



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**August 16, 2022**

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**TOPIC:** Approve Agreements for On-Call Network Cabling Services

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**AGENDA TITLE:**

Approve Agreements for On-Call Network Cabling Services in an Aggregate Annual Amount not to Exceed \$100,000 (Specification No. 22-032) (Non-General Fund)

**RECOMMENDED ACTION**

Authorize the City Manager to execute agreements with American Integrated Security Group Inc., Pacific Coast Cabling Inc., and Pratt Communications Inc. to provide on-call network cabling services for a three-year period beginning August 16, 2022 and expiring August 16, 2025, with a provision for three optional one-year extensions, exercisable by the City Manager, in an aggregate annual amount not to exceed \$100,000, for a total aggregate amount not to exceed \$600,000 if all optional extensions are executed, subject to non-substantive changes approved by the City Manager and City Attorney.

**DISCUSSION**

The City of Santa Ana's Information Technology Department (ITD) provides operations, voice and data communication services to all City-staffed locations. To facilitate the adoption of new technology, support changes, additions, and moves through the city, and maintain reliable operations of existing technology, the Information Technology Department utilizes professional and technical cabling services from private sector firms on an operational and project need basis to assist in upgrading, replacing, and implementing low voltage cabling infrastructure.

The ITD maintains a high-quality cabling infrastructure within City facilities to ensure high-availability and reliability of City systems. Multiple agreements are recommended to make certain that ITD has a pool of qualified companies readily available to quickly deliver technical services when they are needed and to obtain the most competitive rates.

**Local Vendor Preference**

For bid evaluation purposes, qualified local bidders may receive either a 7 percent preference for "small" Santa Ana businesses, or a 4 percent preference for "small" Orange County businesses, which is given respectively on all qualifying bids for materials,

supplies, labor, equipment or services, pursuant to the Small Local Business Preference Program under Ordinance NS-2828. Small Local Business Preference eligibility requirements are available on the City's website at [www.santa-ana.org/local-preference-program](http://www.santa-ana.org/local-preference-program). Vendors located within the City of Santa Ana limits that do not qualify for the small local business preference program may receive a 1 percent local vendor preference when evaluating their total bid.

The notice inviting bids was advertised on March 23, 2022, on the City's online bid management and publication system. A summary of the bid invitation and bids received is as follows:

615	Vendors were notified
21	Santa Ana vendors were notified
35	Vendors downloaded the bid packet
3	Bids received
1	Bid received from a Santa Ana vendor

The bids were received and opened on April 26, 2022, and evaluated. The bids submitted by American Integrated Security Group Inc., Pacific Coast Cabling Inc., and Pratt Communications Inc. are all responsive to the specifications and meets the City's requirements.

<u>Vendor</u>	<u>Location</u>
American Integrated Security Group, Inc.	Monterey Park
Pacific Coast Cabling, Inc.	Chatsworth
Pratt Communications, Inc.	Santa Ana

### **ENVIRONMENTAL IMPACT**

There is no environmental impact associated with this action.

### **FISCAL IMPACT**

Funds in the amount of \$100,000 are available in the FY22-23 Network & Telecommunications, Contract Services-Professional Account (No. 10920140-62300) and will be budgeted annually in subsequent fiscal years, including the renewal options if exercised.

<b>Fiscal Year</b>	<b>Accounting Unit – Account No.</b>	<b>Fund Description</b>	<b>Accounting Unit – Account Description</b>	<b>Amount</b>
2022-23	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
2023-24	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
2024-25	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
2025-26	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
2026-27	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
2027-28	10920140-62300	Information Technology	Network & Telecommunication – Contract Services-Professional	\$100,000
<b>Total</b>				<b>\$600,000</b>

**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: Kristine Ridge, City Manager