

- f. **Ber-National Automation, Inc. PM Services PARCS, Oneida County Public Parking Facility, A1620.495-000**

Oneida Co. Department: DPW-Building & Grounds

Competing Proposal _____
Only Respondent _____
Sole Source RFP X
Other _____

**ONEIDA COUNTY BOARD
OF LEGISLATORS**

Name & Address of Vendor: Ber-National Automation, Inc.
1137 East Main Street
Rochester, New York 14609

Title of Activity or Service: Parking Access & Revenue Control System (PARCS) (2)
Year System Warranty & Preventive Maintenance Services

Proposed Dates of Operation: Upon Execution – Two Years

Client Population/Number to be Served: Oneida County

Summary Statements

- 1) **Narrative Description of Proposed Services:** This agreement outlines the maintenance service and support for the parking access and revenue control system (PARCS) located in the Oneida County Public Parking Facility in Utica. This will include inspection, cleaning, adjustment, and lubrication, if required, of all electrical and mechanical components. Any services required and not contracted for will be charged to the subscriber utilizing current prices, hourly and expense billing rates.
- 2) **Program/Service Objectives and Outcomes:** To maintain the PARCS system
- 3) **Program Design and Staffing:** N/A

Total Funding Requested: ~\$48,000.00

Account # A1620.1620.495-000

Oneida County Dept. Funding Recommendation: ~\$48,000.00

Proposed Funding Sources (Federal \$/State \$/County \$): County

Cost Per Client Served: N/A

Past Performance Data: N/A

O.C. Department Staff Comments: Ber-National Automation, Inc. has been deemed a sole source provider by Oneida County Department of Purchasing.



Ber-National Automation, Inc.

1137 East Main Street

Rochester, NY 14609

Phone (585) 482-8525

Fax (585) 482-8702

Email BerParc@aol.com

January 7, 2025

Matt Baisley – Director
Oneida County DPW c/o
OC Wynn Hospital Parking Garage
407 State Street
Utica, NY 13501

Email: MBaisley@ocgov.net

Reference: Blanket Purchase Order to supplement Parking Access & Revenue Control System (PARCS) (2) Year System Warranty & Preventive Maintenance Services

Pursuant to request for proposal we are pleased to forward this for the supply of parking control automation technical support.

Ber National Automation; as the current service provider and authorized WPS PARCS reseller - local knowledge base; shall supply technical support on-site and remote via wireless connection.

Technical Service Plan - System Maintenance and Support:

- Ber National Automation Inc shall provide **Technical Labor Program** from date of acceptance & substantial completion - July 22, 2024
- Ber National shall provide all labor, advance parts replacement, both site and remote, during normal business hours of 8:00 AM to 5:00 PM, Monday through Friday. Any technical labor during after-hours, weekends, or holidays shall be chargeable at the normal after-hours rate based on a two-hour minimum.

Technicians Training – we will pick-up where you leave-off

Ber-National is willing to facilitate and provide desired system support partnership, specified technicians training including:

- ✓ Full set of maintenance, preventive maintenance and trouble-shooting manuals
- ✓ Setup and implementation of back-up test system and spare parts to support proposed system.
- ✓ Ber-National will provide advance replacement parts to help ensure system continuous operation.
- ✓ Implement on-call service and preventive maintenance procedures & documentation to designated management personnel

MAINTENANCE AND INSPECTION AGREEMENT

OC Wynn Hospital Garage

The preventive maintenance service will include inspection, cleaning, adjustment, and lubrication, if required, of all electrical and mechanical components. Any services required and not contracted for will be charged to the subscriber utilizing current prices, hourly and expense billing rates.

– Hourly service rate of \$ 150. Annual cost estimate for outlined services: \$ 24,000

The equipment under agreement shall for the purpose of performing preventive maintenance be accessible at all reasonable times (during normal working hours) to the properly authorized representatives of Ber-National Automation, Inc. and only if required, in the presence of the subscriber of his agent. If other than normal working hours are required to perform the preventive maintenance, it must be stated under the additional conditions in Schedule "A".

This agreement to become effective _____.

Negotiated by _____.
Name of Ber-National Automation Representative

Signature _____
Customer Date



LETTER OF AUTHORIZATION – VALUE ADDED RESELLER

Date: September 23, 2024

To Whom It May Concern:

WPS USA Corporation, a Delaware corporation, with its principal place of business at 5965 Exchange Drive, Suite Q, Eldersburg, MD 21784, USA hereby confirms that we have appointed:

Ber-National Automation, a New York Corporation, having its principal place of business at 1137 East Main Street, Rochester, New York 14609, USA as our sole source distributor in Rochester, New York and the Central and Western New York region, being entitled to offer and to sell the products manufactured and/or sold by us under the brand name "WPS Parking Solutions".

Furthermore, Ber-National Automation is authorized to participate in public tenders and are responsible for sales, support, service and warranty of our WPS Parking Solutions. We undertake to provide all the necessary support and assistance to the distributor as may be required in relation to any matter involving the WPS Parking Solutions.

This agreement is valid until further notice.

Sincerely,

David High

Vice President

WPS USA Corporation
5965 Exchange Drive, Suite Q
Eldersburg, MD 21784
757-813-6095
dhigh@wps-us.com
David High – Vice President of Sales



**ONEIDA COUNTY
DEPARTMENT OF PUBLIC WORKS**

George E. Carle Complex
5999 Judd Road, Oriskany, NY 13424
Phone: (315) 793-6200 Fax: (315) 768-6299

ANTHONY J. PICENTE, JR.
County Executive

MATTHEW S. BAISLEY
Commissioner

MEMORANDUM

TO: Alfred Barbato 

FROM: Patrick Cassidy
Deputy Commissioner, Division of Buildings and Grounds

RE: **Ber-National Sole Source Determination**

Date: November 15, 2024

The Oneida County Department of Public Works, Buildings and Grounds is requesting a sole source determination for Ber-National Automation. Currently, the county utilizes the WPS Park ID access system at the Wynn Hospital Parking Garage. WPS USA Corporation is the manufacturer of the equipment and the software for this system. As the manufacturer, they have deemed Ber-National a sole source distributor in the Central New York region, entitling them to offer and to sell the products manufactured and/or sold by WPS under the brand name "WPS Parking Solutions". Additionally, Ber-National Automation is authorized to participate in public tenders and are responsible for sales, support, service and warranty of WPS Parking Solutions.

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Department of State Division of Corporations

Entity Information

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Entity Details



ENTITY NAME: BER-NATIONAL AUTOMATION, INC.
DOS ID: 1422842
FOREIGN LEGAL NAME:
FICTITIOUS NAME:
ENTITY TYPE: DOMESTIC BUSINESS CORPORATION
DURATION DATE/LATEST DATE OF DISSOLUTION:
SECTION OF LAW: -
ENTITY STATUS: ACTIVE
DATE OF INITIAL DOS FILING: 02/14/1990
REASON FOR STATUS:
EFFECTIVE DATE INITIAL FILING: 02/14/1990
INACTIVE DATE:
FOREIGN FORMATION DATE:
STATEMENT STATUS: PAST DUE DATE
COUNTY: ERIE
NEXT STATEMENT DUE DATE: 02/29/2016
JURISDICTION: NEW YORK, UNITED STATES
NFP CATEGORY:

[ENTITY DISPLAY](#) [NAME HISTORY](#) [FILING HISTORY](#) [MERGER HISTORY](#) [ASSUMED NAME HISTORY](#)

Service of Process on the Secretary of State as Agent

The Post Office address to which the Secretary of State shall mail a copy of any process against the corporation served upon the Secretary of State by personal delivery:

Name: WILLIAM A BERNATOVICH
Address: 1137 E MAIN ST, ROCHESTER, NY, UNITED STATES, 14609

Electronic Service of Process on the Secretary of State as agent: Not Permitted

Chief Executive Officer's Name and Address

Name: WILLIAM A BERNATOVICH
Address: 1137 E MAIN ST, ROCHESTER, NY, UNITED STATES, 14609

Principal Executive Office Address

Address: 1137 E MAIN ST, ROCHESTER, NY, UNITED STATES, 14609

Registered Agent Name and Address

Name:

Address:

Entity Primary Location Name and Address

Name:

Address:

Farmcorpflag

Is The Entity A Farm Corporation: NO

Stock Information

Share Value	Number Of Shares	Value Per Share
NO PAR VALUE	200	\$0.00000

ONEIDA COUNTY BOARD OF ACQUISITION AND CONTRACT

RESOLUTION NO.

RE: APPROVAL OF AN AGREEMENT BETWEEN ONEIDA COUNTY, THROUGH ITS DEPARTMENT OF PUBLIC WORKS, AND BER-NATIONAL AUTOMATION, INC.

WHEREAS, This Board is in receipt of an Agreement between Oneida County, through its Department of Public Works, and Ber-National Automation, Inc., in the sum of \$48,000.00, for the provision of maintenance service and support for the Parking Access and Revenue Control System located at the Oneida County Public Parking Facility in Utica, and

WHEREAS, The Agreement shall be for a term commencing upon execution and continuing for two years, and

WHEREAS, Said Agreement must be approved by the Oneida County Board of Acquisition and Contract, now, therefore, be it hereby

RESOLVED, That the Oneida County Board of Acquisition and Contract hereby approves of and authorizes Oneida County Executive, Anthony J. Picente, Jr., to execute an Agreement between Oneida County and Ber-National Automation, Inc., in the sum of \$48,000.00, for a term of two years, including any non-material amendments.

DATED:

Adopted by the following vote:
AYES NAYS ABSENT