



## Legislation Text

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**File #:** 19-1205, **Version:** 1

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Recommendation to adopt Specifications No. RFP AP19-092 and award a contract to DG Investment Intermediate Holdings 2, Inc., dba Converjint Technologies, LLC, a Delaware limited liability company, to provide maintenance, repair, support, and improvements to the security system at the Long Beach Airport, in the amount of \$977,807 for a period of three years, plus an annual contingency in the amount of \$250,000 for additional services, for a total contract amount not to exceed \$1,727,807, with the option to renew for two additional one-year periods, at the discretion of the City Manager;

Authorize City Manager, or designee, to execute all documents necessary to enter into the contract, including any necessary amendments with Converjint Technologies, LLC;

Authorize City Manager, or designee, to execute all necessary documents to amend current Munis Contract No. 3173700014 (formerly Blanket Purchase Order No. BPAP17000014) with Converjint Technologies, LLC, to continue providing Airport Security System maintenance services until the new contract takes effect, to increase the contract amount by \$100,000, for a revised total contract amount not to exceed \$895,000, and extend the term of the contract through January 31, 2020; and

Increase appropriations in the Airport Fund Group in the Airport Department by \$391,707, offset by funds available. (District 5)

City Council approval is requested to enter into a contract with DG Investment Intermediate Holdings 2, Inc., dba Converjint Technologies, LLC (Converjint), to perform maintenance and capital improvements for the security system at the Long Beach Airport (Airport). Functionality of all security systems hardware, software, network cabling, and other associated equipment, known as the Access Control and Alarm Monitoring System (ACAMS), is critical for maintaining the security and meeting the federal regulatory requirements of the Airport. To ensure the ACAMS remains operable, the Airport requires the services of technicians specifically trained in the development and performance of preventive and corrective maintenance programs for the ACAMS.

City Council approval is also requested to increase the existing Munis Contract with Converjint for Airport security system maintenance in the interim period through January 31, 2020. This will allow for continuation of maintenance and repair of the ACAMS until a new contract has been executed for these services in accordance with the terms and conditions set forth in RFP AP17-141.

The ACAMS at the Airport consists of access and alarm monitoring control equipment,

servers, workstations, printers, network switches, internet protocol (IP) video management equipment, cameras, ancillary hardware, and associated software. The more technologically complex portions of the ACAMS require frequent maintenance to minimize down-time in the event of an issue or repair.

A Request for Proposals (RFP) was advertised in the Long Beach Press-Telegram on June 22, 2019, and 3,717 potential proposers specializing in technology hardware/software and services were notified of the opportunity. Of those proposers, 43 downloaded the RFP via the City of Long Beach's (City) electronic bid system. The RFP document was also made available from the Purchasing Division, located on the seventh floor of the former City Hall, and the Division's website at [www.longvbeach.gov/purchasing](http://www.longvbeach.gov/purchasing) <<http://www.longvbeach.gov/purchasing>>. The RFP announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 28 local, minority-owned and women-owned business groups. Three proposals were received on August 8, 2019. Of those proposers, one was a Minority-owned Business Enterprise (MBE), none were Women-owned Business Enterprises (WBEs), one was a certified Small Business Enterprise (SBE), and none were Long Beach businesses (Local).

A five-member Selection Committee comprised of representatives from the Airport, Police, and Technology and Innovation Departments, as well as a Systems/Technology Senior Engineer Consultant from an independent consulting firm determined that Convergent best met the Airport's needs and provided the best value overall for the City. Convergent demonstrated their extensive experience working on similar projects and their capability to provide the full range of required services. Convergent currently operates in more than 45 airports in the U.S., Canada, and Europe, and provides similar services at Portland International Airport, Austin-Bergstrom International Airport, and Los Angeles International Airport.

## **Local Business Outreach**

In an effort to align with the City's outreach goal, Long Beach businesses are encouraged to submit proposals for City Contracts. The Purchasing Division also assists businesses with registering on the PlanetBids Database to download the RFP specifications. Through outreach, 239 Long Beach vendors were notified to submit proposals, of which one downloaded and 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, Purchasing Agent Tara Yeats, and Budget Analysis Officer Julissa José-Murray on November 13, 2019.

City Council action to adopt Specifications No. RFP AP19-092 and award a contract concurrently is requested on December 3, 2019, to ensure the contract is in place expeditiously.

The initial three-year agreement amount of \$977,807 is comprised of annual maintenance and support of the ACAMS. The annual contingency amount of \$250,000 allows for software licenses, third party support maintenance agreements and system updates, and for as-needed replacement and upgrades of hardware and software. The total contract amount will not exceed \$1,727,807. An appropriation increase in the amount of \$391,707 in the Airport Fund Group in the Airport Department will be offset by funds available.

An increase of \$100,000 to Munis Contract No. 3173700014 allows for continued services with Convergent until the new contract is executed.

This recommendation has no staffing impact beyond normal budgeted scope of duties and is consistent with existing City Council priorities. The approval of this recommendation has a positive impact on local jobs with the addition of a full-time technician onsite at the Airport as part of the scope of work in the contract.

Approve recommendation.

CYNTHIA GUIDRY  
DIRECTOR, LONG BEACH AIRPORT

APPROVED:

THOMAS B. MODICA  
ACTING CITY MANAGER