



**COUNTY OF SAN MATEO**  
Inter-Departmental Correspondence  
Information Services



**Date:** April 30, 2013  
**Board Meeting Date:** June 4, 2013  
**Special Notice / Hearing:** None  
**Vote Required:** Majority

**To:** Honorable Board of Supervisors

**From:** Jon Walton, CIO/Director of Information Services Department

**Subject:** Agreement with Johnson Controls Incorporated

**RECOMMENDATION:**

Adopt a Resolution waiving the Request for Proposals process and authorizing an agreement with Johnson Controls Inc. for hardware and installation services, for the term of June 4, 2013 through June 3, 2014, in the amount of \$302,048.

**BACKGROUND:**

In 1998, the Johnson Controls Inc. (JCI) Cardkey Security System was selected through an RFP process conducted by the Sheriff's Office in order to provide an increased level of security for County facilities. As part of the County's overall security plan, JCI initially installed an entry and exit card scanning system in the Hall of Justice (HOJ) in order to provide a secure and safe environment for employees and visitors of the HOJ. Similar JCI systems have since been installed at most County facilities.

**DISCUSSION:**

The County's Health System is on target for opening a new consolidated Health Clinic at 2710 Middlefield Road in Redwood City, in 2013.

To ensure building security at this facility and compatibility with other health system buildings, JCI will install a security system to include fifty-three (53) access control door readers, a security panel, a video management system and twenty-three (23) panic buttons.

JCI will also provide a software version upgrade for the P2000 Access Control server software, located at 222 West 39th Avenue in San Mateo. This upgrade will allow for more people to administer the system at once, which will allow for more efficient requests processing.

For security purposes, the JCI Security System is a proprietary system and is only compatible with other JCI security systems. To avoid having to maintain and administer two different building security systems with different and potentially conflicting software, ISD recommends that this Board waive the Request for Proposal process.

To ensure that the project's timelines are kept and any changes to the Scope of Work are addressed in a timely manner, ISD also requests that the Board authorize the CIO/Director or designee to execute contract amendments which modify the County's maximum fiscal obligation by no more than \$25,000 (in aggregate), and/or modify the contract term and/or services so long as the modified term or services is/are within the current or revised fiscal provisions.

The County is in negotiations to participate in a Group Purchasing Organization (GPO). Once the County establishes membership in the GPO, the County expects to be better able to negotiate lower prices for materials like access controls (card readers), panels and video management systems. JCI is aware of this and will make every effort to secure best pricing on hardware for the County

JCI has agreed to comply with the County's Contractor Employee Jury Service Ordinance, as well as all other contract provisions that are required by County ordinance and administrative memoranda, including but not limited to, minimum insurance requirements, hold harmless clauses, and non-discrimination and equal benefits policies. County Counsel has reviewed and approved the Resolution and Agreement as to form.

Approval of this agreement contributes to the Shared Vision 2025 of a Collaborative Community by building a security system allows safe and secure access to County buildings.

**PERFORMANCE MEASURE(S):**

| Measure  | FY 2011-12Actual | FY 2012-13 Projected |
|--|------------------|----------------------|
| Percent of time information and technology services are available. | 99.8%            | 99.8%                |

**FISCAL IMPACT:**

The term of this agreement is from June 4, 2013 through June 3, 2014. The total obligation for this agreement is not to exceed \$302,048, which is included in ISD's Fiscal Year 2012-13 Approved Budget and will be included in ISD's Fiscal Year 2013-14 Recommended Budget.