

ALAMEDA COUNTY BOARD OF SUPERVISORS MINUTE ORDER

The following action was taken by the Alameda County Board of Supervisors on 06/18/2024

Approved as Recommended Other

Unanimous Tam: Haubert: Miley: Márquez: Carson: -

Vote Key: N=No; A=Abstain; X=Excused

Documents accompanying this matter:

Contract: C-902408,C-26853,C-26854

Documents to be signed by Agency/Purchasing Agent:

File No. _____
Item No. 72

Copies sent to:

Special Notes:



I certify that the foregoing is a correct copy of a Minute Order adopted by the Board of Supervisors, Alameda County, State of California.

ATTEST:
Clerk of the Board
Board of Supervisors

By: 
Deputy



ALAMEDA COUNTY INFORMATION TECHNOLOGY DEPARTMENT

ITD HQ – 393 13TH STREET, OAKLAND, CA 94612 • (510) 481-3700

TIM DUPUIS
CHIEF INFORMATION OFFICER

May 23, 2024

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, California 94612-4305

**SUBJECT: AWARD CONTRACTS FOR CONFERENCE ROOM AUDIO AND VIDEO
EQUIPMENT AND SERVICES; MASTER CONTRACT NO. 902408;
AMOUNT: \$932,145**

Dear Board Members:

RECOMMENDATION:

Authorize the Purchasing Agent, or her designee, to execute Master Contract No. 902408 to provide conference room audio and video equipment and services to the Information Technology Department, for the term of 7/15/24 – 7/14/27, in the pooled amount of \$932,145, with the following contractors:

- A. Conference Technologies, Inc., dba CTI (Principal: John Laughlin; Location: Hayward); Procurement Contract No. 26853; and
- B. Avidex Industries, LLC (Principal: Claudia Guerra; Location: Fremont); Procurement Contract No. 26854.

DISCUSSION/SUMMARY:

Alameda County Information Technology Department (ITD) needs vendors to provide guidance, design, implementation, and continuous support for the latest audio/visual technology for the County conference rooms and to closely work with County in-house ITD to facilitate knowledge transfer through training and relevant transitions as needed.

SELECTION CRITERIA/PROCESS:

ITD has determined that Alameda County does not currently have the full expertise to provide design, implementation, and support of all the different conference room audio and video equipment and services available.

ITD worked with General Services Agency–Procurement to develop a Request for Proposal (RFP), which was issued on January 19, 2024, posted on the County and GSA LinkedIn websites for 35 days, emailed to the Chambers of Commerce e-mail group, and sent to the E-Gov Goods and Services – Current Contract Opportunities mailing service. The RFP was also advertised in The Inter-City Express on January 23, 2024, and the San Francisco Daily Journal on January 23, 2024. A vendor outreach was conducted on January 24, 2024, followed by one networking/bidders conference on January 25, 2024, which was attended by nine vendors.

On February 23, 2024, two bidders submitted responses to the RFP. Both responses were evaluated by the County Selection Committee. A maximum total of 550 evaluation points was available for this RFP. The total evaluation points include 50 preference points derived from a 5% preference for local vendors and a 5% preference for certified Small Local Emerging Business (SLEB) vendors, for a total of 10%.

Both bidders are being recommended for award.

Conference Technologies, Inc., DBA CTI is a certified SLEB (Certified Small: 24-00043; Expiration: 04/30/2026).

Avidex Industries, LLC, is not a certified SLEB and is subcontracting 20% of the contract with Phulogic LLC (Principal: Phu Huynh; Location: Hayward; Certified Small: 21-00070; Expiration: 8/31/2024) to provide installation services.

The following is the evaluation summary:

EVALUATION SUMMARY

Vendor	Location	Local	SLEB	Evaluation Points
<i>Conference Technologies, Inc., DBA CTI</i>	<i>Hayward, CA</i>	<i>Y</i>	<i>Y</i>	<i>403</i>
<i>Avidex Industries, LLC</i>	<i>Fremont, CA</i>	<i>Y</i>	<i>N</i>	<i>245</i>

FINANCING:

Appropriations for this contract are included in the ITD Fiscal Year 2024-25 proposed budget, is contingent upon your Board’s adoption of the Fiscal Year 2024- 25 final budget, and will be requested in future budget years. No additional appropriations are required and there will be no increase in net County cost.

VISION 2026 GOAL:

The conference room audio and video equipment and services meet the 10X goal pathway of **Accessible Infrastructure** in support of our shared vision of a **Prosperous & Vibrant Economy.**

Respectfully submitted,

DocuSigned by:

C504117C2A294A7...

Tim Dupuis
Chief Information Officer

DocuSigned by:

8DACA131AA084C2...

Kimberly Gasaway
Director, General Services Agency

Attachment

KG\NP\av\I:\Board Letters\Purchasing\FY 2024-25\902408 Conference Room Audio & Video Equip. and Svcs

cc: County Administrator
Auditor-Controller
County Counsel

CONTRACT SUMMARY
CONFERENCE ROOM AUDIO AND VIDEO EQUIPMENT AND SERVICES
 MC No. 902408
 JULY 15, 2024 – JULY 14, 2027

Vendor	Location	Dollar Value of Pooled Contract Award	Local Participation	Small and Local Participation
			Percentage	Percentage
Avidex Industries, LLC Principal: Claudia Guerra	6100 Stewart Ave Fremont, CA	\$932,145	100%	20%

SLEB Subcontracting Information		
Phulogic LLC Principal: Phu Huynh Certified Small: 21-00070 Expiration: 08/31/2024	30998 Huntwood Ave #106 Hayward, CA 94544	20%