



Board Agenda Item 40

DATE: July 14, 2026

TO: Board of Supervisors

SUBMITTED BY: Mike Kerr, Director of Information Technology/Chief Information Officer
John Zaroni, Sheriff-Coroner-Public Administrator

SUBJECT: Agreement with Teledata Services Co.

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute an Agreement with Teledata Services Co. for internal low voltage cabling services, effective upon execution, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$7,500,000.

There is no additional Net County Cost associated with the recommended action, which will allow the Information Technology Services Department (ITSD) and the Sheriff-Coroner-Public Administrator's Office (Sheriff's Office) to receive internal low voltage cabling services from Teledata Services Co. (Teledata). This item is countywide.

ALTERNATIVE ACTION(S):

If your Board does not approve the recommended action, low-voltage cabling services would need to be procured on a project-by-project basis, resulting in delays to construction projects, repairs, and the installation of telecommunications, network, and security systems, which could adversely affect County operations and project schedules.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. Costs associated with the recommended Agreement will not exceed \$7,500,000 for the total potential five-year term. Costs for services initiated by ITSD are covered through chargebacks to user departments. Sufficient appropriations and estimated revenues will be included in the ITSD Org 8905 and Sheriff Org 3111 FY 2026-27 Recommended Budgets and will be included in subsequent budget requests for the duration of the Agreement term.

DISCUSSION:

On April 9, 2024, the Board approved Agreement No. A-24-155 with Teledata to provide internal low-voltage cabling services, effective January 29, 2024, through January 28, 2026, total not to exceed \$3,450,000. Under that Agreement, ITSD has coordinated low-voltage cabling for all County departments as an essential part of the integrated data and phone network design.

Although ITSD historically coordinated low voltage cabling projects countywide, the Sheriff's Office independently operates its IT network and oversees its low voltage cabling projects. Accordingly, the

Sheriff's Office is included as a party to the recommended Agreement, allowing the Sheriff's Office to request these services directly and eliminating the need for ITSD to coordinate those projects on its behalf.

On behalf of ITSD and the Sheriff's Office, the General Services Department - Purchasing Division (Purchasing) released Request for Proposals (RFP) No. 26-034 on January 8, 2026. Questions were due January 30, 2026. Addendum No.1 to the RFP was issued on February 5, 2026, to address bidder questions and Addendum No. 2 to the RFP was issued on February 26, 2026, to clarify that a bond was not required. The RFP closed on March 16, 2026 with four responsive bids: Audeamus, DBA Sebastian Corporation (\$442,638), Contra Costa Electric, Inc. (\$388,425), GA Technical Services, Inc. (\$387,616), and Teledata (\$298,894). Cost proposals were based on a proxy project, with actual costs to vary depending on project specifications.

The RFP evaluation committee consisted of one IT Manager and one Network Systems Engineer from ITSD and one IT Manager from the Sheriff's Office. The RFP evaluation committee conducted a thorough review of each proposal on its own merit, based on bidder-provided data, capability, and qualifications. The evaluators concluded that Teledata is the vendor that is best suited to meet the County's needs as their proposal effectively demonstrated their extensive technical knowledge and capabilities and their proposed pricing for the proxy project was the lowest of all proposals received.

Approval of the recommended Agreement will enable ITSD and the Sheriff's Office to proceed with planned internal low voltage cabling projects countywide and ensure as-needed repair services remain readily available.

REFERENCE MATERIAL:

BAI #46, April 9, 2024

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Agreement with Teledata

CAO ANALYST:

Amy Ryals