



**M E M O R A N D U M**  
**COUNTY EXECUTIVE OFFICE**  
**Procurement Services Division**  
County of Placer

TO: Board of Supervisors DATE: June 8, 2021  
FROM: Todd Leopold, County Executive Officer  
By: Brett Wood, Purchasing Manager  
SUBJECT: Security System Installation and Maintenance – Sonitrol of Sacramento LLC

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**ACTION REQUESTED**

Approve an amendment in the amount of \$40,000 to an annual service contract with Sonitrol of Sacramento LLC for security system monitoring and maintenance services for a new maximum amount of \$250,000 for the period through June 30, 2021.

Approve the renewal of an annual service contract with Sonitrol of Sacramento LLC for security system monitoring and maintenance services in the maximum amount of \$250,000 for the period July 1, 2021 through June 30, 2022.

Approve the option to renew the annual service contract for two additional one-year terms with a renewal amount not to exceed 10 percent of the award amount.

Approve a Master Service Agreement with Sonitrol of Sacramento LLC, CA for security system equipment, installation, and repairs for various Placer County facilities in the maximum amount of \$1,200,000 for the period July 1, 2021 through June 30, 2024.

Authorize the Purchasing Manager to sign all required documents.

**BACKGROUND**

Placer County facilities are secured by intrusion and panic alarm systems, access control systems, closed-circuit television systems, security camera systems, and other related security systems that were installed by multiple electronic security vendors for various departments at different times over the years. Through the efforts of the Information Technology Department, the County has established Sonitrol of Sacramento LLC (Sonitrol) as the County standard for electronic security systems. As a result, installation, alteration, upgrade, monitoring, maintenance, and repair services for these security systems were consolidated under a negotiated agreement with Sonitrol in 2016. Our current agreement ends on June 30, 2021.

The Procurement Division after discussions with the Facilities Management and Information Technology Departments has determined that conducting a competitive Request for Proposal is not in the best interest of the County currently. There would be a high cost of transitioning to a different system including infrastructure changes that would likely be needed and the current system fully meets the County's current needs for security monitoring services. In addition, these systems are proprietary in nature and are functionally not available to other security monitoring firms with replacement. These reasons are supported by the Procurement Policy Section 3.5 D & E where the County may elect to renew or extend an agreement if it is in the best interest of the County and where competitive proposals do not produce an advantage.

Your Board previously approved the Master Service Agreement (MSA) with Sonitrol on April 16, 2016, and subsequently approved increases to the MSA on February 5, 2019 up to an amount of \$1,110,000 which included an annual service contract with Sonitrol for security system monitoring and maintenance services in the maximum amount of \$210,000. An additional \$40,000 is required to facilitate monitoring and maintenance services for existing and newly installed systems through the contract period ending June 30, 2021.

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 majority of new security system equipment installed includes a monthly fee for monitoring and maintenance services and the County maintains a specific contract with Sonitrol for these monthly fees based on the MSA.

Specific purchases with Sonitrol for new or upgraded installation projects are issued against the MSA as they are funded and will comply with the County's Security Camera Systems Policy. Since the inception of the MSA, the County has completed 68 distinct projects with nine different departments resulting in either new or significantly upgraded existing systems. The terms and conditions of the MSA prevail over all Sonitrol contracts issued.

The requested MSA in the maximum amount of \$1,200,000, annual contract increase of \$40,000, and annual contract renewal in the maximum amount of \$250,000 exceed the Purchasing Manager's authority and require your Board's approval in accordance with Procurement Policy Section 6.1.

### **FISCAL IMPACT**

Upon your Board's approval, an MSA in the maximum amount of \$1,200,000 will be established with Sonitrol, an amendment will be issued to increase the current contract by \$40,000 resulting in a new maximum amount of \$250,000, and a new annual service maintenance contract will be executed in the maximum amount of \$250,000. The MSA and service contract are shared by multiple County departments. Each department budgets for these expenses within their own appropriations. Funds are not encumbered until services are ordered against the MSA and annual contract.

### **ATTACHMENT**

Master Services Agreement on file with the Clerk-of-the-Board