



## Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.  
The Information Technology Services Department (ITSD) is requesting to suspend competition to enable the continuation of ongoing internal cabling projects and for as needed critical repairs to County-owned and leased buildings.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
The vendor is Teledata Services Company (Teledata) and they are located at 3886 N. Anne Ave. Fresno, CA 93727-7447. The contact person is Mark Audelo and he can be reached by phone at 559-291-3975 or by email at [markaudelo@tscfresno.com](mailto:markaudelo@tscfresno.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.  
The total cost of the acquisition is \$222,890. This total includes \$182,890 as the remaining estimated costs to complete all ongoing critical projects and \$40,000 for critical repairs. This will be a one-year agreement with one optional one-year extension.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.  
Teledata currently has several ongoing critical projects throughout the County. Once a project has commenced, it must be completed by the same vendor, as alternative vendors within the internal low-voltage industry will not assume work initiated by another vendor. All other planned projects that have not started have been placed on hold.
5. Explain why the unique qualities and/or capabilities described above are essential to your department.  
ITSD manages all current internal low voltage projects for user departments. The projects that have been initiated by Teledata include: the Building 4 remodel project for the Department of Probation, the Area 2 dispatch station project for the Sheriff's Department, the Selma Building project for the Library, and the Heritage Centre remodel for the Department of Behavioral Health. Finalizing cabling for these projects and access to as needed repairs is essential to maintaining effective, reliable, and efficient countywide operations.
6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.  
Due to unforeseen delays and a significant ongoing industry-wide shortage of materials, Teledata has been unable to complete the projects within the originally scheduled time frame. This shortage has been exacerbated by supply chain disruptions and a high demand for key components of low voltage cabling. These supplies are also used in renewable energy projects, artificial intelligence data centers, and urban development projects, which all experienced significant growth in the past two years. As Teledata has started the cabling work it is crucial that they complete the projects in their entirety. Due to the substantial liability associated with assuming responsibility for a project in progress there is no other vendor that will finish the cabling that has been initiated by Teledata. Teledata has historically proven that they respond quickly and maintain efficiency for all projects including remodels, new building cabling, recabling, and various other types of work for user departments countywide. When materials are available, all cabling projects they are involved in are completed timely, correctly, and without any issue. Teledata continues to provide the County with as-needed services for all fiber-optical issues and are essential to maintaining effective, reliable, and efficient county operations.

Requested By:

\_\_\_\_\_  
Title

**I approve this request to sole source for the service(s) and/or product(s) identified herein.**

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Department Head Signature

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Purchasing Manager Signature

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