



Board Agenda Item 46

DATE: August 7, 2018

TO: Board of Supervisors

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

SUBJECT: Retroactive Master Agreement for Identiv-Hirsh Velocity access control system services

RECOMMENDED ACTION(S):

Approve and authorize the Chairperson to execute retroactive Master Agreement with multiple vendors to amend and restate, and replace and supersede existing and previously amended Purchasing Agreement No. P-17-081-P for components, emergency response and large scale installation services for Identiv-Hirsch Velocity access control system services, effective March 15, 2017 , increasing the maximum agreement cost by \$250,000, for a total potential five-year cost not to exceed \$799,000.

Approval of the recommended action will allow the Internal Services Department - Facility Services Division (Facility Services) increased flexibility in procuring services for components, emergency response and large-scale installation services for Identiv-Hirsh Velocity access control system services. This item is countywide.

ALTERNATIVE ACTION(S):

Should the Board not approve the recommended action, Facility Services may not be able to fulfill departmental work requests for components, emergency response, and large scale installation services for Identiv-Hirsh Velocity access control system services countywide.

RETROACTIVE AGREEMENT:

The recommended Master Agreement is retroactive to March 15, 2017 because it amends and restates and replaces and supersedes a previously amended purchase agreement.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. All costs associated with these services will be recovered through charge-backs to user departments. Sufficient appropriations and estimated revenues are included in the Facility Services Org 8935 FY 2018-19 Recommended Budget. Sufficient appropriations for the remaining term of the Agreement will be included in future budget years.

DISCUSSION:

On January 5, 2017, Facility Services issued a Request for Quotation (RFQ), No. 17-050, through the Purchasing Division (Purchasing) for components, emergency response and large-scale installation services for Identiv-Hirsch Velocity access control system services. Facility Services wished for the County

to award the lowest responsible bidder. The Identiv-Hirsh Velocity access control system is the County's software management system that manages access control and security operations in most County facilities.

Purchasing received two (2) bids to the RFQ. Vendors included Red Wave Communications, Inc. (Red Wave) and West Coast Security, Inc. (West Coast). Purchasing evaluated the bids based on cost to provide the services specified in the RFQ. Shortly thereafter, Purchasing tentatively awarded Red Wave as the lowest responsible bidder. Purchasing Agreement P-17-081-P was executed effective March 15, 2017 for a potential 5-year term and a total maximum value of \$499,000 (which included \$99,999 in services and \$399,001 in materials and supplies).

On May 3, 2018, First Amendment to Purchasing Agreement P-17-081-P was executed to include the Fresno County Sheriff's Department (Sheriff) as a user department of the agreement and to consequently increase the total maximum value by \$50,000 for a potential 5-year term of \$549,000 (\$99,999 in services and \$449,001 in materials and supplies).

Staff is now recommending the current Purchasing Agreement, as previously amended, be replaced and superseded by a new Master Agreement, which amends and restates the terms of the existing and previously amended Purchasing Agreement with Red Wave. This is being requested because the agreement is expected to exceed the Purchasing Manager's authority of \$100,000 in service costs. Second, staff is recommending the addition of bidder, West Coast, to the agreement. Purchasing concurs with this action, as it provides Facility Services flexibility in procuring services when there are numerous service requests. Red Wave will continue to be the primary vendor for services when requested by County and West Coast will be the backup vendor, responding to work requests only when Red Wave cannot fulfill the services specified in the RFQ. The contractors agree that the recommended Master Agreement does not constitute a guarantee or promise that any contractor shall provide any certain amount of work or services to the County under the recommended Master Agreement.

This new, recommended Master Agreement will be retroactive to March 15, 2017, which is the original date of the Purchasing Agreement; Red Wave has also executed this Master Agreement, which results in Red Wave agreeing to the retroactive terms of the new Master Agreement. Because this new, recommended Master Agreement is effective retroactive to March 15, 2017, any services that have been performed by Red Wave, and for which compensation has been paid, prior to the execution of this new, recommended Master Agreement are approved and ratified by the County and Red Wave.

Approval of the recommended actions will increase the total potential 5-year value by \$250,000 to \$799,000, and remove the limitation of amounts payable for service, materials, and supplies.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Master Agreement
On file with Clerk - First Amendment to Purchasing Agreement
On file with Clerk - Purchasing Agreement

CAO ANALYST:

Juan Lopez