



# Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

Department is requesting an agreement with American Alarm Co., Inc. for security electronic control system services that include demolition of existing equipment, installation of new equipment, system programming and commissioning, and related services. Scope of work can include interfacing new security controls (i.e. replacing existing graphic panels with touchscreens) using the existing Programmable Logic Controllers (PLCs) software.

American Alarm Co., Inc., (American Alarm) was the original vendor to install the security electronic control system hardware and all related system programming and commissioning work at the Juvenile Justice Campus (JJC) when it opened at the new 3333 American Avenue, Fresno location approximately 10 years ago.

To indicate size and complexity of a single project, American Alarm will be replacing at the start of this contract 16 control areas, each control area has between 2,000-3,000 control points in each of the 16 control areas that control things like the opening and closing of doors.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

American Alarm Co., Inc.  
Senior Estimator  
L. Richard Vivrette, CPP  
925-852-3453  
r.vivrette@am-alarm.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

Agreement will be for a 1 year initial term with 4 additional 1-year extensions. The agreement will have a lump sum of \$1,000,000.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

As stated previously, American Alarm completed the initial install approximately 10 years ago. This included the initial install of the hardware, software, and most importantly, they created the memory logic to the JJC (i.e. they mapped each of the 16 control areas's 2,000-3,000 control points, which equates to approximately 48,000 control points.

While another vendor can install the software and hardware, it would be at a significantly higher cost because they did not create the memory logic and because they are not familiar with the approximately 48,000 control points within the JJC. In order for a new vendor to do any security electronic control system work at the JJC, the vendor would have to invest staff time into familiarizing themselves with the operations of the JJC relating to the PLCs and mapping the intricacies of how the 48,000 points connect. Essentially, the scope of work entails modifying an existing system, not creating a system from scratch.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
  - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
  - When the contract is with a federal, state, or local governmental agency.
  - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
  - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
  - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
  - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.

The JJC is an incarceration setting for youth, it's important that the scope of work requested take place in a time efficient manner and in a way that reduces any potential mistakes in programming the connections in the software. Errors in programming could lead to serious consequences for the County because of the incarcerated youth that inhabit the premises.

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

The Department of Internal Services did not contact any other vendors for this scope of work due to the sensitivity of the JJC as an incarceration setting and due to the fact that American Alarm was the original vendor to install all hardware, software, and programming when the JJC initially opened approximately 10 years ago.

grodrigueznoiland 5/24/2022 3:26:16 PM

Requested By:

SA Staff Analyst

Title

[\[✕ Sign\]](#) Double click!

**I approve this request to suspend competition for the service(s) and/or product(s) identified herein.**

rbash 5/25/2022 8:50:08 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 5/25/2022 10:51:45 AM

Purchasing Manager Signature

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