



Suspension of Competition Acquisition Request

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

The Sheriff's Office is requesting to use Hitachi Digital Services for the continued maintenance of the Sheriff's Video Infrastructure Protection Program (VIPP). Hitachi has been instrumental in this ongoing program which provides video surveillance at selected critical infrastructure sights throughout Fresno County. Hitachi has been responsible for the design, engineering and installation of the specialized video equipment for all current sites since the program was first implemented. This contract will allow the Sheriff's Office to continue building out the video program using the same staff that designed and maintained the video infrastructure program many years ago.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Hitachi Digital Services Corporation; Tania Mancilla, Technical Resource Manager, 2845 Lafayette St. Santa Clara, CA 95050-2639, (773) 860-5022, tania.mancilla@Hitachids.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.

\$112,938.24 for the initial one-year term. Potential of \$112,938.24 more for each year (if extended) and no more than \$564,691.20 total if this agreement is extended for five years.

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.

Hitachi Digital Services staff have installed all the VIPP cameras and related network equipment since the inception of the VIPP. Hitachi has continued to troubleshoot, onsite as well as remotely, the current VIPP network utilizing the same staff that engineered and installed the equipment many years ago. Hitachi's intimate knowledge of the VIPP network is critical for the ongoing expansion and support of the VIPP. Any new vendor will be required to support all existing Hitachi warranties on existing equipment.

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 \$5,000 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 VIPP is a very complicated program using both wired and wireless cameras, microwave receivers, radios, dish antennas and unique network related equipment. Having Hitachi install and maintain the VIPP under the current software license and with the original staff that designed and engineered the system specifically for the Sheriff's Office, will provide the continuity that is essential to the stability and security of the system.

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 Sheriff's Office has contacted other vendors to include AC Electric, TeleData, EKC, and Integrated Electronics. All vendors were asked about many operational elements including their ability to provide support and maintain the current equipment installed by Hitachi. No other vendors would commit to supporting the installed equipment or software. The vendors would prefer to warranty their own equipment and installations. Hitachi Digital Systems staff designed and engineered the video system currently in use by the Sheriff's Office. No other vendors were able to offer a comparable solution that meets our video program software and video network maintenance needs. The video components currently in use and warranted by Hitachi are critical to the security of the system. Using another vendor at this time would result in significant delays for the project timeline, increased costs for system redesign and a potential of lost video recordings. Hitachi is a leader in the video security market with over 879 sister companies and 15 thousand global partners. Hitachi can provide an end to end solution that can collect and analyze data, understand what the data means, implement solutions and repair or replace any defective components of our current video network.

Rick.Hill 3/17/2025 10:35:16 AM

Requested By:

Captain (Ret), Project
Manager

Title

[\[✕ Sign\]](#) Double click!

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

Brandon.Pursell 3/18/2025 3:37:39 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 3/25/2025 10:33:29 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!