

C-19

August 8, 2023

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt a Resolution authorizing the City Manager, or designee, to execute a contract, and any necessary documents including any necessary subsequent amendments, with AVI Systems Inc., of San Diego, CA, a North Dakota Corporation, for video system and engineering services, on the same terms and conditions afforded to the City of San Diego, in an amount of \$300,000, authorize a 15 percent contingency in the amount of \$45,000, for a total contract amount not to exceed \$345,000, until the City of San Diego contract expires on June 28, 2027, with the option to renew for as long as the contract with the City of San Diego is in effect, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is requested to enter into a contract with AVI Systems, Inc., to purchase and install audio and video equipment in the Local Distribution Site Training Room for the Department of Health and Human Services (Health Department). The equipment will allow for accessible training for the City of Long Beach (City) and partner agencies, including the Long Beach Police Department, Long Beach Fire Department, American Red Cross, and other community organizations. The equipment will enable presenters to use their own devices to project on multiple screens and will allow training to be broadcast to online participants, allowing more accessible alternatives for those who cannot participate in person.

The Public Health Emergency Management Division of the Health Department researched procurement options for video system and engineering services, including equipment installation and maintenance, and discovered other agencies had completed an open, fair, transparent, and competitive procurement process. The City reviewed the contract options and determined that the contract between the City of San Diego and AVI Systems, Inc., provided the best value to the City.

AVI Systems, Inc. was selected based on their competitive pricing, service level, and breadth of product offerings. Based on market analysis, AVI Systems, Inc., can offer competitive pricing. This vendor also comes highly recommended by the Department of Technology and Innovation.

The Long Beach City Charter, Section 1802, provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials,

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equipment, and labor with other governmental agencies. This alternative procurement method can save time and reduce costs through economies of scale by purchasing under existing contracts from other government agencies on a voluntary and selective basis when authorized by a Resolution adopted by the City Council.

This matter was reviewed by Deputy City Attorney Anita Lakhani on July 24, 2023, Purchasing Agent Michelle Wilson on July 14, 2023, and by Budget Analysis Officer Greg Sorensen on July 20, 2023.

TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on August 8, 2023, to ensure the contract is in place expeditiously.

FISCAL IMPACT

The total amount of the contract, inclusive of a 15 percent contingency, will not exceed \$345,000. Sufficient appropriation is currently budgeted in the Health Grants Fund in the Health and Human Services Department. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with existing City Council priorities. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



KELLY COLOPY
DIRECTOR
HEALTH AND HUMAN SERVICES

APPROVED:



THOMAS B. MODICA
CITY MANAGER

Attachment: Resolution

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RESOLUTION NO.

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LONG BEACH AUTHORIZING THE CITY MANAGER TO EXECUTE A CONTRACT, AND ANY NECESSARY DOCUMENTS INCLUDING ANY NECESSARY SUBSEQUENT AMENDMENTS WITH AVI SYSTEMS, INC., A NORTH DAKOTA CORPORATION FOR VIDEO SYSTEM AND ENGINEERING SERVICES ON THE SAME TERMS AND CONDITIONS AFFORDED TO THE CITY OF SAN DIEGO, IN A TOTAL AMOUNT OF \$300,000, WITH A 15 PERCENT CONTINGENCY IN THE AMOUNT OF \$45,000, FOR A TOTAL CONTRACT NOT TO EXCEED AMOUNT OF \$345,000 UNTIL THE CITY OF SAN DIEGO CONTRACT EXPIRES ON JUNE 28, 2027, WITH THE OPTION TO RENEW FOR AS LONG AS THE SAN DIEGO CONTRACT IS IN EFFECT, AT THE DISCRETION OF THE CITY MANAGER

WHEREAS, the Charter of the City of Long Beach (the "City"), Section 1802, permits the City to purchase services, supplies, materials, equipment and labor with other government agencies by purchasing under their contracts on a voluntary and selective basis when authorized by resolution; and

WHEREAS, the City desires to purchase and install audio and video equipment in the Local Distribution Site Training Room for the Department of Health and Human Services to allow accessible training for the City of Long Beach and partner agencies, including Long Beach Police Department, Long Beach Fire Department and the American Red Cross; and

1 WHEREAS, the Public Health Emergency Management Division of the
2 Health Department researched procurement options for video system and engineering
3 services, including equipment installation and maintenance, and discovered other
4 agencies had completed an open, fair, transparent, and competitive procurement process;
5 and

6 WHEREAS, AVI Systems, Inc. has a Consultant Services Contract with City
7 of San Diego (“CSC Contract”) which would provide the best value for video system and
8 engineering services, and related services; and

9 WHEREAS, the City’s participation in the CSC Contract will facilitate the
10 City’s ability to purchase and install audio and video equipment and related services as
11 well as provide considerable cost benefits to the City; and

12 WHEREAS, if the City had to utilize a formal bid process rather than
13 participate in the CSC Contract, considerably more funds would be required;

14 NOW, THEREFORE, the City Council of the City of Long Beach resolves as
15 follows:

16 Section 1. The above recitals are true and correct and are incorporated
17 herein by this reference.

18 Section 2. The City Manager or designee is hereby authorized to enter a
19 contract with AVI Systems, Inc. on the same terms and conditions in the CSC Contract in
20 an amount of Three Hundred Thousand Dollars (\$300,000), with a fifteen percent (15%)
21 contingency of Forty-Five Thousand Dollars (\$45,000), for a total contract amount not to
22 exceed Three Hundred Forty-Five Thousand Dollars (\$345,000) until the City of San Diego
23 contract expires on June 28, 2027, with the option to renew for as long as the City of San
24 Diego contract is in effect, at the discretion of the City Manager.

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Section 3. This resolution shall take effect immediately upon its adoption by the City Council, and the City Clerk shall certify the vote adopting this resolution.

I hereby certify that the foregoing resolution was adopted by the City Council of the City of Long Beach at its meeting of _____, 2023, by the following vote:

Ayes: Councilmembers: _____

Noes: Councilmembers: _____

Absent: Councilmembers: _____

Recusal(s) Councilmembers: _____

City Clerk