



Board Agenda Item 41

DATE: August 5, 2025

TO: Board of Supervisors

SUBMITTED BY: John Zaroni, Sheriff-Coroner-Public Administrator

SUBJECT: Agreement with Motorola Solutions, Inc.

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute a Sourcewell Contract with Motorola Solutions, Inc., for video cameras for the County's jail facilities, with related equipment, servers, software, accessories, and services, effective August 5, 2025, which includes a five (5) year warranty for the network video recorders, three (3) year warranty for the cameras, and one (1) year warranty for lenses and accessories (\$3,721,904).

There is no additional Net County Cost associated with the recommended action. Approval of the recommended action will allow the Contractor and County to enter into Sourcewell's cooperative purchasing contract (Participating Entities), identified as 042021-MOT, which provides that Participating Entities may purchase technology and hardware solutions (Public Safety Technology and Hardware Solutions) from Motorola to replace the Fresno County Jail facilities (Main Jail and North Annex) Video Surveillance/Management system with the enterprise-grade Avigilon Unity Video Management System. This item is countywide.

ALTERNATIVE ACTION(S):

If the recommended action is not approved, the Sheriff's Office will not be able to replace the existing outdated video system, and the Sheriff's Office would not be able to enter into a Sourcewell Contract to provide video surveillance for the Fresno County Jail facilities. In that event, the Sheriff's Office would most likely need to go out to RFP for a new video surveillance system for the Fresno County Jail facilities.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. Sufficient appropriations and estimated revenues are included in the FY 2025-26 Recommended Budget in the Sheriff-Coroner-Public Administrator's Org 3111 and for future budget requests.

DISCUSSION:

Sourcewell is a State of Minnesota local government agency and service cooperative offering cooperative procurement solutions to government entities that access Sourcewell's cooperative purchasing contracts. On July 4, 2021, Sourcewell and Motorola entered into a contract identified as 042021-MOT, which provides that Participating Entities may purchase technology and hardware solutions (Public Safety Technology and Hardware Solutions) from Motorola. Motorola Solutions, Inc., which is a Sourcewell Contract for Public Safety Solutions with related equipment, software, accessories, or services. With the purchase of the video cameras from Motorola, the Sheriff's Office would be able to replace the old video security system.

The recommended agreement will replace the Fresno County Jail facilities Video Surveillance/Management system with the enterprise-grade Avigilon Unity Video Management System (VMS) platform, including servers, storage, licensing, cabling and cameras by Motorola. The current video system is the original system installed when the facilities were built around 1986 -1987 for the Main Jail and early 1990's for the North Jail. The current video system is outdated, with no capability for any updates or to add additional storage or digital cameras. The Avigilon Unity VMS includes North American produced video management software, purpose-built high-quality cameras, patented video analytic capabilities, network video recorders/storage and a host of industry leading integrations with 3-party solutions. The system will include two hundred and fifty-eight (258) new IP cameras across the Main Jail and North Annex facility, with a total of twelve (12) new servers providing 365+ days of video retention. Installation of eight (8) Video Management Servers, licensing one hundred and fifty-eight (158) and installation of one hundred and fifty-eight (158) cameras, housing, fiber optic panels, POE+ switching, and workstation monitors for the Main Jail. Installation of four (4) Video Management Servers, licensing one hundred (100) and installation of one hundred (100) cameras, housing, fiber optic panels, POE+ switching, and workstation monitors for the North Annex Jail. The existing systems must remain functional during the installation phase by Motorola. Motorola will provide fourteen (14) training days to County staff.

The recommended agreement provides that the installation of the equipment is anticipated to be completed by 14 months from the approval of the recommended agreement by your Board.

The recommended agreement contains a nonstandard limitation on liability, which, among other limitations, limits the liability of Motorola for claims arising out of the recommended agreement (excluding claims for personal injury or death) to \$5,000,000. The recommended agreement also contains a non-standard indemnification provision. However, the Sheriff's Office believes that the benefits of entering into the recommended agreement outweigh any potential risks.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Motorola Solutions, Inc.

CAO ANALYST:

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