

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

April 8, 2025

FROM

DON DAY, Director, Project and Facilities Management Department

SUBJECT

California Participating Addendum to the Utah National Association of State Procurement Officers Master Agreement with Cisco Systems, Inc. for the Purchase of Cisco Network Building Control Systems for the Valley Communication Center Project

RECOMMENDATION(S)

1. Approve California Participating Addendum **Contract No. 25-221** (State No. 7-20-70-47-01) to the Utah National Association of State Procurement Officers Data Communications Products and Services Master Agreement No. AR3227 with Cisco Systems, Inc., including non-standard terms, for the purchase of Cisco Network building control systems and associated components from Presidio Networked Solutions Group, LLC for the Valley Communication Center Project, in the amount not-to-exceed \$317,017, for the period of March 25, 2025 through September 30, 2026.
2. Authorize the Purchasing Agent to execute any documents that may be required by the State of California to execute orders against the California Participating Addendum, subject to County Counsel review.

(Presenter: Don Day, Director, 387-5000)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Improve County Government Operations.

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

Pursue County Goals and Objectives by Working with Other Agencies and Stakeholders.

FINANCIAL IMPACT

Approval of this item will not result in additional costs to the project budget. The Valley Communication Center Project (WBSE 10.10.0181) (Project) budget of \$124,981,367 was approved on June 11, 2024 (Item No. 110), by the Board of Supervisors (Board) as part of the 2024-25 Capital Improvement Program (CIP) Budget. This contract award is within the total Project's budget.

BACKGROUND INFORMATION

On June 13, 2023 (Item No. 57), the Board awarded a construction contract for the Project, which

consists of a new three-story, 75,085 gross square foot building. The new facility will be occupied by the Sheriff/Coroner/Public Administrator, Office of Emergency Services, San Bernardino County Fire Protection District, Consolidated Fire Agencies, Inland Counties Emergency Medical Agency, Innovation and Technology Department (ITD), and the Project and Facilities Management Department (Facilities Division).

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April 8, 2025**

Approval of this item will authorize the purchase and install of the Cisco Systems Inc. (Cisco) building management system equipment that will allow network connections and telephone connectivity for the Building Management System that provides control and monitoring for the various building functions such as the Heating, Ventilation, and Air Conditioning, security, energy management and other mechanical, electrical and plumbing systems. Additionally, the system allows Internet Protocol address connectivity via a Wide Area Network that will enable building department staff to communicate outside of the building internal network.

Cisco is a data communications products and services provider, selling to federal, state and local government agencies, as well as education and healthcare markets through authorized resellers, such as Presidio Networked Solutions Group, LLC. After conducting a competitive bidding process, the State of Utah awarded Cisco the contract for the purchase of data communications products and services. The State of Utah has made this contract available for use by other government entities through the National Association of State Procurement Officers (NASPO) cooperative purchasing program that facilitates public procurement solicitations and agreements using a lead state model. The Utah NASPO agreement is identified as Master Agreement No. AR3227 (NASPO Agreement). The State of California executed the California Participating Addendum (California PA) to the Utah NASPO Agreement, which allows state agencies and local California government entities to make purchases under this NASPO Agreement by following the ordering procedures outlined by the State of California.

The California PA to the NASPO Agreement includes the State of California General Provision – Information Technology Contract No. GSPD-40 IT. Collectively, these terms form the procurement contract, which includes terms that differ from the standard County contract. The non-standard language includes the following:

1. Venue for disputes arising under the California PA is in Sacramento, California.
 - County Policy 11-05 requires venue for disputes in Superior Court of California, County of San Bernardino, San Bernardino District.
 - Potential Impact: Having a venue in Sacramento may result in additional expenses that exceed the amount of the Cisco Network building control systems and associated components.
2. Not all County insurance requirements pursuant to County Policy 11-07 are included. However, the California PA does include terms substantially similar to the County standard insurance requirements, including: (i) requiring the Contractor to maintain all commercial general liability insurance, workers' compensation insurance and any other insurance required under the contract; (ii) furnishing insurance certificates evidencing required insurance coverage acceptable to the State, including endorsements showing the State as an "additional insured" if required under the contract; (iii) providing required endorsements requested by the State; and (iv) providing a waiver of subrogation in favor of the State for its workers' compensation policy when performing work on state owned or controlled property.
 - The County standard contract requires contractors to carry appropriate insurance at limits and under conditions determined by the County's Risk Management Department.

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- Potential Impact: This insurance provision does not comply with County Policy 11-07 and potential claims not covered under the County's standard insurance requirements could leave the County financially liable.

The Project and Facilities Management Department (PFMD) recommends approval of the California PA, including the non-standard terms, as the agreement will enable PFMD to use County funds effectively by obtaining the Cisco Network building control systems and associated components at a competitive cost.

PROCUREMENT

ITD submitted an RFP for competitive bids and three equipment vendors responded. Three proposals were received by the established deadline. Proposals from the two vendors listed below met the minimum requirement and continued through the evaluation process.

Vendor	Vendor Address	Quote
Presidio Networked Solutions Group, LLC	5000 Hopyard Rd. Pleasanton CA 94588	\$317,017
Netsync Solutions Network	2500 West Loop South, Ste. 410/510 Houston TX 77027	\$321,527
Zones, LLC*	1102 15th St SW #102 Auburn, WA 98001	\$0

*Did not meet minimum bidding criteria.

PFMD and ITD recommend Presidio Networked Solutions Group, LLC (Presidio) be awarded the Purchase Order and Cisco contract for network building control systems and associated components. Presidio's pricing is based on the NASPO Agreement and subject to the terms of the NASPO Agreement.

County Policy 11-04, Procurement of Goods, Supplies, Equipment, and Services, requires the Department to seek Board approval for purchases of goods in excess of \$200,000 annually.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Kaleigh Ragon, Deputy County Counsel, 387-5455) on March 7, 2025; Purchasing (Ariel Gill, Supervising Buyer, 387-2148) on February 27, 2025; Project and Facilities Management (Rob Gilliam, Chief of Project Management, 387-5000) on March 3, 2025; Innovation and Technology (Steve Miller, Division Chief, 388-0705) on January 24, 2025; American Rescue Plan Act (Joon Cho, Chief Administrative Analyst, 387-5402) on March 3, 2025; Finance (Yael Verduzco, Principal Administrative Analyst, 387-5285) on March 24, 2025; and County Finance and Administration (Paloma Hernandez-Barker, Deputy Executive Officer, 387-5423) on March 24, 2025.

(SH: 909-771-1182)

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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: April 8, 2025



cc: PFMD - Brammer w/agree
Contractor - c/o PFMD w/agree
File - w/agree
CCM 04/11/2025