

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

November 17, 2020

FROM

VALERIE CLAY, Interim Director, Purchasing Department

SUBJECT

Video Management System Software, Services and Equipment

RECOMMENDATION(S)

1. Approve **Contracts** with the following integrators to provide Video Management System software, services and equipment throughout the County, at fixed rates, from November 17, 2020 through November 16, 2025.
 - a. Convergent Technologies, LLC. **Contract No. 20-1103.**
 - b. Siemens Industry, Inc. **Contract No. 20-1104.**
2. Authorize the Purchasing Agent to approve Video Management System services and equipment with contracted vendors, as needed by County departments.
(Presenter: Valerie Clay, Interim Director, 387-2074)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Improve County Government Operations.

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

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

FINANCIAL IMPACT

This item will not result in the use of additional Discretionary General Funding (Net County Cost). Impact on individual department budgets is based upon need for service, and departments that require a Video Management System and associated services and equipment are responsible for ensuring adequate funding in their current and/or future budgets

BACKGROUND INFORMATION

Approval of the recommended agreements will enable departments to procure and maintain a Video Management System (VMS) to secure County buildings and property, to provide for the safety of employees and the public, and to move forward with new systems and technology.

The County has the need for a single VMS platform and associated equipment in an effort to integrate existing and future access control, alarm monitoring and video management into a new, proposed enterprise solution from both a centralized location at the Information Services Department (ISD) and applicable department locations. Some facilities currently have access control systems by a variety of vendors such as Kantech, Lenel, Softwarehouse and Andover Controls. A subset of buildings have existing VMS operating on a variety of platforms such as Genetec, Avigilon and Pelco. These new agreements will provide a countywide standard VMS platform by which the County can start standardizing future access control, alarm monitoring and video management reporting.

Although the County has access control, intrusion detection, and fire suppression systems for many of its buildings and facilities, the County does not currently have unified management of its security systems. These contracts will move toward countywide standardization on the Genetec VMS platform which is capable of working with a wide variety of video surveillance equipment, with integration of access control, intrusion detection, and fire suppression systems. Buildings operating on other platforms will be supported until the equipment reaches its end of life, and at that time, they will be transferred to the countywide Genetec platform. Services under these contracts will include design, installation, repair and preventative maintenance of the VMS platform and associated equipment.

When a department identifies an individual security project, the VMS integrators will be given a scope of work, propose a solution and provide equipment specifications. Through the Real Estate Services Department-Project Management Division, an architect will design project plans and specifications. The construction portion of the project will be bid in compliance with the Public Contract Code, and the successful contractor will work with the VMS provider to identify dependencies on County infrastructure and coordinate with appropriate departments for the equipment and installation. Finally, departments will coordinate with ISD to ensure review of technical deliverables such as bandwidth capabilities and system integration.

Projects in leased facilities will require landlord approval and may require contractual adjustments.

Contracts have been negotiated at fixed per unit rates for equipment, labor and services.

PROCUREMENT

On May 18, 2020, a Request for Proposals (RFP) 20-PURC-3810 for Video Management Systems Services, Software, and Equipment was released. Six responsive proposals were received by the proposal deadline:

Vendor	System Type	Location
Convergint Technologies, LLC	Genetec, Axis, Pelco, Avigilon	Orange, CA
Siemens Industry, Inc.	Genetec, Avigilon, Milestone, Siemens SiVeillance and Bosch	Cypress, CA
Leverage Information Systems, Inc.	Detect	Woodinville, WA
DC Electronics Two, Inc. dba IE Alarm Systems	Milestone, Wave and Hanwha/Samsung	Riverside, CA
Golden Star Technology, Inc.	Bosch, Hanwha, Axis	Cerritos, CA
Troy Alarm	Exacq Technologies	Riverside, CA

An evaluation panel comprised of representatives from ISD, Probation, Sheriff/Coroner/Public Administrator, Auditor-Controller/Treasurer/Tax Collector, Real Estate Services and Facilities Management evaluated the proposals based on qualifications and experience, technical service plan, cost, references and oral presentations. The evaluation panel recommended contracts with the two proposers who provide Genetec VMS platforms.

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Approval of this item will authorize five-year contracts with Convergent Technologies and Siemens Industry, Inc. using the Genetec VMS platform. Under the recommended contracts, the Integrators will meet the County's standard indemnification and insurance requirements, and are required to inform the County of new technologies that become available throughout the duration of the contract.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Suzanne Bryant, Deputy County Counsel, 387-5455) on September 8, 2020; Information Services Department (Jake Cordova, Division Chief, 388-0503) on September 9, 2020; County Administrative Office (Ginger Roosa, Administrative Analyst, 387-4384) on September 10, 2020; Finance (Monique Amis, Administrative Analyst, 387-5402) on October 29, 2020; County Finance and Administration (Kelly Welty, Deputy Executive Officer, 387-4376) on October 29, 2020

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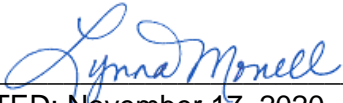
Record of Action of the Board of Supervisors
County of San Bernardino

APPROVED (CONSENT CALENDAR)

Moved: Robert A. Lovingood Seconded: Josie Gonzales

Ayes: Robert A. Lovingood, Janice Rutherford, Dawn Rowe, Curt Hagman, Josie Gonzales

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: November 17, 2020



cc: Purchasing- Barajas w/agree
Contractor- C/O Purchasing
File- w/agree

LA 11/23/2020