



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
May 21, 2024

TOPIC: On-Call Network Cabling Services

AGENDA TITLE

Amend Agreements for On-Call Network Cabling Services (Specification No. 22-032)
(Non-General Fund)

RECOMMENDED ACTION

Amend agreements with American Integrated Security Group Inc., Pacific Coast Cabling Inc., and Pratt Communications Inc. to increase the aggregate agreement amount by \$900,000, for a revised aggregate amount not to exceed \$1,500,000 for the remainder of the current three-year period and the remaining optional one-year renewals (Core Agreement No. A-2024-XXX).

GOVERNMENT CODE §84308 APPLIES: Yes

DISCUSSION

On August 16, 2022 at the conclusion of a competitive bidding process, the City entered into three-year aggregate agreements with American Integrated Security Group, Inc., Pacific Coast Cabling, Inc., and Pratt Communications, Inc. with provisions for three one-year renewals. The purpose of these agreements was to provide cabling services from private sector firms on an operational and project need basis to assist in upgrading, replacing, and implementing low voltage cabling infrastructure. These original agreements were awarded in an annual amount not to exceed \$100,000, for a total aggregate amount not to exceed \$600,000 if all options are executed.

Staff requests an amendment to increase the agreement amounts in order to accommodate the higher-than-expected demand for cabling services resulting from City remodeling projects and new IT projects. Several City facilities, including City Hall, the Ross Annex, all library locations, and the City Yard are currently undergoing extensive renovations. Each of these projects include reconfiguration of office spaces, modifications to existing floor plans, and the addition of workstations that require voice and data communication services that require new cabling. In addition, the Information Technology Department (IT) has just started a project to refresh the City's Wireless network and it is expected that extensive cabling will be needed to support that project.

FISCAL IMPACT

Funding is available in the FY 2023-24 budget for an estimated amount of \$150,000 in various departmental Professional Services Expense account (no. 62300). Future fiscal year funding will be included in the proposed budgets for City Council consideration. The exact amount spent in each fiscal year can only be estimated. The estimated not-to-exceed amounts for each year of the blanket agreements would be as follows:

Fiscal Year	Agreement Term	Estimated Not-To-Exceed Amount
2023-2024	August 16, 2023 - June 30, 2024	150,000
2024-2025	July 1, 2024 - June 30, 2025	300,000
2025-2026	July 1, 2025 - June 30, 2026 (Optional)	300,000
2026-2027	July 1, 2026 - June 30, 2027 (Optional)	300,000
2027-2028	July 1, 2027 - June 30, 2028 (Optional)	300,000
2028-2029	July 1, 2028 - August 16, 2028 (Optional)	150,000
Total		1,500,000

EXHIBIT(S)

1. Agreement with American Integrated Security Group, Inc.
2. Agreement with Pacific Coast Cabling, Inc.
3. Agreement with Pratt Communications, Inc.

Submitted By: Jack Ciulla, Chief Technology Innovations Officer

Approved By: Alvaro Nuñez, Acting City Manager