

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager *BW*
DATE: May 6, 2014
SUBJECT: Security & Fire Alarm Monitoring Services – Security & Asset Management LP dba Sonitrol of Sacramento

ACTION REQUESTED

1. Approve the renewal of competitively bid and negotiated blanket purchase orders (BPOs) with Security & Asset Management LP dba Sonitrol of Sacramento for Security and Fire Alarm Monitoring, Maintenance, Repair and Installation Services for the period of July 1, 2014 through June 30, 2015 in the maximum aggregate amount of \$174,000 funded by the proposed FY 2014-2015 Department Budgets.
2. Authorize the Purchasing Manager to sign the resulting BPOs and transfer funds between BPOs as needed.

BACKGROUND

Administrative Services, Clerk-Recorder-Elections, Assessor, Auditor-Controller, Treasurer-Tax Collector, Emergency Services, Facility Services, Health and Human Services, CEO, Probation, Child Support Services, and the Library require blanket purchase orders with a vendor to provide security, fire, and panic alarm system monitoring, maintenance, repair and installation services for their alarmed areas and facilities.

The County's alarm systems were monitored and maintained by multiple firms that merged or were acquired by competitors during a period of consolidation in the security alarm monitoring industry that occurred during a period of 6 years, and eventually resulted in a vendor dropping the County's alarm monitoring accounts after it was acquired by another firm. On August 20, 2013, your Board approved the renewal of alarm monitoring BPOs that were consolidated under Security & Asset Management LP dba Sonitrol of Sacramento (Sonitrol) through a competitive bid and negotiated agreements. These BPOs will expire on June 30, 2014.

Procurement Services has determined that it is in the best interest of the County to renew the Sonitrol BPOs to avoid the interruption of County business and based on good business sense per PPM Section 1.3(o). Soliciting bids every few years for alarm system monitoring services is impractical due to costs to replace existing proprietary alarm panels or panels with lock-out modules, one-time takeover fees for the initial contract period, and potential for lapse in coverage while transitioning between vendors.

Sonitrol agreed to renew at the same pricing, terms and conditions. Your Board's approval is required to renew these BPOs effective through June 30, 2015.

FISCAL IMPACT

This award will result in BPOs in the maximum aggregate amount of \$174,000 and will be effective for the period July 1, 2014 through June 30, 2015. Departments are responsible for budgeting properly for their own expenditures from the resulting BPOs.

cc: Melissa Nunnink, Administrative & Fiscal Operations Manager - Administrative Services
Pam Cummings, Administrative Services Officer - Assessor
Jeff Thompson, Senior Administrative Services Officer - Child Support Services
Andy Sisk, County Auditor-Controller, Auditor-Controller's Office
Gina Myren, Administrative Services Officer - Clerk-Recorder-Elections
Kim Davis, Senior Administrative Services Officer - CEO
Val Bayne, Administrative Services Manager - Facility Services
Stan Hapak, Budget & Fiscal Operations Manager - HHS-Fiscal
Mary George, Director of Library Services - Library
Chris Artim, Senior Administrative Services Officer - Probation
Jenine Windeshausen, Treasurer-Tax Collector - Treasury-Tax Collector's Office