



# CITY OF LONG BEACH R-19

## LONG BEACH AIRPORT

4100 East Donald Douglas Drive • Long Beach, CA 90808 • (562) 570-2619 • Fax (562) 570-2601

May 20, 2014

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

### RECOMMENDATION:

Adopt Specifications No. RFP AP13-049 and award a contract to Convergent Technologies, of Orange, CA, to perform maintenance and capital improvements for the Security System at the Long Beach Airport, in an annual amount not to exceed \$369,800, for a period of one year, with the option to renew for two additional one-year periods; and authorize the City Manager or designee to execute all documents necessary to enter into the contract, including any necessary amendments thereto. (District 5)

### DISCUSSION

City Council approval is requested to enter into an annual contract with Convergent Technologies to perform maintenance and capital improvements for the Security System at the Long Beach Airport. Functionality of all security systems software, network cabling, power supply, and equipment (Security System) is critical for maintaining security of the Long Beach Airport (Airport). To ensure the Security System remains functional with very limited periods of inoperability, the Airport requires full-time services of technicians specifically trained in developing and performing preventive and corrective maintenance programs for the Security System.

The Security System at the Airport consists of access and alarm monitoring control equipment, servers, workstations, printers, network switches, IP video management equipment, cameras, emergency notification, finger print system, voice recording, emergency telephone, ancillary hardware, and associated software installed or upgraded as part of the recently completed terminal improvements project. The newer, more technologically complex portions of the Security System require frequent maintenance to maintain 100 percent availability.

A Request for Proposals (RFP) was advertised in the Press Telegram on August 29, 2013, and 3,179 potential proposers specializing in security systems were notified of the RFP opportunity. Of those proposers, 61 downloaded the RFP via our electronic bid system. The RFP document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). An RFP announcement was also included in the

Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority and women-owned business groups. Four proposals were received on October 2, 2013. Of those four proposals, none were Minority-owned Business Enterprises (MBEs), none were Women-owned Business Enterprises (WBEs), two were certified Small Business Enterprises (SBEs), and none were Long Beach businesses (Local). A panel comprised of Airport Management and Security staff evaluated the proposals based on the criteria set forth in the RFP and determined that Convergent Technologies best met the Airport's needs to provide this service based on their experience, qualifications and overall cost.

### **Local Business Outreach**

In an effort to align with our outreach goal, Long Beach businesses were encouraged to submit proposals for City contracts. The Purchasing Division also assisted businesses with registering on the Bids Online database to download the RFP specifications. Through outreach, 369 Long Beach vendors were notified to submit proposals, of which two downloaded; however, none submitted a proposal. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

This matter was reviewed by Deputy City Attorney Richard F. Anthony on May 1, 2014 and by Budget Management Officer Victoria Bell on April 30, 2014.

### **TIMING CONSIDERATIONS**

City Council action to adopt Specifications No. RFP AP13-049 is requested on May 20, 2014, to allow for uninterrupted maintenance service for the Security System prior to the expiration of the security systems warranty service included in the Terminal contract on November 30, 2014.

### **FISCAL IMPACT**

The contract amount not to exceed \$369,800 per year is comprised of \$269,800 for preventive maintenance and on-call emergency response and \$100,000 designated for as-needed replacement and improvement of the Security System components. Funding for the estimated FY 14 maintenance expense of \$71,340 is included in the FY 14 Airport Department (AP) operating budget in the Airport Fund (EF 320). Funding for the contract expense in future years will be included in the annual operating and capital improvement budget requests for the Airport Department (AP). The award of this contract will provide continued support to our local economy by assisting in the preservation of employment for three full-time employees residing in Long Beach.

HONORABLE MAYOR AND CITY COUNCIL

May 20, 2014

Page 3

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



MARIO RODRIGUEZ  
DIRECTOR, LONG BEACH AIRPORT



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

MR:JS:km

S:CL\Council Letter - Convergint -REV 3.docx

APPROVED:



---

PATRICK H. WEST  
CITY MANAGER