



COUNTY OF SAN MATEO
Inter-Departmental Correspondence

Information Services Department

DATE: April 17, 2009

BOARD MEETING DATE: June 9, 2009

SPECIAL NOTICE/HEARING: None

VOTE REQUIRED: Majority

TO: Honorable Board of Supervisors

FROM: Chris Flatmoe, CIO/Director of Information Services

SUBJECT: An Agreement with Johnson Controls, Inc. ("JCI") for maintenance of the Cardkey Security System.

RECOMMENDATION:

Adopt a Resolution:

- A. Waiving the Request for Proposal (RFP) process;
- B. Authorizing the President of the Board to execute a maintenance agreement with Johnson Controls, Inc. to provide maintenance of the Cardkey Security System for the term July 1, 2009 to June 30, 2012 for a total maximum obligation of \$655,442; and
- C. Authorizing the Chief Information Officer or his 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.

VISION ALIGNMENT:

Commitment: Ensure basic health and safety for all County residents.

Goal 7: Maintain and enhance the public safety of all residents and visitors.

This Agreement contributes to this goal because the cardkey system allows safe and secure access to County buildings.

Maintaining high availability of our card key environment requires the combined efforts of County staff and JCI staff. This recommend maintenance contact will ensure support from JCI

Performance Measure(s):

Measure	FY 2007-08 Actual	FY 2008-09 Projected
Cardkey System Availability	99.8%	99.8%
Major Cardkey Outages	0	0

BACKGROUND:

In 1998, the JCI Cardkey Security System was selected through an RFP process conducted by the Sheriff's Office to provide an increased level of security for County facilities. As part of the County's overall security plan, this system was initially installed in the Hall of Justice (HOJ) to provide a secure and safe environment for employees and visitors of the HOJ. The JCI Cardkey Security System provides secure access for the County by allowing only authorized personnel access. In addition, all cardkey activity is stored in a database for auditing purposes. This JCI Cardkey Security System has since been expanded to include most County facilities. Commensurate with the expansion of the JCI Card Key System to all County facilities has been the establishment of several, disparate contracts with JCI.

DISCUSSION:

This Maintenance Agreement combines existing, separate JCI maintenance contracts into a single Master Agreement; excluding the Maguire Correctional Facility which will continue to be a separate contract administered by the Sheriff's Office due to its specialized nature and higher security requirements. This consolidated Agreement will standardize maintenance and service levels on all JCI software and hardware.

Consolidating JCI contracts provided the County with an opportunity to not only better understand the total cost of maintenance and support for the JCI install base but also provided the County with a better negotiating platform. We feel it is important to try and achieve savings on our maintenance contracts wherever possible. To that end, ISD and CMO staff negotiated a reduced maintenance and support cost with JCI. This reduction is approximately 19.5% annually over the recommended three year term.

Realizing the JCI install base is proprietary and can only be supported by JCI, and, considering JCI has agreed to a nearly 20% reduction in support and maintenance costs without an in kind reduction in service, ISD recommends that your Board waive the Request for Proposal process and execute this Agreement with JCI to provide maintenance and support.

The Contractor has assured compliance 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 insurance, hold harmless, non-discrimination, and equal benefits. County Counsel has reviewed and approved the Agreement and Resolution as to form.

FISCAL IMPACT:

The term of this Agreement is from July 1, 2009 to June 30, 2012. The total maximum obligation under this Agreement is \$655,442. Funds for this Agreement are included in ISD's Recommended FY 2009-10 Budget, and future years' costs will be included in subsequent years' recommended budgets.

RECOMMENDED
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[Signature]
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COUNTY MANAGER