

# **Advance Agenda Material**

**Please retain for November 6, 2018  
Board Meeting**



ADVANCED AGENDA MATERIALS  
FOR  
RFQ #18-061  
ALARM SYSTEMS – MAINTENANCE,  
REPAIR, INSPECTION, AND MONITORING  
NOVEMBER 6<sup>TH</sup>, 2018

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# Inter Office Memo

INTERNAL SERVICES DEPARTMENT

Facility Services • Fleet Services • Graphics  
Information Technology • Purchasing  
Security • Telecommunications

DATE: October 22, 2018

TO: Board of Supervisors

FROM: Robert W. Bash, Director of Internal Services – CIO *Robert W. Bash*

SUBJECT: Advance Agenda Materials – Appeal of RFQ #18-061 Alarm Systems –  
Maintenance, Repair, Inspection, and Monitoring

The Internal Services Department will be bringing a Board Agenda Item on November 6, 2018, recommending to your Board award of the contracts for RFQ #18-061 Alarm Systems – Maintenance, Repair, Inspection, and Monitoring (the “RFQ”), as follows:

- |                                  |   |                        |
|----------------------------------|---|------------------------|
| Section 1 - Notifier Systems     | - | Integrated Electronics |
| Section 2 - General Fire Systems | - | HCI Systems            |
| Section 3 - Intrusion Systems    | - | Geil Enterprises       |
| Section 4 - Alarm Monitoring     | - | Sebastian              |

The first recommended action hears and considers an appeal from another vendor, Tri-Signal Integration Inc. (Tri-Signal), who submitted bids for Section 1 and 2 of the RFQ. Provided as advanced agenda material, is information regarding the appeal including the following: Tri-Signal’s appeal letters to the Purchasing Manager and the County Administrative Officer and their respective responses, a timeline of events of the Request for Quotation, a Bid Tabulation, and correspondences to vendors from the Director of Internal Services/CIO.

Should you have any questions, please contact me at 600-5807.

## TAB 2

### RFQ 18-061 ALARM SYSTEMS – MAINTENANCE, REPAIR, INSPECTION, AND MONITORING

June 28, 2018: RFQ 18-061 released on Public Purchase.

June 29, 2018: Addendum 1 released on Public Purchase, which contained a corrected RFQ “Attachment A – Device Counts”

July 13, 2018: Vendor Conference held at Purchasing division warehouse

July 31, 2018: Addendum 2 was released on Public Purchase which

- answered questions submitted by Vendors
- provided the sign in sheet to the Vendor Conference
- provided revised Attachments “A”, Exhibit “B”, and Exhibit “C”
- revised page 29 of the RFQ – “Notifier Systems”, and
- extended the closing date of the RFQ to August 14, 2018 at 2:00 pm

August 14, 2018: The RFQ closed and a total of six (6) vendors responded: Geil, HCI, Integrated, Matson, Sebastian, and Tri-Signal. A bid tabulation was prepared.

August 29, 2018: Award for each section of the RFQ was determined as follows:

Section 1 – Notifier Systems	- Nobico, Inc., dba Integrated Electronics
Section 2 – General Fire Systems	- Nobico, Inc., dba Integrated Electronics
Section 3 – Intrusion Systems	- Geil Enterprises, Inc. dba Valley Security Alarm
Section 4 – Alarm Monitoring	- Kertel Communications, Inc. dba Sebastian

Tentative Award Notices were issued to all responding vendors, and posted on Public Purchase

September 6, 2018: Due to an error that was identified in the first analysis of the bids, a revised Tentative award notice was issued to all responding vendors.

Tri-Signal was determined to be the low bid on Section 2 – General Fire Systems, but due to past performance, the department recommended award to the second lowest bidder, HCI.

Award for each section of the RFQ was redetermined as follows:

Section 1 – Notifier Systems	- Nobico, Inc., dba Integrated Electronics
Section 2 – General Fire Systems	- HCI Systems, Inc.
Section 3 – Intrusion Systems	- Geil Enterprises, Inc. dba Valley Security Alarm
Section 4 – Alarm Monitoring	- Kertel Communications, Inc. dba Sebastian

September 17, 2018: Tri-Signal appealed to Purchasing

## TAB 2

September 26, 2018: Purchasing denied Tri-Signal's appeal, and provided information on continuing the appeal to the CAO

October 5, 2018: Tri-Signal appealed to the CAO

October 15, 2018: The CAO denied Tri-Signal's appeal, and provided information on continuing the appeal to the Board of Supervisors



# TRI•SIGNAL

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## INTEGRATION, INC.

9/17/2018  
 Fresno County Bid 18-061  
 4525 E. Hamilton Ave 2<sup>nd</sup> Floor  
 Fresno, CA 93702  
 gcornuelle@fresnocountyca.gov

### Fresno County Bid 18-061 APPEAL

RFQ Contradictions, procurement errors, quotation rating discrepancies, legality of procurement context, conflict of interest, and inappropriate or unfair competitive procurement grievance:

**Tri-Signal Integration, Inc.** Contradictions, procurement errors, quotation rating discrepancies, legality of procurement context, conflict of interest, and inappropriate or unfair competitive procurement grievance in regards to Fresno County Bid 18-061:

1. General Requirement's Page 17.
  - States all work should be in full compliance with current rules and regulations of all applicable codes. All work provided in this RFQ will be completed per NFPA code. Applicable codes and regulations include, but are not limited to, the following: NFPA, UBC, UFC, ASME, ASTM, NEC.
  - NFPA code states 1-100 of fire alarm equipment shall be tested annually.
  - Per NFPA Code Table 14.3.1 Visual Inspection states all equipment to be visually inspected Annually.
  - Per NFPA Code Table 14.3.2 Testing: See Table 14.3.1
2. Addendum 2 Device Counts for Juvenile Justice Campus
  - A total of 2,033 devices were calculated in the revised attachment A on Addendum 2 for the JJC campus. The numbers were NOT broken down per building NOT allowing information to breakdown each building as asked in the RFQ. Thus, TSI input all information for all buildings pertaining to the JJC information as shown on bid. No company can break down this site due to the above referenced information in this section.
3. Quotation sheet specifies a quarterly cost (25% x 4) + Annual cost (1 each) with a total amount for both the quarterly inspection and the Annual inspection. This would double the cost (quarterly + Annual) providing an incorrect bid cost proposal.
4. Exhibit A and B Quotation sheets for Notifier systems and General systems are identical with the same breakdowns required. How can one of the 2 bids be arbitrarily be accepted and the other be rejected? Everything in this RFQ must be completed as per NFPA code.
5. Per the email date September 14<sup>th</sup> 2018 2:42pm from Heather Stevens CCd Gary Cornuelle to TJ Clark states the following information. "The revised bid tab removed the notation from Section 2 that quarterly inspections costs were not provided, which resulted in Tri-Signal, HCI and Integrated all being considered for award for this section.

9.17.18 1:43pm

4722 W Richert Ave., Suite #105 Fresno, CA 93722  
 Phone (559) 274-1299 Fax (559) 274-1660  
 California License 758792



## County of Fresno

INTERNAL SERVICES DEPARTMENT

Facilities • Fleet • Graphics • Purchasing • Security • Technology

September 26, 2018

Mr. Ryan E. Hansen  
Mr. T.J. Clark  
Tri – Signal Integration, Inc.  
4277 W. Richert  
Fresno, CA 93722

RE: Appeal to Decision of the County of Fresno, Request for Quotation Number (RFQ) 18-061 Alarm Systems – Maintenance, Repair, Inspection, and Monitoring.

Dear Mr. Hansen

The following addresses your letter dated September 17, 2018 appealing the recommendation for tentative award for the above-mentioned RFQ.

**Contradictions, procurement errors, quotation-rating discrepancies, legality of procurement context, conflict of interest, and inappropriate or unfair competitive procurement grievance in regards to Fresno County Bid 18-061:**

**General Requirement's Page 17.**

- States all work should be in full compliance with current rules and regulations of all applicable codes. All work provided in this RFQ will be completed per NFPA code. Applicable codes and regulations include, but are not limited to, the following: NFPA, UBC, UFC, ASME, ASTM, NEC.
- NFPA code states 1-100% of fire alarm equipment shall be tested annually.
- Per NFPA Code Table 14.3.1 Visual Inspection states all equipment to be visually inspected annually.
- Per NFPA Code Table 14.3.2 Testing: See Table 14.3.1

**Response:**

I cannot discern what you are appealing in the above. Your appeal for the item above is not clear. We have followed the NFPA code in this RFQ.

**Addendum 2 Device Counts for Juvenile Justice Campus.**

A total of 2,033 devices were calculated in the revised attachment A on Addendum 2 for the JJC campus. The numbers were NOT broken down per building NOT allowing information to breakdown each building as asked in the RFQ. Thus, TSI input all information for all buildings pertaining to the JJC information as shown on bid. No company can break down this site due to the above referenced information in this section.

# TAB 4

Page 2

**Response:**

This is not an appealable item. Attachment A was only informational. No other vendor addressed this as an issue.

**Quotation sheet specifies a quarterly cost (25% x 4) + Annual cost (1 each) with a total amount for both the quarterly inspection and the Annual inspection. This would double the cost (quarterly + Annual) providing an incorrect bid cost proposal.**

**Response:**

Some units required a quarterly some an annually and both a quarterly and annually. This was a requirement of the Request for Quotation and was on the quotation schedule.

**Exhibit A and B Quotation sheets for Notifier systems and General systems are identical with the same breakdowns required. How can one of the 2 bids be arbitrarily be accepted and the other be rejected? Everything in this RFQ must be completed as per NFPA code.**

**Response:**

The "FA" column on both quotation sheets dictated whether the inspections were to be done quarterly or annually. Your quotation sheet was not complete for the Notifier section. Three areas of costs were missing from you Notifier quotation sheet. Your quotation schedule was not rejected, it was incomplete.

**Per the email date September 14<sup>th</sup> 2018 2:42pm from Heather Stevens CCd Gary Cornuelle to TJ Clark states the following information. "The revised bid tab removed the notation from Section 2 that quarterly inspections costs were not provided, which resulted in Tri-Signal, HCI and Integrated all being considered for award for this section.**

**Response:**

Your statement above is correct, an error was determined in the first analysis of the bids. A re-analysis on this section was done and a second tentative award notice was sent out. Tri-Signal was low bid on this section but past performance, poor past performance factored in and HCI was tentatively awarded this section. Past performance is listed on page 5 of the award section of the RFQ.

Based on the evaluation of your concerns addressed in your appeal letter, your appeal has been denied. You have the option to continue the appeal process. To do so, a Letter of Appeal must be submitted in hardcopy form to the County Administrative Officer, Mr. Jean Rousseau, 2281 Tulare St., Room 304, Fresno, CA 93721 and cc the Purchasing Manager in word format via email. Mr. Rousseau must receive the letter within seven (7) County business days, commencing on the date of

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this letter. Your letter must clearly state, in specific terms, the reason(s) for the appeal.

Sincerely,

A handwritten signature in black ink that reads "Gary E. Cornuelle". The signature is written in a cursive style with a large, prominent 'G' and 'C'.

Gary E. Cornuelle  
Purchasing Manager



10/05/2018

Fresno County Bid 18-061

4525 E. Hamilton Ave 2<sup>nd</sup> Floor

Fresno, CA 93702

gcornuelle@fresnocountyca.gov

Fresno County Bid 18-061 APPEAL

RFQ Contradictions, procurement errors, quotation rating discrepancies, legality of procurement context, conflict of interest, and inappropriate or unfair competitive procurement grievance:

**Tri-Signal Integration, Inc.** Contradictions, procurement errors, quotation rating discrepancies, legality of procurement context, conflict of interest, and inappropriate or unfair competitive procurement grievance in regards to Fresno County Bid 18-061:

1. General Requirement's Page 17.
  - States all work should be in full compliance with current rules and regulations of all applicable codes. All work provided in this RFQ will be completed per NFPA code. Applicable codes and regulations include, but are not limited to, the following: NFPA, UBC, UFC, ASME, ASTM, NEC.
  - NFPA code states 1-%100 of fire alarm equipment shall be tested annually.
  - **Per NFPA Code Table 14.3.1 Visual Inspection states all equipment to be visually inspected Annually.**
  - **Per NFPA Code Table 14.3.2 Testing: See Table 14.3.1**

County Response:

I cannot discern what you are appealing in the above. You're appeal for the item above is not clear. We have followed the NFPA code in this RFQ.

**TSI Response:**

**All inspections provided by TSI in the bid proposal were per NFPA 72 code requirement. Why would this be rejected if the bid proposal meets ALL aspects of the NFPA code requirement?**

2. Quotation sheet specifies a quarterly cost (25% x 4) + Annual cost (1 each) with a total amount for both the quarterly inspection and the Annual inspection. This would double the cost (quarterly + Annual) providing an incorrect bid cost proposal.

County Response:

Some units required a quarterly some and annually and both a quarterly and annual. This was a requirement of the request for quotation and was on the quotation schedule.



**TRI•SIGNAL**  
INTEGRATION, INC.

***TSI Response:***

***All inspections provided by TSI in the bid proposal were per NFPA 72 code requirement. Why would this be rejected if the bid proposal meets ALL aspects of the NFPA code requirement? Thus both bid tabs represents Tri-Signal as the low bid.***

3. Exhibit A and B Quotation sheets for Notifier systems and General systems are identical with the same breakdowns required. How can one of the 2 bids be arbitrarily be accepted and the other be rejected? Everything in this RFQ must be completed as per NFPA code.

**County Response:**

The FA column on both quotation sheets dictated whether the inspections or to be done quarterly or annually. Your quotation she was not clear for the Notifier section. Three areas of costs were missing from your Notifier quotation sheet. Your quotation schedule was not rejected, it was incomplete.

***TSI Response:***

***All inspections provided by TSI in the bid proposal were per NFPA 72 code requirement. Why would this be rejected if the bid proposal meets ALL aspects of the NFPA code requirement?***



## County of Fresno

COUNTY ADMINISTRATIVE OFFICE  
**JEAN M. ROUSSEAU**  
COUNTY ADMINISTRATIVE OFFICER

October 15, 2018

**Sent Via U.S. Mail & Email Transmission To:**  
**[tjclark@tri-signal.com](mailto:tjclark@tri-signal.com) and [ryanh@tri-signal.com](mailto:ryanh@tri-signal.com)**

Mr. Thomas Clark  
Service Sales Representative  
Tri-Signal Integration, Inc.  
4722 W. Richert Ave., Suite #105  
Fresno, CA 93722

**RE:** Second Appeal to Decision of the County of Fresno, Request for Quote (RFQ) Number 18-061; Alarm Systems, Maintenance Repair, Inspection, and Monitoring.

Dear Mr. Clark:

This Office is in receipt of your letter, dated October 5, 2018, appealing the Purchasing Manager's recommendation for tentative award of two agreements to other vendors.

The proposed agreements are for two of four categories of services in the above-mentioned RFQ. Specifically, the RFQ requested bids for the following categories of services:

- Section 1 – Notifier Systems;
- Section 2 – General Fire Alarm;
- Section 3 – Intrusion Alarm System; and
- Section 4 – Alarm Monitoring

The "AWARD" section at page 5 of the RFQ summarizes the County's award process:

**AWARD:** Award will be made to the vendor(s) offering the services, products, prices, delivery, equipment and system deemed to be to the best advantage of the County. Past performance (County contracts within the past seven years) and references may factor into awarding of a contract. The County shall be the sole judge in making such determination. Award Notices are tentative: Acceptance of an offer made in response to this RFQ shall occur only upon execution of an agreement by both parties or issuance of a valid written Purchase Order by Fresno County Purchasing.

Tri-Signal Integration, Inc. (Tri-Signal Integration) provided a quotation for two of four sections in the RFQ: Section 1 (Notifier Systems), and Section 2 (General Fire Alarm). The County reviewed and analyzed Tri-Signal Integration's quotations for both of these sections.

Mr. Thomas Clark  
Tri-Signal Integration, Inc.  
October 15, 2018  
Page 2

As discussed below, the Purchasing Manager recommended tentative award of the two related agreements to other vendors. On September 17, 2018, Tri-Signal Integration submitted an appeal to Gary Cornuelle, the Purchasing Manager. On September 26, 2018, the Purchasing Manager denied its appeal.

Tri-Signal Integration's letter to this Office, dated October 5, 2018, identifies three bases for its appeal to this Office. The issues are stated in technical terms, but are variations on the same theme. That is, Tri-Signal Integration believes its bids for Section 1 (Notifier Systems) and Section 2 (General Fire Alarm) are sufficient because Tri-Signal Integration submitted its bids according to minimum code requirements.

RFQ Section 1 (Notifier Systems):

The RFQ specified that all work must be in full compliance with all codes, including NFPA 72 (See RFQ, pages 17 and 18). But that does not mean that the County is limited by the code minimum requirements as to the number of times that inspections shall be conducted, because the County specifically requested, in pages 27 and 28 of the RFQ for Section 1 (Notifier Systems), a quote for quarterly inspections, in addition to annual inspection, of all life safety devices in the facility.

Tri-Signal Integration failed to provide a quote for quarterly inspections of all life safety devices in the facility for Section 1 (Notifier Systems), which required quarterly inspections, in addition to annual inspection, of all life safety devices.

Accordingly, Tri-Signal Integration's bid for Section 1 (Notifier Systems) was deemed incomplete by the Purchasing Manager, and the County did not evaluate that bid in determining that Integrated Electronics offered the services, products, prices, delivery, equipment and system deemed to be to the best advantage of the County, per the terms of the RFQ, for Section 1 (Notifier Systems).

RFQ Section 2 (General Fire Alarm):

In regards to Section 2 (General Fire Alarm), Tri-Signal Integration's bid was responsive, so that bid was evaluated by Purchasing.

Although Tri-Signal Integration's bid for Section 2 (General Fire Alarm) had the lowest cost, Tri-Signal Integration's bid was also evaluated in regards to Tri-Signal Integration's past performance, in accordance with page 5 of the RFQ. The "AWARDS" section on page 5 of the RFQ states "Past performance (County contracts within the past seven years) and references may factor into the awarding of a contract."

Tri-Signal Integration has been under contract with the County since 2013. The County's Internal Services Department (ISD) was not satisfied with Tri-Signal Integration's performance during the final two years of that agreement. The County provided those reasons to Tri-Signal Integration in ISD's recommendation memo to Purchasing, at the time Purchasing published the tentative award letter.

Therefore, despite having the lowest pricing for Section 2 (General Fire Alarm), once Tri-Signal Integration's past performance was factored in, Tri-Signal Integration was not deemed to be the

Mr. Thomas Clark  
Tri-Signal Integration, Inc.  
October 15, 2018  
Page 3

vendor offering the services, products, prices, delivery, equipment and system to the best advantage of the County, per the terms of the RFQ, for Section 2 (General Fire Alarm). The County determined that HCI offered the services, products, prices, delivery, equipment and system to the best advantage of the County for Section 2 (General Fire Alarm).

Conclusion:

Based on the reasons stated above, it is my conclusion that there is insufficient reason to change the Purchasing Manager's tentative award recommendation of the proposed agreements to Integrated Electronics for Section 1 (Notifier Systems) and HCI for Section 2 (General Fire Alarm).

Your Final Right to Appeal; Deadline to Appeal:

This denial of Tri-Signal Integration's appeal and the County Purchasing Manager's recommendation for tentative award of proposed agreements to Integrated Electronics for Section 1 (Notifier Systems) and HCI for Section 2 (General Fire Alarm) may be further appealed to the Fresno County Board of Supervisors (the Board of Supervisors).

If Tri-Signal Integration wishes to make the final appeal to the Board of Supervisors, it must contact Gary Cornuelle, Purchasing Manager, not later than **Thursday, October 18, 5:00 pm** at [gcornuelle@FresnoCountyCA.gov](mailto:gcornuelle@FresnoCountyCA.gov) as these proposed agreements with the other vendors identified above are scheduled to go before the Board of Supervisors for their requested approvals on November 6, 2018.

The decision of the Board of Supervisors relating to the final possible appeal, if any, and approval of the recommended agreements will be final on behalf of the County.

Sincerely,



Jean M. Rousseau  
County Administrative Officer

Section 1 - Exhibit A - NOTIFIER			
Bidders:	Tri-Signal	Matson	Integrated
Grand Total	\$46,460.00	\$148,460.00	\$82,620.00
Notes:	No 1/4-ly inspections		
Result:	*Did not provide all costs as required		Low Bid

Section 2 - Exhibit B - General Fire				
Bidders:	Tri-Signal	Sebastian	HCI	Integrated
Grand Total	\$15,105.00	\$8,074.00	\$27,912.00	\$75,495.00
Notes		Missing Pages of Quotation Schedule		
Result:	Low Bid	*Did not provide all costs as required		

Section 3 - Exhibit C - Intrusion					
Bidders:	Matson	Sebastian	HCI	Integrated	Geil
Grand Total	\$107,940.00	\$8,778.00	\$32,183.00	\$171,600.00	\$11,632.00
Notes		Missing Page of QS			
Result:		*Did not provide all costs as required			Low Bid

Section 4 - Exhibit D - Monitoring				
Bidders:	Matson	Sebastian	HCI	Integrated
Grand Total	\$15,300.00	\$10,404.00	\$20,832.00	\$14,100.00
Result:		Low Bid		

Key:	*Did not provide all costs as required	Low Bid
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## County of Fresno

INTERNAL SERVICES DEPARTMENT  
ROBERT W. BASH, DIRECTOR – CIO

Facility Services • Fleet Services • Graphics  
Information Technology • Purchasing  
Security • Telecommunications

October 19, 2018

HCI Systems, Inc.  
1354 S. Parkside Place  
Ontario, CA 91761

Re: Appeal to Decision of the County of Fresno, Request for Quotation (RFQ) Number 18-061 Alarm Systems – Maintenance, Repair, Inspection, & Monitoring

To Whom It May Concern:

This confirms that the County Board of Supervisors will consider the following item at its November 6, 2018 meeting, starting at 9:00 AM:

1. Hear and Consider appeal from Tri-Signal Integration Inc. (Tri-Signal Integration) regarding recommended award of the Agreements for Alarm Maintenance, Repair, and Inspection Services to Nobico Inc., dba Integrated Electronics (Integrated Electronics) for Notifier Systems (Section 1 of the County's Request for Quotes (RFQ)) and to HCI Systems, Inc. (HCI Systems) for General Fire Alarm System (Section 2 of the RFQ).
2. Determine whether to grant or deny appeal from Tri-Signal Integration. In the event your Board grants one or both items on appeal, the following related actions are identified, as applicable:
  - a. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), thereby waiving the defect in Tri-Signal integration's bid, authorize the Director of Internal Services/Chief Information Officer (Director/CIO) to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$553,000) [this action item would be instead of recommended action 3, below]; and/or
  - b. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), authorize the Director/CIO to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$300,000) [this action item would be instead of recommended action 4, below].

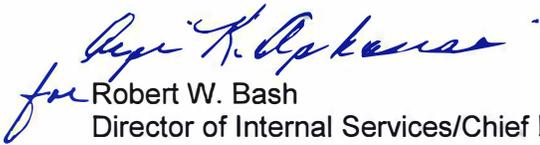
3. Approve and authorize the Chairman to execute Agreement with Integrated Electronics to provide Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$734,000).
4. Approve and authorize the Chairman to execute Agreement with HCI Systems to provide Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$360,000).
5. Approve and authorize the Chairman to execute Agreement with Geil Enterprises Inc., dba Valley Security & Alarm (Geil Enterprises) to provide Alarm Maintenance, Repair, and Inspection Services for Intrusion Alarm Systems (Section 3 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$229,000).
6. Approve and authorize the Chairman to execute Agreement with Kertel Communications, Inc., dba Sebastian (Sebastian) to provide Alarm Monitoring services (Section 4 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$55,000).

The Board's November 6, 2018 meeting agenda, including the Staff report to the Board on this item (also called the Board agenda item), will be made available to the public on or about the Wednesday before the Board meeting, and those documents may be accessed on the Clerk's webpage at:

<https://fresnocounty.legistar.com/Calendar.aspx>

If you have any questions, you may contact Ahla Yang at (559) 600-5909.

Sincerely,

  
for Robert W. Bash  
Director of Internal Services/Chief Information Officer



## County of Fresno

INTERNAL SERVICES DEPARTMENT  
ROBERT W. BASH, DIRECTOR – CIO

Facility Services • Fleet Services • Graphics  
Information Technology • Purchasing  
Security • Telecommunications

October 19, 2018

Nobico Inc., dba Integrated Electronics  
2576 N. Bundy Drive  
Fresno, CA 93727

Re: Appeal to Decision of the County of Fresno, Request for Quotation (RFQ) Number 18-061 Alarm Systems – Maintenance, Repair, Inspection, & Monitoring

To Whom It May Concern:

This confirms that the County Board of Supervisors will consider the following item at its November 6, 2018 meeting, starting at 9:00 AM:

1. Hear and Consider appeal from Tri-Signal Integration Inc. (Tri-Signal Integration) regarding recommended award of the Agreements for Alarm Maintenance, Repair, and Inspection Services to Nobico Inc., dba Integrated Electronics (Integrated Electronics) for Notifier Systems (Section 1 of the County's Request for Quotes (RFQ)) and to HCI Systems, Inc. (HCI Systems) for General Fire Alarm System (Section 2 of the RFQ).
2. Determine whether to grant or deny appeal from Tri-Signal Integration. In the event your Board grants one or both items on appeal, the following related actions are identified, as applicable:
  - a. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), thereby waiving the defect in Tri-Signal integration's bid, authorize the Director of Internal Services/Chief Information Officer (Director/CIO) to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$553,000) [this action item would be instead of recommended action 3, below]; and/or
  - b. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), authorize the Director/CIO to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$300,000) [this action item would be instead of recommended action 4, below].

3. Approve and authorize the Chairman to execute Agreement with Integrated Electronics to provide Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$734,000).
4. Approve and authorize the Chairman to execute Agreement with HCI Systems to provide Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$360,000).
5. Approve and authorize the Chairman to execute Agreement with Geil Enterprises Inc., dba Valley Security & Alarm (Geil Enterprises) to provide Alarm Maintenance, Repair, and Inspection Services for Intrusion Alarm Systems (Section 3 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$229,000).
6. Approve and authorize the Chairman to execute Agreement with Kertel Communications, Inc., dba Sebastian (Sebastian) to provide Alarm Monitoring services (Section 4 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$55,000).

The Board's November 6, 2018 meeting agenda, including the Staff report to the Board on this item (also called the Board agenda item), will be made available to the public on or about the Wednesday before the Board meeting, and those documents may be accessed on the Clerk's webpage at:

<https://fresnocounty.legistar.com/Calendar.aspx>

If you have any questions, you may contact Ahla Yang at (559) 600-5909.

Sincerely,

  
for Robert W. Bash  
Director of Internal Services/Chief Information Officer



## County of Fresno

INTERNAL SERVICES DEPARTMENT  
**ROBERT W. BASH**, DIRECTOR – CIO

Facility Services • Fleet Services • Graphics  
 Information Technology • Purchasing  
 Security • Telecommunications

October 19, 2018

Tri-Signal Integration, Inc.  
 4277 W. Richert  
 Fresno, CA 93722

Re: Appeal to Decision of the County of Fresno, Request for Quotation (RFQ) Number 18-061 Alarm Systems – Maintenance, Repair, Inspection, & Monitoring

To Whom It May Concern:

This confirms that the County Board of Supervisors will consider the following item at its November 6, 2018 meeting, starting at 9:00 AM:

1. Hear and Consider appeal from Tri-Signal Integration Inc. (Tri-Signal Integration) regarding recommended award of the Agreements for Alarm Maintenance, Repair, and Inspection Services to Nobico Inc., dba Integrated Electronics (Integrated Electronics) for Notifier Systems (Section 1 of the County's Request for Quotes (RFQ)) and to HCI Systems, Inc. (HCI Systems) for General Fire Alarm System (Section 2 of the RFQ).
2. Determine whether to grant or deny appeal from Tri-Signal Integration. In the event your Board grants one or both items on appeal, the following related actions are identified, as applicable:
  - a. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), thereby waiving the defect in Tri-Signal integration's bid, authorize the Director of Internal Services/Chief Information Officer (Director/CIO) to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$553,000) [this action item would be instead of recommended action 3, below]; and/or
  - b. If your Board grants the appeal relating to the Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), authorize the Director/CIO to approve and execute an Agreement with Tri-Signal Integration in the form of the Agreement on file with the Clerk of the Board for Agreement for Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), but based on the bid provided by Tri-Signal Integration, subject to approval as to legal form by County Counsel and as to accounting form by the Auditor-Controller/Treasurer-Tax Collector (\$300,000) [this action item would be instead of recommended action 4, below].

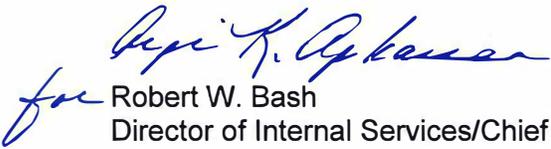
3. Approve and authorize the Chairman to execute Agreement with Integrated Electronics to provide Alarm Maintenance, Repair, and Inspection Services for Notifier Systems (Section 1 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$734,000).
4. Approve and authorize the Chairman to execute Agreement with HCI Systems to provide Alarm Maintenance, Repair, and Inspection Services for General Fire Alarm System (Section 2 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$360,000).
5. Approve and authorize the Chairman to execute Agreement with Geil Enterprises Inc., dba Valley Security & Alarm (Geil Enterprises) to provide Alarm Maintenance, Repair, and Inspection Services for Intrusion Alarm Systems (Section 3 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$229,000).
6. Approve and authorize the Chairman to execute Agreement with Kertel Communications, Inc., dba Sebastian (Sebastian) to provide Alarm Monitoring services (Section 4 of the RFQ), effective upon execution, not to exceed five consecutive years, which includes a three-year base agreement with two optional one-year extensions (\$55,000).

The Board's November 6, 2018 meeting agenda, including the Staff report to the Board on this item (also called the Board agenda item), will be made available to the public on or about the Wednesday before the Board meeting, and those documents may be accessed on the Clerk's webpage at:

<https://fresnocounty.legistar.com/Calendar.aspx>

If you have any questions, you may contact Ahla Yang at (559) 600-5909.

Sincerely,

  
for Robert W. Bash

Director of Internal Services/Chief Information Officer