



# Board Agenda Item 23

DATE: April 22, 2025

TO: Board of Supervisors

SUBMITTED BY: John Zaroni, Sheriff-Coroner-Public Administrator

SUBJECT: Hitachi Digital Services, LLC Agreements for the Purchase, Installation and Maintenance of the Homeland Security Video Infrastructure Protection Program (VIPP)

RECOMMENDED ACTION(S):

- 1. Under Administrative Policy No. 34 for competitive bids or requests for proposals (AP 34), determine that an exception to the requirement for competitive bids or requests for proposals is satisfied due to unusual or extraordinary circumstances, and that the best interests of the County would be served by entering into an Agreement with Hitachi Digital Services, LLC for the purchase of security video equipment funded by the State Homeland Security Protection Program, and the installation and maintenance of the video infrastructure protection program;**
- 2. Approve and authorize the Chairman to execute the Video Infrastructure Protection Program Agreement with Hitachi Digital Services, LLC for the purchase and installation of Video Infrastructure Protection Program video security system, including all equipment and services, effective April 22, 2025 through April 21, 2030 which includes a three-year base contract and two optional one-year extensions, total not to exceed \$1,000,000; and**
- 3. Approve and authorize the Chairman to execute the Maintenance Agreement with Hitachi Digital Services, LLC for the maintenance and support of the new and current security video infrastructure, effective April 22, 2025 through April 21, 2030, which includes a one-year base contract and four optional one-year extensions, total not to exceed \$564,691.**

There is no increase in Net County Cost associated with the recommended actions. The Sheriff-Coroner-Public Administrator's Office was awarded additional grant funds of \$124,218 in 2022, \$124,218 in 2023, and \$135,549 in 2024 from the State Homeland Security Protection (SHSP) Program in order to provide additional visual/video security to specified locations throughout Fresno County. The first and second recommended actions will approve and authorize the Chairman to execute the agreements with Hitachi Digital Services, LLC (Hitachi) to purchase and install video security equipment and the third recommended action provides for maintenance and support of the new and current video equipment installations. This item is countywide.

ALTERNATIVE ACTION(S):

If the recommended actions are not approved, the Sheriff's Office will lose grant funds authorized for this project and impact the ability to expand security to critical locations.

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

The Sheriff's Office requests your Board find that an exception to the requirement for competitive bidding is

satisfied due to unusual circumstances, consistent with AP 34. In 2024, Hitachi acquired the video integration company (Avrio) that installed all of the current Video Infrastructure Protection Program (VIPP) cameras and related equipment. Hitachi has continued to install cameras and provide maintenance for the VIPP since taking over for Avrio. Hitachi has retained the same staff that originally designed, engineered and installed the current VIPP equipment. This intimate knowledge of the system is critical for the continued expansion and support of the VIPP. If the Sheriff's Office selected another vendor, the conversion, implementation, and training for a new system would be very costly and time consuming to the Sheriff's Office. The County Purchasing Department has reviewed and approved the Suspension of Competition.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. Sufficient appropriations and estimated revenues are included in the Sheriff-Coroner-Public Administrator's FY 2024-25 Org 3111 Adopted Budget. The Sheriff-Coroner-Public Administrator's Office has been awarded additional grant funds totaling \$383,985 from the SHSP program in order to provide additional visual/video security to specified locations throughout Fresno County. Of this amount, \$55,000 is designated for staff training and project management. There is an additional \$11,833 from the 2023 Justice Assistance Grant (JAG), which was approved by your Board on June 18, 2024. Additionally, system maintenance costs of \$338,817 through 2028 will be included in future budget requests.

DISCUSSION:

In the Spring of 2005, the U.S. Department of Homeland Security announced the availability of grant funding specifically through the SHSP, Buffer Zone Protection Program (BZPP), and the Law Enforcement Terrorism Prevention Program (LETPP). These funds are authorized to purchase equipment to protect and secure areas surrounding critical infrastructure and key resource sites such as chemical facilities, dams, and nuclear plants across the country. The grants provide targeted funding through states to local jurisdictions to purchase equipment that will extend the zone of protection beyond the gates of these critical facilities. The intent of each grant program is to assist and encourage local government agencies to work with the nation's prevention, preparedness, and response community and the private sector in a national effort to combat terrorism and secure our homeland.

This project is an ongoing endeavor to provide security for identified critical infrastructure sites within the County. The initial project provides an electronic video backbone that allows the video cameras to transmit video to the Sheriff's Office Headquarters; where Sheriff's Office members can control and record the activity. Several cameras have been installed, however, there are numerous sites that still need cameras and other equipment installed. The Sheriff's Office operations staff has identified those numerous sites as needing further protection and requiring installation of new equipment and cameras. These sites meet the requirements of the funding source. This ongoing project will require several more pieces of equipment, some unique to the sites, but generally to include cameras, cabling (electrical and video), switches, mesh, radios, antennas, conduit, monitors, workstations, video management software, solar power equipment, repeaters, encoders, engineering, installation, and system maintenance and service.

The recommended agreements contain non-standard language from the County's boilerplate agreement in regard to governing law location, non-assignment, indemnification, and limitation on liability. The Sheriff's Office believes the benefits of the recommended agreements outweigh any potential risks and recommends approval of the agreements as a prudent business decision.

REFERENCE MATERIAL:

BAI # 20, June 18, 2024

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition Acquisition Request for VIPP Agreement  
Suspension of Competition Acquisition Request for Maintenance Agreement  
On file with Clerk - Video Infrastructure Protection Program Agreement  
On file with Clerk - Maintenance Agreement

CAO ANALYST:

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