



AGENDA STAFF REPORT

Control: 26001756

MEETING DATE: 10/13/2026
LEGAL ENTITY TAKING ACTION: Board of Supervisors
BOARD OF SUPERVISORS DISTRICT(S): All Districts
SUBMITTING AGENCY/DEPARTMENT: Sheriff-Coroner
DEPARTMENT CONTACT PERSON(S): Cory Martino, 714-647-1817
Michelle Anderson, 714-628-7158

SUBJECT: Renew Amendment Number Three to the ESi Acquisition, Inc. Contract

CEO CONCUR

Concur

COUNTY COUNSEL REVIEW

Approve agreement to form

CLERK OF THE BOARD

DISCUSSION

3 Votes Board Majority

Budgeted: Yes

Current Year Cost: \$54,215

Annual Cost: FY 2027-28

\$40,922

Staffing Impact: No

Current Fiscal Year

Funding Source: Homeland Security

Sole Source: Yes

Revenue: N/A

Program Grant : 100%

County Audit in Last 3

Levine Act Review

years: No

Completed? Yes

Prior Board Action: 6/25/2024 #42, 11/29/2022 #31

RECOMMENDED ACTION(S):

Authorize the County Procurement Officer or Deputized designee to execute Amendment Number Three to renew the sole source contract with ESi Acquisition, Inc., for WebEOC Enterprise Software Management for a one-year term of December 4, 2026, through and including December 3, 2027, to amend Attachment B, Compensation and Pricing Provisions, Section 2. Fees, and increase the current contract amount by \$95,137 for a new cumulative not to exceed amount of \$402,666.

SUMMARY:

Renewal of Amendment Number Three to the sole source contract with ESi Acquisition, Inc., will allow the Sheriff-Coroner Department to continue to contract for a WebEOC Enterprise Software Maintenance to ensure optimal operability in coordinating resources for County residents in times of crisis.

BACKGROUND INFORMATION:

WebEOC is the crisis information management software program utilized by the Sheriff-Coroner Department (Sheriff) Emergency Management Division for the Orange County Operational Area. WebEOC provides County and Operational Area personnel with the ability to track, document and map incidents involved with emergency activations; track and document the needs and availability of supplies and

resources required to respond to the emergency; track and document the distribution and usage of these supplies and resources; monitor available space in shelters; communicate with other agencies within the Operational Area and the southern region; and report incidents to state and federal agencies to obtain assistance and reimbursement.

The proposed contract is a sole source contract. WebEOC has been implemented in the Sheriff's Emergency Operations Center and in 115 Orange County jurisdictions, including cities, County agencies, water districts and educational organizations for emergencies that arise in their jurisdictions.

The system is also currently used by California's Office of Emergency Services and most neighboring counties as their primary incident management system. Using the same product allows all government agencies to share critical status and resource information during emergencies, training, and exercises. During the past 10 years, the WebEOC Steering Committee, using Homeland Security Grant Funds, has invested in custom programming specific to Orange County and its jurisdictions. If the County were to change products, it would have to revisit the last 10 years of custom programming and integration; retrain the users; and re-write the policies, procedures, and protocols. Additionally, the County would lose the ability to share information with the California Office of Emergency Services, neighboring counties, and local jurisdictions. No other vendor has a product that can replace the current system without causing a significant cost in re-work, retraining, and creating vulnerability in the County's ability to respond quickly, appropriately, and efficiently to emergencies. No other vendor has software that can operate within, parallel to or outside of the existing WebEOC software to do what the WebEOC Enterprise software does.

The following table details the recent contract history with Esi Acquisition, Inc. (previously known as Intermedix dba Esi Acquisition Inc.) (Esi) to provide WebEOC Enterprise Software Maintenance.

<u>Board of Supervisors (Board) Approved</u>	<u>Amendment Number or Contract</u>	<u>Contract Term</u>	<u>Contract Amount</u>	<u>Comments</u>
11/29/22	Contract	12/4/22 - 12/3/25	\$139,819	New contract was approved by the Board.
6/25/24	One	12/4/22 – 12/3/25	\$98,107	Board approved amendment number one to add Juvare Cloud Hosting Services, to amend Attachment B, Compensation and Pricing Provisions, to add product enhancements and increase the current contract amount by \$98,107.
n/a	Two	12/4/25- 12/3/26	\$69,603	Amendment number two was issued administratively pursuant to County's 2024 Contract Policy Manual §3.3-102 (1) b).

Sheriff now requests Board approval for the County Procurement Officer or Deputized designee to execute Amendment Number Three to renew the sole source contract with ESi for WebEOC Enterprise Software Maintenance, for a one-year term effective December 4, 2026, through December 3, 2027, to amend Attachment B, Compensation and Pricing Provisions, Section 2. Fees, and increase the current contract

amount by \$95,137 for a new cumulative not to exceed amount of \$402,666 as noted in the Recommended Action. This is the final renewal year of the sole source contract. Prior to contract expiration, Sheriff will explore if ESI is still the sole source provider for these services and software. If they are, Sheriff will pursue negotiations for a new contract.

The Contractor's performance has been confirmed as satisfactory. Sheriff has verified that there are no concerns that must be addressed with respect to contractor's ownership/name, litigation status or conflicts with County interests. This contract does not currently include subcontractors or pass through to other providers. See Attachment B for the Contract Summary Form. The Orange County Preference Policy is not applicable to this sole source amendment.

FINANCIAL IMPACT:

Appropriations for this contract are included in the Sheriff-Coroner Department's FY 2026-27 Budget for Budget Control 060 and will be included in the budgeting process for future years. The contract is contingent upon funding availability. In the event funding is reduced or terminated, the County may renegotiate the level of services and/or terminate the contract, as necessary.

STAFFING IMPACT:

N/A

REVIEWING AGENCIES/DEPARTMENTS:

N/A

ATTACHMENTS:

Attachment A - Amendment Number Three to Contract MA-060-22011834

Attachment B - Contract Summary Form