
{ } DENOTES SPELLED PHONETICALLY**

