



# AGENDA STAFF REPORT

Control: 26001057

**MEETING DATE:** 05/05/2026

**LEGAL ENTITY TAKING ACTION:** Board of Supervisors

**BOARD OF SUPERVISORS DISTRICT(S):** All Districts

**SUBMITTING AGENCY/DEPARTMENT:** County Executive Office

**DEPARTMENT CONTACT PERSON(S):** KC Roestenberg, 714-567-5075  
Ed Althof, 714-834-3069

**SUBJECT:** Renewal of Contract for Physical Security Systems and Installation Services

CEO CONCUR	COUNTY COUNSEL REVIEW	CLERK OF THE BOARD
Concur	Approve agreement to form	DISCUSSION
		3 Votes Board Majority

<b>Budgeted:</b> N/A	<b>Current Year Cost:</b> N/A	<b>Annual Cost:</b> FY 2026-27 \$1,900,000
<b>Staffing Impact:</b> No		<b>Sole Source:</b> No
<b>Current Fiscal Year Revenue:</b> N/A	<b>Funding Source:</b> Fund 289 - OCIT Countywide Services: 100%	<b>County Audit in Last 3 years:</b> No

**Levine Act Review**

**Completed?** Yes

**Prior Board Action:** 5/7/2024 #32, 6/22/2021 #67

**RECOMMENDED ACTION(S):**

Authorize the County Procurement Officer or Deputized designee to execute Amendment No. Four to renew and amend Contract with Convergent Technologies, LLC. for Physical Security Systems and Installation Services in an amount of \$1,900,000 commencing on July 1, 2026, through June 30, 2027, for a revised cumulative Contract total value of \$11,650,000.

**SUMMARY:**

Renewing and amending the Contract with Convergent Technologies, LLC. for Physical Security Systems and Installation Services will help ensure the operability of systems to safeguard staff, visitors and County assets and information.

**BACKGROUND INFORMATION:**

The County’s business operations are highly dependent upon a secure and efficient physical security infrastructure. The County’s physical security infrastructure consists of badge access systems, video surveillance systems, duress systems and other security controls (Systems) to safeguard staff, visitors, assets and information. Approximately 130 of the facilities the County operates have a System installed. These Systems help to ensure the security of County assets such as evidence rooms, crime labs, the Central Utility Plant, County Data Center, Registrar of Voters ballot areas, Elected Offices, facility entrances, office suites, parking garages, etc. Furthermore, these Systems also help to ensure the safety of County staff, visitors and customers.

In December 2020, OC Public Works (OCPW) issued a Request for Proposal (RFP) to solicit vendors to provide Physical Security Systems and Installation Services (Contract). Negotiations were completed and a mutually acceptable Contract was drafted with Convergent Technologies, LLC (Convergent). On June 22, 2021, the Board authorized the execution of the Contract with Convergent, effective July 1, 2021, through June 30, 2024.

OCPW has delegated authority to Orange County Information Technology (OCIT) for the procurement of Physical Security installation and related services since OCIT handles the majority of Physical Security requests Countywide. Convergent offers comprehensive expertise and capabilities, from preventative maintenance to testing, to system design and installation - including discounts off the manufacturer's suggested retail prices (MSRP) for a wide array of physical security hardware and software. Convergent has become extremely familiar with the County's environment, requirements, policies, etc. Because of this, Convergent has a high level of knowledge and experience related to the County's various physical locations that would take considerable time and resources to replicate and transfer to an alternative contractor at this time. Soliciting for a potentially new vendor would be significant in both time and costs and would not guarantee a cost savings to the County nor could it guarantee a contractor other than Convergent would be awarded.

On March 7, 2022, administrative Amendment No. One was executed to update warranty language, freight and shipping costs, and language regarding external equipment rented by Contractor. On May 7, 2024, the Board approved Amendment No. Two to renew the Contract for two additional years, effective July 1, 2024, through June 30, 2026. Subsequently, on May 22, 2024, OCIT executed Amendment No. Three to amend the Contract for administrative purposes only.

The County negotiated with Convergent for future labor rates and is proposing a cost increase to the labor category of 12 percent over current rates. The proposed cost increase is due to cost of living adjustments (COLAs) and increased wage requirements imposed on the Contractor by the California Department of Industrial Relations. All other discounts off the MSRP will remain the same. OCIT researched contracts held by Convergent with other municipalities such as the cities of Santa Monica, Palm Springs, Temecula and with Orange County Transit Authority and the proposed costs are lower than the identified contracts. For these reasons, OCIT is requesting Board approval to execute Amendment No. Four which renews the Contract for one additional year to allow the County to evaluate the scope of services and conduct a solicitation to establish a contract to support the County's future needs.

This Contract, due to the nature of the services, could require the addition of subcontractors. In order to add subcontractors to the Contract, the Contractor must seek express written consent from OCIT. The Contractor's performance has been confirmed as satisfactory. OCIT conducted a review of the Contractor's ownership/name, litigation status or conflicts with County interests and the Contractor is not a party to existing litigation that is reasonably likely to impede the Contractor's performance of the scope of work and/or to adversely impact the County. The Orange County Preference Policy (OCP) was applicable and incorporated into the solicitation. No qualified OCP contractors submitted proposals. See Attachment B for the Contract Summary Form.

**FINANCIAL IMPACT:**

Appropriations for physical security installation and maintenance services will be included in FY 2026-27 Budget for Fund 289 – OCIT Countywide Services Fund.

The County has the right to immediately terminate the Contract without penalty for cause or after 30 days' written notice without cause. In the event the County terminates the Contract without cause, no refunds of prior payments will be permitted.

**STAFFING IMPACT:**

N/A

**REVIEWING AGENCIES/DEPARTMENTS:**

N/A

**ATTACHMENTS:**

Attachment A - Amendment No. Four to Contract MA-017-21011017

Attachment B - Contract Summary Form