



Folsom City Council Staff Report

MEETING DATE:	4/28/2020
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10419 – A Resolution Authorizing the City Manager to Execute Amendment No. 2 to the Agreement with Advantage Total Protection, Inc. for Fire and Intrusion Alarm Services for City Facilities (172-21 14-007)
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Approve Resolution No. 10419 – A Resolution Authorizing the City Manager to Execute Amendment No. 2 to the Agreement with Advantage Total Protection, Inc. for Fire and Intrusion Alarm Services for City Facilities

BACKGROUND / ISSUE

In the interest of creating consistency and uniformity of alarm systems throughout the various city facilities and to reduce the annual monitoring service costs, staff distributed a Request for Proposals (RFP) for Fire and/or Intrusion Alarms: Equipment Installation and Monitoring Services in November 2013. Advantage Total Protection, Inc. was awarded the contract in April 2014 (City Council Resolution No. 9346).

The Consultant and Professional Services Agreement with Advantage Total Protection, Inc. (ATP) commenced on October 1, 2014 and continues through September 30, 2025, with the first year of services being a “transition” period for ATP to replace necessary equipment and transfer all monitoring services. The annual contractual amount was thirty-four thousand three hundred-thirty-one dollars and ninety cents (\$34,331.90) comprised of: \$15,972.00 for alarm monitoring, \$14,275.00 for annual testing and inspection, and \$4,084.90 for annual capital equipment costs.

In June 2017, Amendment No. 1 (Resolution No. 9961) to the agreement was executed to address the removal of facilities and services, payment of remaining capital cost balance when a service is terminated, requirement of timely competitive bids on new construction and/or new

alarm systems, and adjustment to the annual amount to provide for new monitoring services and service calls. Amendment No. 1 increased the annual contract amount to \$40,883.90 and modified the annual contractual not-to-exceed amount to \$55,000.00. The difference (\$14,116.10) provided for additional service calls, addition of new monitoring services, and maintenance of aging panels/peripherals.

POLICY / RULE

Since the existing agreement with ATP was awarded by the City Council, modification to the agreement requires City Council approval. Section 2.36 of the Folsom Municipal Code, states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$62,014 or greater shall be awarded by the City Council.

ANALYSIS

Over the last two years, several fire and/or intrusion alarm systems have been added to the contract since the execution of Amendment No. 1:

- Intrusion alarm systems and monitoring added to six existing facilities
- Water Treatment Plant switched to cellular (from a land line)
- Fire alarm monitoring and annual inspection added to Fire Station #39 and Natoma Station Learning Center
- Intrusion alarm monitoring added to three infrastructure facilities in the Folsom Plan Area

With these new additions, the total costs are approaching the current not-to-exceed amount of \$55,000 because of the increased monthly monitoring fees along with one-time fees for installation of the new systems and service to existing panels. In order to allow for service calls, new monitoring services, repairs, maintenance, and other required conversions, an increase of \$20,000 is being proposed for Amendment No. 2 at this time. This increase is a maximum amount, not a guaranteed minimum.

All other provisions, requirements, and policies of the agreement shall remain in full force and effect. The amendment will be in a form acceptable to the City Attorney.

FINANCIAL IMPACT

Currently there are six departments who utilize the fire and intrusion alarm services (Parks & Recreation, Fire, Police, Library, Environmental & Water Resources, and Public Works). The funds to pay for this contract are general fund and utility funds. The current contract is proposed to be increased by \$20,000 for a new not-to-exceed total of \$75,000 annually. The distribution of future costs will depend on what departments need the services.

Submitted,

Lorraine Poggione,
Parks & Recreation Director

RESOLUTION NO. 10419

RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AMENDMENT NO. 2 TO THE AGREEMENT WITH ADVANTAGE TOTAL PROTECTION, INC. FOR FIRE AND/OR INTRUSION ALARM SERVICES FOR CITY FACILITIES

WHEREAS, the City Council on April 22, 2014, approved Resolution No. 9346 authorizing the City Manager to execute an agreement with Advantage Total Protection, Inc. to provide fire and/or intrusion alarms equipment, installation and monitoring services at various City of Folsom Facilities; and

WHEREAS, the City Council on June 27, 2017, approved Resolution No. 9961 authorizing the City Manager to execute Amendment No. 1 with Advantage Total Protection, Inc.; and

WHEREAS, upon approval of this resolution, the annual compensation not-to-exceed amount will be increased to \$75,000. This increase is needed for addition of new monitoring services, service calls, and the replacement of aging panels/peripherals; and

WHEREAS, the departments that currently utilize the ATP services are Parks & Recreation, Fire, Police, Library, Environmental and Water Resources and Public Works and there is sufficient funding available in respective department budgets to cover the existing services; and

WHEREAS, funding for any new alarm services will be identified prior to installation of said services:

WHEREAS, the amendment will be in a form acceptable to the City Attorney:

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute Amendment No. 2 to the Consultant and Professional Services Agreement with Advantage Total Protection, Inc for additions and deletions to the scope of work in a form acceptable to the City Attorney.

PASSED AND ADOPTED this 28th day of April, 2020, by the following roll-call vote:

AYES: Council Member(s):
NOES: Council Member(s):
ABSENT: Council Member(s):
ABSTAIN: Council Member(s):

Sarah Aquino, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

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