



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

The Sheriff's Office is requesting to use Hitachi Digital Services for the continued design, engineering and buildout of the Sheriff's Video Infrastructure Protection Program (VIPP). Hitachi has been instrumental in this ongoing program which provides video surveillance at selected critical infrastructure sights throughout Fresno County. Hitachi has been responsible for the design, engineering and installation of the specialized video equipment for all current sites since the program was first implemented. This contract will allow the Sheriff's Office to continue building out the video program using the same staff that designed and maintained the video infrastructure program many years ago.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Hitachi Digital Services Corporation; Tania Mancilla, Technical Resource Manager, 2845 Lafayette St. Santa Clara, CA 95050-2639, (773) 860-5022, tania.mancilla@Hitachids.com

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

\$600,000 for the initial three year term. Potential of \$200,000 more for year four (if extended) and no more than \$1,000,000 total if extended for five years.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

Hitachi Digital Services staff have installed all the VIPP cameras and related network equipment since the inception of the VIPP. Hitachi has continued to design, engineer and troubleshoot the current VIPP network utilizing the same staff that engineered the system many years ago. Hitachi's intimate knowledge of the VIPP network is critical for the ongoing expansion and support of the VIPP. Even though other vendors can supply the needed equipment only Hitachi can ensure that all new cameras and equipment will fall under our current video software license. Any new vendor will require the purchase of new licensing software which if purchased, will necessitate additional expense to purchase new bridging software to connect the current software with the new software. With two separate logins and a cumbersome path to view, troubleshoot and configure all the cameras to the same standards. Having different camera "networks" is not acceptable and the additional cost is not needed nor fiscally responsible.

5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.

- ☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
- ☐ When the contract is with a federal, state, or local governmental agency.
- ☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
- ☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
- ☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
- ☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.

6. Explain why the unique qualities and/or capabilities described above are essential to your department.

The VIPP is a very complicated program using both wired and wireless cameras, microwave receivers, radios, dish antennas and unique network related equipment. Having Hitachi install and maintain the VIPP under the current software license and with the original staff that designed and engineered the system specifically for the Sheriff's Office, will provide the continuity that is essential to the stability and security of the system.

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

The Sheriff's Office has contacted other vendors to include AC Electric, TeleData, EKC, and Integrated Electronics. All vendors were asked about their ability to provide specific cameras and equipment currently in use for the VIPP. The vendors were also asked about their ability to purchase and integrate new licensing with our existing video management license. Some of the vendors were able to purchase the specific equipment but not the licensing, some were able to purchase both, but none could guarantee that the new license would seamlessly work with the current license and none would agree to maintain the current equipment installed by Hitachi. Hitachi Digital Systems staff designed and engineered the video system currently in use by the Sheriff's Office.

No other vendors were able to offer a comparable solution that meets our video program software and video network maintenance needs. The video components currently in use and warranted by Hitachi are critical to the security of the system. Using another vendor at this time would result in significant delays for the project timeline, increased costs for system redesign and a potential of lost video recordings. Hitachi is a leader in the video security market with over 879 sister companies and 15 thousand global partners. Hitachi can provide an end to end solution that can collect and analyze data, understand what the data means and implement solutions.

Rick.Hill 3/17/2025 10:23:05 AM

Requested By:

Captain (Ret), Project
Manager

Title

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I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

Brandon.Pursell 3/18/2025 3:38:08 PM

Department Head Signature

[\[✕ Sign\]](#) Double click!

rblackburn 3/25/2025 10:34:27 AM

Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!