

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS  
OF SAN BERNARDINO COUNTY  
AND RECORD OF ACTION**

July 9, 2024

**FROM**

**PETE MENDOZA, Director, Purchasing Department**

**SUBJECT**

Amendments to Agreements for Video Management System Services, Software, License and Equipment

**RECOMMENDATION(S)**

1. Approve **Amendment No. 2** to the following agreements, effective June 11, 2024, for video management services, software, and equipment, increasing the fixed labor rate pricing to reflect competitiveness in the marketplace, with no change to the total contract term of November 17, 2020, through November 16, 2025:
    - a. **Agreement No. 20-1103** with Convergent Technologies LLC
    - b. **Agreement No. 20-1104** with Siemens Industries, Inc.
  2. Authorize the Purchasing Agent to add, or delete, services and equipment with contracted vendors, as required by County departments.
- (Presenter: Pete Mendoza, Director, 387-2073)

**COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES**

**Improve County Government Operations.**

**Operate in a Fiscally-Responsible and Business-Like Manner.**

**Ensure Development of a Well-Planned, Balanced, and Sustainable County.**

**Provide for the Safety, Health and Social Service Needs of County Residents.**

**FINANCIAL IMPACT**

Approval of this item will not result in the use of Discretionary General Funding (Net County Cost). Impact on individual department budgets is based upon the need for service. Departments that require video management services are responsible for ensuring adequate funding in current and future budgets. The annual expenditure for this contract is approximately \$3,229,071 based on the average for the last three years.

**BACKGROUND INFORMATION**

Approval of the recommended increase to fixed rates with Convergent Technologies LLC (Convergent) and Siemens Industries, Inc. (Siemens) will allow departments to continue to procure and maintain surveillance video management systems to secure County buildings and property, and to provide for the safety of employees and the public.

The new labor rates are competitive in the marketplace, as Convergent and Siemens has maintained their current rates for the last three and a half years. In December 2023, Convergent and Siemens requested a 12 percent increase. After extensive negotiations, Convergent and Siemens agreed to a four to six percent increase, applicable only to labor rates.

**Amendments to Agreements for Video Management System Services,  
Software, License and Equipment  
July 9, 2024**

On November 17, 2020 (Item No. 67), the Board of Supervisors (Board) approved Agreement No. 20-1103 with Convergent and Agreement No. 20-1104 with Siemens to provide surveillance video management, equipment, and software for a term of November 17, 2020, through November 16, 2025. A primary objective of this item was to standardize the use of Genetec Inc. (Genetec) equipment and software platform for video management and surveillance. Departments are to procure services, software, and equipment from either Convergent or Siemens based on fixed rates established in the agreements for projects up to \$60,000. Departments with projects over this threshold are required to complete the construction bid process pursuant to Public Contract Code.

On August 8, 2023 (Item No. 49), the Board approved non-financial Software License Agreement No. 23-856 with Genetec to include non-standard terms for licensing of all-in-one security monitoring software for the period of August 8, 2023, through November 16, 2025. As part of the same action, the Board also approved Amendments No. 1 to Agreement No. 20-1103 with Convergent and Agreement No. 20-1104 with Siemens for video management services, software, and equipment, adding the software license agreement with Genetec, with no change to the period of November 17, 2020, through November 16, 2025

The Purchasing Department recommends approval of Amendment No. 2 to Agreement No. 20-1103 with Convergent and Amendment No. 2 to Agreement No. 20-1104 with Siemens to increase the fixed rate labor pricing, effective June 11, 2024, through the remainder of the contract ending on November 16, 2025.

The proposed adjustment aims to facilitate County departments in fulfilling their video management systems project requirements effectively while ensuring competitiveness in the marketplace. Additionally, it addresses the diverse needs of the County for video surveillance management systems to enhance security measures across County buildings and properties.

This item is retroactive to June 11, 2024, due to extensive negotiations that were concluded in late April and is being presented at the next available Board meeting following operational, fiscal, and legal reviews.

**PROCUREMENT**

Not applicable.

**REVIEW BY OTHERS**

This item has been reviewed by County Counsel (Adam Ebright, Deputy County Counsel, 387-5455) on June 25, 2024; Finance (Kathleen Gonzalez, Administrative Analyst, 387-5412) on May 31, 2024; and County Finance and Administration (Paloma Hernandez-Barker, Deputy Executive Officer, 387-5423) on June 7, 2024.

**Amendments to Agreements for Video Management System Services,  
Software, License and Equipment  
July 9, 2024**

Record of Action of the Board of Supervisors  
San Bernardino County

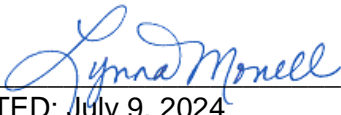
**APPROVED (CONSENT CALENDAR)**

Moved: Joe Baca, Jr. Seconded: Curt Hagman

Ayes: Col. Paul Cook (Ret.), Jesse Armendarez, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY



DATED: July 9, 2024



cc: Purchasing - Barajas w/ agrees  
Contractor c/o Purchasing w/ agree  
File w/ agree

JLL 07/16/2024