



# Board Agenda Item 39

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DATE: August 9, 2022

TO: Board of Supervisors

SUBMITTED BY: Robert W. Bash, Director of Internal Services/Chief Information Officer  
Kirk Haynes, Chief Probation Officer

SUBJECT: Agreement with American Alarm Co., Inc. for Security Electronic Control System Services

RECOMMENDED ACTION(S):

- 1. Make a finding that it is in the best interest of the County to suspend the competitive bidding process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances as American Alarm Co., Inc., is the only provider with specified knowledge of the established Juvenile Justice Campus security electronic control system; and,**
- 2. Approve and authorize the Chairman to execute an Agreement with American Alarm Co., Inc., for security electronic control system programming and upgrade services at the Juvenile Justice Campus, effective August 9, 2022, not to exceed five consecutive years, which includes a one-year base contract with four automatic one-year extensions, total not to exceed \$1,000,000.**

There is no additional Net County Cost associated with the recommended actions. Approval of the recommended actions would allow the Internal Services Department - Information Technology Services Division (ISD-IT) to provide security electronic control system services, including upgrading existing security system hardware, installing new modern technological hardware, and reprogramming the entire security software system at the Juvenile Justice Campus (JJC). The services will be funded through chargebacks to the Probation Department. This item pertains to a location in District 4.

ALTERNATIVE ACTION(S):

Should your Board not approve the recommended actions, ISD-IT will not have an agreement in place to provide the necessary services, which may impact the daily operations of the JJC, as the ISD-IT works with ISD - Purchasing Division (ISD-Purchasing), to competitively bid the services.

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

ISD-IT's request to suspend the competitive bidding process is consistent with Administrative Policy No. 34, and results from American Alarm Co, Inc., being familiar with the original memory logic of the control points in the system. A new vendor would have to invest time and funding to become familiar with the operations of the JJC's Programmable Logic Controller and mapping the intricacies of the 48,000 connection points. The scope of work includes modifying an existing system, not creating a new system. The latter would cost significantly more. ISD-Purchasing concurs with ISD-IT's request to suspend the competitive bidding process.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum compensation for the first contract year is \$850,000 and \$150,000 for any related services during the remaining term. Sufficient appropriations are included in the Capital Projects - JJC Org 8830 FY 2022-23 Recommended Budget to be transferred out to the Probation Department's Org 3440.

DISCUSSION:

The JJC was established at 3333 E. American, Fresno, California approximately 15 years ago. When it was established, American Alarm Co. Inc., installed security control hardware, software, and programming. Approval of the recommended agreement will allow for a system upgrade to current technology.

Under the recommended agreement, the scope of work includes demolition of existing hardware, placement of new modern hardware, reprogramming of the entire security software system, training of JJC staff on the updated system, and any additional related services. American Alarm Co., Inc. will be replacing 16 control areas, and each control area has between 2,000-3,000 control points with functions such as the opening and closing of doors. This project includes the removal of outdated technology, installation of new hardware, and programming of approximately 48,000 control points.

As the JJC is a detention setting for youth, it is important that the scope of work occur in a time-efficient manner, and in a way that reduces any potential mistakes in programming the connections in the software and hardware.

The recommended agreement term is a potential five-year term (one-year base and four automatic one-year extensions) and deviates from the three-year base and optional two one-year extensions, as ISD-IT is unsure of potential future costs. The recommended agreement will have a maximum compensation amount of \$850,000 in the first year of the agreement, and \$150,000 for any related services for the remaining term.

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition Acquisition Request  
On file with Clerk - Agreement with American Alarm Co.

CAO ANALYST:

Sonia M. De La Rosa