



Board Agenda Item 29

DATE: March 17, 2026

TO: Board of Supervisors

SUBMITTED BY: Mike Kerr, Director of Information Technology/Chief Information Officer

SUBJECT: Agreement with Teledata Services Co.

RECOMMENDED ACTION(S):

- 1. Under Administrative Policy No. 34 for competitive bids or requests for proposals (AP 34) determine that an exception to the competitive bidding requirement under AP 34 is satisfied and a Sole Source - Suspension of Competition is warranted, and that the best interests of the County would be served by entering into an agreement with Teledata Services Co. as there are critical low-voltage cabling service projects in need of completion in order to maintain operations and address emergent needs; and**
- 2. Approve and authorize the Chairman to execute an Agreement with Teledata Services Co. for internal low-voltage cabling services and emergency repairs, effective upon execution, not to exceed two-years, which includes a one-year base contract and one optional one-year extension, total not to exceed \$222,890.**

There is no additional Net County Cost associated with the recommended actions, which will allow the Information Technology Services Department (ITSD) to suspend the competitive bidding process under AP 34 and to enter into a sole source Agreement with Teledata Services Co. (Teledata) to complete nine internal low-voltage cabling projects and provide as-needed emergency repairs. This item is countywide.

ALTERNATIVE ACTION(S):

Should your Board not approve the recommended actions, ITSD will be required to put the projects on hold, which may negatively impact operations and construction schedules at four County locations. Your Board may direct staff to await the results of Request for Proposals (RFP) No. 26-034; however, the awarded vendor will not be able to complete the projects started by Teledata.

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

It is requested that the County find under AP 34 that an exception to the competitive bidding requirement is satisfied, and a Sole Source - Suspension of Competition is warranted to allow Teledata to complete the internal low-voltage cabling projects they have started. Due to liability concerns, industry practice dictates vendors will not assume work initiated by another vendor. The General Services Department - Purchasing Division (Purchasing) reviewed and concurs with the Department's assessment that this satisfies the exemption to the competitive bidding process under AP 34.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum

compensation for the recommended Agreement is \$222,890. Costs for these services are recovered through chargebacks to user departments. Sufficient appropriations and estimated revenues are included in ITSD Org 8905 FY 2025-26 Adopted Budget and will be included in future Recommended Budget requests for the duration of the Agreement term.

DISCUSSION:

ITSD coordinates low-voltage cabling for all County departments, as an essential part of the integrated data and phone network design. On April 9, 2024, the Board approved Agreement No. A-24-155 (original agreement) with Teledata to provide internal low-voltage cabling services, effective January 29, 2024, through January 28, 2026, total not to exceed \$3,450,000.

Due to unforeseen construction delays and a significant ongoing industry-wide shortage of materials, Teledata has been unable to complete the scheduled projects within the originally arranged time frame. This shortage has been exacerbated by supply chain disruptions and a high demand for key components of low-voltage cabling. The nine projects in the original agreement that have already been initiated but not yet completed by Teledata are located within the Area 2 Dispatch Station for the Sheriff's Department, the Pontiac Campus Building 4 remodel for the Probation Department, the Selma Building for the Library, and the Heritage Centre for the Department of Behavioral Health. The recommended Agreement will enable Teledata to finish these projects and provide emergency repairs until a new agreement is executed following the current RFP process.

Purchasing released RFP No. 26-034 on January 8, 2026. Questions were due January 30, 2026, and the solicitation closed on February 27, 2026. As the evaluation process is still underway, no determination has been made regarding the award of the new long-term agreement. It is possible that the resultant agreement will be awarded to a new vendor. Due to liability considerations, standard industry practice prevents vendors from assuming work initiated by another vendor. Therefore, if ITSD is directed to wait for the execution of the new long-term agreement and it is awarded to a new vendor, departments would be required to restart their projects. This would result in additional delays to project completion and increased costs borne by the departments. Additionally, Teledata will only provide as-needed repair services at the County's request until the new agreement is executed.

REFERENCE MATERIAL:

BAI #46, April 9, 2024

ATTACHMENTS INCLUDED AND/OR ON FILE:

Sole Source Acquisition Request
On file with Clerk - Agreement with Teledata

CAO ANALYST:

Amy Ryals