



# Board Agenda Item 49

DATE: January 29, 2019

TO: Board of Supervisors

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

SUBJECT: Internal Low Voltage Cabling Agreement and External Low Voltage Cabling Master Agreement

RECOMMENDED ACTION(S):

- 1. Approve and authorize the Chairman to execute an Agreement with Teledata Services Company to provide 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 \$5,500,000.**
- 2. Approve and authorize the Chairman to execute a Master Agreement with multiple vendors to provide external 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 \$5,500,000.**

There is no increase in Net County Cost associated with the recommended actions. Approval of the first recommended action will execute an Agreement with Teledata Services Company to provide internal low voltage cabling services, including repairs, additions or changes to existing cable plants, and the installation or expansion of cable plants at existing and newly acquired County owned and leased buildings. Approval of the second recommended action will execute a Master Agreement with multiple vendors (Contra Costa Electric, Inc.; Red Wave Communications; Teledata Services Company; X-ACT Technology Solutions, Inc.) to provide external low voltage cabling services, including repairs, additions or changes to existing cable plants, and the installation or expansion of cable plants at existing or newly acquired County owned and leased buildings. This item is countywide.

ALTERNATIVE ACTION(S):

If these Agreements are not approved, the County's Purchasing Department would need to process formal Requests for Quotations for all future cabling service needs, including requests to drop one or two cables, emergency repairs, requests to re-cable a site for temporary purposes, department relocations, etc. With limited staffing, that approach would cause significant delays in processing cabling requests for all County Departments.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. Sufficient appropriations for activities under these agreements are included and derived from individual departmental FY 2018-19 adopted budgets. Funding for the future years will be included in departmental future year's recommended budget requests.

## DISCUSSION:

The Internal Services Department (ISD) coordinates the low voltage cabling for all County departments as an essential part of the integrated data and phone network design. Due to the expansion and relocation of County Departments at this time, ISD anticipates an increased need for internal and external low voltage cable installation. The determination to implement a bifurcated low voltage cable installation process occurred over several months, under the supervision of the ISD Director.

Due to the recurrent, varied costs involved with internal low voltage wiring, it was determined that the County would be optimally served through award of all internal low voltage wiring projects to a single vendor. The County issued Request for Quotation (RFQ) No. 19-018 on September 18, 2018 for bids for a prospective project for the County of Fresno, including a request for pricing across specific quantities of low voltage wiring components; this prospective project was used as a proxy bid for the single award of internal low voltage wiring. Twenty five (25) vendors registered in Public Purchase were notified of the RFQ and five (5) complete bids were received, including a quotation for labor required to complete the cabling project. The lowest bid was provided by Teledata Services Company, and a bid award letter was provided for the corresponding agreement. The internal low voltage agreement shall refer all internal low voltage wiring projects to Teledata Services Company.

Due to the uniformly high cost of bringing new fiber optic cable to a structure, it was determined that a master agreement would best fit the County's external low voltage wiring needs. The County issued Request for Statement of Qualifications (RFSQ) No. 19-016 on September 18, 2018 for external low voltage wiring to provide repairs to existing cable plants, installation of new data drops to existing cable plants, and the installation or expansion of cable plants at existing and newly acquired County locations. Twenty five (25) vendors registered in Public Purchase were notified of the RFSQ resulting in a list of four (4) qualified vendors: Contra Costa Electric, Inc.; Red Wave Communications; Teledata Services Company; and X-ACT Technology Solutions, Inc. As the need for external cabling services arises, a bid will be sent to all of vendors. Each future external low voltage wiring job will be awarded to the vendor with the lowest price and ability to satisfactorily complete the job within the time specified. All four submitting vendors have been included in the corresponding master agreement.

The multivendor external low voltage wiring contract and associated bid procedure will provide a competitive bidding process for the vendors on the contract, improving cost and efficiency by utilizing qualified vendors who can comply with the technical standards and physical requirements of County buildings and infrastructure. All requests for quotes and vendor responses are documented and tracked for periodic reporting and review by the Purchasing Department, ensuring consistent execution of the external low voltage cabling process.

## ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Internal Low Voltage Wiring Agreement  
On file with Clerk - External Low Voltage Wiring Master Agreement

## CAO ANALYST:

Yussel Zalapa