



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

Requested Board Meeting Date: January 3, 2017

or Procurement Director Award ☐

Contractor/Vendor Name (DBA): Advent Electric Inc.,

Project Title/Description:

ADC Electronic Security Maintenance

Purpose:

Amendment of Award: Master Agreement MA-PO-13-008, to process a one-time increase of \$542,130.00 to a cumulative not-to-exceed amount of \$1,747,130.00.

Administering Department: Sheriff.

Procurement Method:

Pursuant to Pima County Procurement Code 11.12.010, Competitive Sealed Bidding, Solicitation No. 52304 was conducted. This contract was awarded by the Procurement Director on 7/13/12, as a five (5) year award in a not-to-exceed amount of \$850,000.00.

On October 18, 2016, the Board of Supervisors approved a one-time increase of \$355,000.00 to a cumulative not-to-exceed amount of \$1,205,000.00 to update stationary security cameras throughout the Adult Detention Complex.

This increase is required to allow installation of rotating security cameras and replace cabling to accommodate those cameras. The original cabling was installed in 1984 and the replacement cabling will upgrade from analog to digital signals. It is in the best interest of the County to utilize the current contractor who has been performing the maintenance, including replacement of parts as needed. The increase of \$542,130.00 allows for materials and service of \$516,210.00 and taxes of \$25,920.00.

Attachment: Sheriff Department Memo & Master Agreement.

Program Goals/Predicted Outcomes:

The camera upgrade to the video surveillance system will enhance the overall security of the facility, while providing a safe and secure environment for officers and inmates alike.

Public Benefit:

Liability reduction through improved facility security, providing a safer environment for officers and inmates.

Metrics Available to Measure Performance:

Incident reports involving assaults, escapes, contraband and facility security can be reviewed annually and compared against previous years.

Retroactive:

No

TO: COB 12-21-16(1)
Vers. 10
pgs.: 6

Procure Dept 12/20/16 PM04:26

Original Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____
Effective Date: _____ Termination Date: _____ Prior Contract Number (Synergen/CMS): _____
☐ Expense Amount: \$ _____ ☐ Revenue Amount: \$ _____
Funding Source(s): _____

Cost to Pima County General Fund: _____

Contract is fully or partially funded with Federal Funds? ☐ Yes ☐ No ☐ Not Applicable to Grant Awards
Were insurance or indemnity clauses modified? ☐ Yes ☐ No ☐ Not Applicable to Grant Awards
Vendor is using a Social Security Number? ☐ Yes ☐ No ☐ Not Applicable to Grant Awards

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 13-008
Amendment No.: _____ AMS Version No.: 10
Effective Date: 1/3/2017 New Termination Date: _____
☒ Expense ☐ Revenue ☒ Increase ☐ Decrease Amount This Amendment: \$ 542,130.00
Funding Source(s): Inmate Welfare Fund

Cost to Pima County General Fund: \$0

Contact: Debbie Knutson, Commodity Contracts Officer *DL* *Aracely 12/20/16*
Department: Procurement Telephone: 520-724-3736
Department Director Signature/Date: *Maggie 12-20-16*
Deputy County Administrator Signature/Date: *Jon Burke 12-20-16*
County Administrator Signature/Date: *by Jon Burke 12-20-16*
(Required for Board Agenda/Addendum Items)



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 13000000000000000008

MA Version: 10

Page: 1 of 2

Description: ADC Electronic Security Maintenance IFB 52304

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Pima County Procurement Department
130 W. Congress St. 3rd Fl
Tucson AZ 85701

Issued By: DEBORAH KNUTSON
Phone: 5207243736
Email: debbie.knutson@pima.gov

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Initiation Date: 01-03-2017
Expiration Date: 11-07-2017

NTE Amount: \$1,747,130.00
Used Amount: \$865,258.36

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ADVENT ELECTRIC INC
DBA: ADVENT ELECTRIC INC
P.O. Box 1938
Gilbert AZ 85299

Contact: THANH TRINH
Phone: 800-782-5490
Email: LEE@ADVENTELECTRICINC.COM
Terms: 0.00 %
Days: 30

Shipping Method:

Delivery Type:

FOB:

Modification Reason

Increase the contract not-to-exceed amount by \$542,130.00 to a cumulative not-to-exceed amount of \$1,747,130.00.

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



PIMA COUNTY

MASTER AGREEMENT DETAILS

Master Agreement No: 13000000000000000008

MA Version: 10

Page: 2 of 2

Line	Description					
1	Full Warranty and PM Service for Critical and Sensitive Sys					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	MO	\$12,865.00			
2	Preventative Maintenance Service time and material					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	HOUR	\$75.00			
3	Misc Service and Material Fees					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.00			
4	Replace analog equipment & cabling with digital & 37 cameras					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$424,917.00			
5	Labor for Cabling and Cameras					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$91,293.00			



PIMA COUNTY SHERIFF'S DEPARTMENT

December 20, 2016

Ms. Mary Jo Furphy
Director, Pima County Procurement
130 W. Congress
Tucson, AZ 85701

RE: MA 13*008, ADC Electronic Security System Maintenance Contract

Dear Director Furphy,

I am responding to your memo dated December 14, 2016 regarding the Pima County Adult Detention Complex's (PCADC) second request to process an increase to this contract. I apologize for not having reached out to you prior to this and agree that a full explanation is needed. We have already received a \$355,000.00 increase and we are asking for another \$516,210.00 to complete the project. The entire \$871,200.00 would be payable from the Inmate Welfare Fund, and would not touch general fund dollars at all. The security system of the PCADC is a critical component of our operation and must be 100% functional for us to provide for the safety of staff and inmates in our custody.

Over the past year, the PCADC has been experiencing periodic failures to this critical system. Repairs have been accomplished to date, but can no longer be made without a significant upgrade to the software and hardware systems that support the video and recording functions at the jail. We were notified earlier this year that equipment and parts to maintain our Bosch recording system are no longer being manufactured and there are no back-up components available, should the system fail. As the computer systems and various components begin to fail, the entire system will become inoperable. We have already seen significant failures in our power supplies, our video matrix switchers (that allow our cameras to communicate with our control room) and in our current recording platforms.

We currently have a maintenance contract with Advent Electric for the full maintenance of the entire PCADC security system which includes coverage for the main equipment, a 40-hour on-site technician, a 24/7 on-call technician with immediate response times during failures and restoration of system operation within three hours. We did not attempt to obtain a formal bid process for this work because a third party company installing new products on the joint security system maintained under this contract would void the maintenance agreement and leave us without coverage for this critical system. Based on our experiences this year, we do not believe the current system components will survive the life of this contract, (October 2017) which is why we are asking to move forward with the increase to this contract.

Part of the problems stems solely from the age of the equipment. The surveillance and recording systems at the PCADC were, in part, installed in 1984 when analog cameras and recording systems were first introduced in the correctional industry. Analog systems are now old technology and as such are no longer widely used or supported. This makes replacement parts difficult to procure, since most of these systems are no longer being manufactured.

The PCADC surveillance system contains approximately 435 analog cameras and ten, 16-channel video recorders which all feed into a much larger security component at the Jail. We are currently monitoring live all of the inmate housing units and recording over 200 cameras 24 hours a day. The entire system controls all automation throughout the jail and at installation would have cost over \$20 million dollars. This is the "brain" of the jail, for lack of a better term, where all communication and movement is controlled electronically for the 500,000 sq. foot complex. These cameras and recorders are just a small piece of a much bigger security system that connects the cameras, intercoms, door locks, door operations, elevators, live-monitoring of inmate areas, emergency response systems, fire suppression systems and the staff communication systems to allow a coordinated electronic operation. A failure of this system is a serious safety and security concern, requiring the complex to suspend normal operations until cameras and communication functionality are restored.

Although we knew the age of the system when we went out to bid in 2012 for this contract, we did not anticipate component parts becoming extinct or no longer being manufactured. The expectation was that we could operate on a maintenance agreement and replace parts and components as needed over that five-year period. As digital video becomes the mainstream and more affordable, many companies have stopped supporting the analog systems, which is the case with our system now.

We are asking for a total increase to the contract of \$871,200.00 to upgrade the equipment necessary to keep the existing system operational. To do so, requires two phases of work, a camera replacement and a wiring and recording system replacement. Phase one required us to replace the analog cameras with digital cameras, which was \$355,000.00. This was already approved by the Board on October 18, 2017 and work has already begun. Phase two, which is the most critical element, is to replace the coaxial wiring and recording system. This is where the equipment failures are occurring. We could not proceed with phase two without replacing the cameras in phase one, as the new network video recording systems will not read the signals from analog cameras. This repair will require the replacement of that system with a full digital network recording system and is expected to cost \$516,210.00 (includes wiring, equipment and labor). Again, all costs related to this upgrade will be paid in full through Inmate Welfare funds and will not impact the County General Fund.

We believe the prices quoted for this work are fair and competitive and meet the guidelines of the current contract. The contractor has given us the requisite 10% off the materials, labor and installation expenses.

In short, the PCADC cannot operate without the system and barring the upgraded equipment, we fear a catastrophic failure. I understand and agree that when possible a

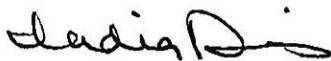
competitive bid process should be followed to ensure reasonable pricing and impartiality. Unfortunately due to system age and current failures, we do not have the ability to wait a year or more to make the necessary repairs and replacements. Future failures will not be able to be repaired or replaced and will render us "blind" in this environment. We could not safely operate the jail without the ability to live-monitor the inmate housing units to ensure safety of the officers, or identify individuals at our entrances, exits, doors and elevators to allow proper egress. In addition, the system recordings are utilized frequently by Pima County Risk Management and Pima County Civil Department to deny claims outright and to defend the County in criminal and civil litigation. Without the recordings, we would have no definitive defense for the claims against the Jail.

On the first amended award of \$355,000.00, there was an error on our part in processing the invoice and we did process a partial receiver on the services before completion of the project. The cameras were received but had not been fully installed. I have instructed my staff not to process any further payments or invoices until all of the work is completed. I also noted on the Board of Supervisors agenda Item Report that the \$355,000.00 was processed as an increase and the funding source was listed as General Fund. This is not the appropriate funding for this project, it should be funded by the Inmate Welfare Fund. We have noted that internally for payment purposes, I just wanted to bring this to your attention in case the amendment information needed to be corrected.

After this phase two work is approved and completed, barring a failure of the system due to natural or manmade causes, there are no other issues with this system that warrant immediate action.

Thank you again for your time on this matter. I apologize for the confusion and our lack of communication regarding the justifications for this large increase. I respectfully ask for your reconsideration in approving this additional increase. If approved to go to the Board for consideration, I am planning to attend the Board of Supervisors meeting to verbally respond to the Board's questions, should they have any. I can be reached at 351-8333 or 940-4538 should you wish to discuss this request further.

Sincerely,

A handwritten signature in black ink, appearing to read "India Davis".

India Davis
Corrections Bureau Chief
Pima County Sheriff's Department

Item	Quantity	Description	MSRP	Extended MSRP	Labor
1	37	OUTDOOR/PENDANT NETWORK PTZ DOME; 1080p (1920x1080) low-light day/night camera with 30X optical zoom lens; WDR; ONVIF compliant	\$ 3,900.00	\$ 144,300.00	4hrs/each remove old, install new and bring up online
2	1	Nucleus- Video Server	\$ 3,965.00	\$ 3,965.00	60 hrs configure and program
3	4	VMDC- Virtual Matrix display and control with keyboard.	\$ 8,675.00	\$ 34,700.00	8hrs /each configure and program camera display and alarm call up
4	16	Viewing workstation	\$ 3,389.00	\$ 54,224.00	6hrs/each configure and program local display
5	4	Workstation with license.	\$ 3,399.00	\$ 13,596.00	8hrs/each configure and program cameras display, download, and burn to disk/thumbdrive
6	9	NVR-17TB with internal RAID.	\$ 16,695.00	\$ 150,255.00	24 hrs/each configure and program cameras recording
7	14	40" LED monitor with mount	\$ 500.00	\$ 7,000.00	1 hr/each remove old and install new
8	10	IP SURFACE MOUNT INDOOR/OUTDOOR VANDAL-RESISTANT DOME CAMERA; 1080p (2 megapixel) maximum resolution; includes 1/2.8-in. high-resolution day/night camera with WDR and DNR; 3-9 mm varifocal autoiris lens; PoE or 12 VDC capability; IR illuminators; heater and clear dome. Onvif compliant. Plus conduit, raceway, backbox, mount, cable, etc...	\$ 2,200.00	\$ 22,000.00	New installation. Configure and program
Included but not listing as separate item					
9	80	CAT6 plenum type cables- 1000'	\$ 258.00	\$ 20,640.00	
10	18	POE - Network switches - with fiber transceivers	\$ 589.00	\$ 10,602.00	
11	1	Labor : replace coaxial with data cable and install RJ45 connectors	\$ 91,293.00	\$ 91,293.00	
		Subtotal		\$ 552,575.00	
		Labor to configure headend equipments			598 hrs
		Discounted on materials ~ 10% (items 1-7)		\$ (36,365.00)	
		Total		\$ 516,210.00	

Scope:

1/ Replace headend analog video system with digital video system

2/Replace coaxial with cat6 cable by pulling out coaxial from each camera and pulling in the cat6. One by one.

1233 hrs

Total		1831 hrs
Rate @ \$40.00	\$	73,240.00
Rentals, expenses, misc.	\$	18,053.00