



**MEMORANDUM**  
**ADMINISTRATIVE SERVICES**  
**PROCUREMENT SERVICES**  
County of Placer

TO: Board of Supervisors  
FROM: Brett Wood, Purchasing Manager  
SUBJECT: Master Service Agreement for Security System Installation and Maintenance – Telesonics, Inc. dba Sonitrol of Sacramento

---

**ACTION REQUESTED**

Approve a Master Service Agreement with Telesonics, Inc. dba Sonitrol of Sacramento, CA for security system installation, alteration, expansion, upgrade, monitoring, maintenance and repair services for various Placer County facilities in the maximum amount of \$400,000 for the period July 1, 2016 through June 30, 2019;

Approve Change Order No. 1 to Blanket Purchase Order No. 22082 with Security & Asset Management LP dba Sonitrol of Sacramento, CA for security system monitoring, maintenance and repair services in the amount of \$57,000 for a revised maximum amount of \$107,000;

Approve the option to renew the Master Service Agreement and resulting blanket purchase orders, for two (2) additional one-year terms with a renewal amount not to exceed 10 percent in aggregate of the award amount; and

Authorize the Purchasing Manager to sign all required documents.

**BACKGROUND**

On July 7, 2015, the Purchasing Manager approved a blanket purchase order (BPO) with Security & Asset Management LP dba Sonitrol of Sacramento, CA (Sonitrol) for security system monitoring, maintenance and repair services. The resulting BPO No. 22082 was awarded in the maximum amount of \$50,000. An additional \$57,000 is required to facilitate services for existing systems through the BPO contract period ending June 30, 2016.

Placer County facilities are secured by intrusion systems, panic and hold-up alarm systems, access control systems, closed-circuit television and internet protocol surveillance and monitoring systems, and other related security systems that have been installed through the years by various departments. The County's security systems were maintained and monitored by multiple firms that merged or were acquired by competitors during a period of consolidation in the security alarm monitoring industry. The security system maintenance and monitoring services were further consolidated under countywide Sonitrol blanket purchase orders through a competitive bid and negotiated agreements, and, through the efforts of the Telecommunications Division, the County has established Sonitrol as the County standard for security systems.

The Procurement Services Division has determined that it is in the County's best interest to establish a Master Service Agreement (MSA) with Sonitrol to facilitate ongoing maintenance and monitoring of existing proprietary security systems and further streamline the procurement of additional security systems. The Procurement Services Division and Sonitrol have negotiated rates, terms and conditions for an MSA for security system installation, alteration, expansion, upgrade, monitoring, maintenance and repair services.

The requested MSA in the maximum amount of \$400,000 and BPO increase of \$57,000 exceed the Purchasing Manager's authority and require your Board's approval in accordance with Purchasing Policy Manual Section 2.1(c).

**FISCAL IMPACT**

Upon your Board's approval, an MSA in the maximum amount of \$400,000 will be awarded to Sonitrol, and Change Order No. 1 will be issued to increase BPO No. 22082 by \$57,000 resulting in a new maximum amount of \$107,000. Each department budgets for these expenses within their own appropriations. Funds are not encumbered until services are provided against the Sonitrol contracts.

cc: Dieter Wittenberg, Information Technology Manager, Department of Administrative Services