



City of Orange

Legislation Details (With Text)

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Title: Agreement with Siemens Industry, Inc. to replace existing electronic door access control system for City facilities and integrate into the City's existing unified Genetec security platform.

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Attachments: 1. Staff Report, 2. RFP 20-21.14 - Electronic Access Control System, 3. Agreement with Siemens Industry, Inc

Date	Ver.	Action By	Action	Result
1/12/2021	1	Orange City Council	Approved	Pass

TO: Honorable Mayor and Members of the City Council

THRU: Rick Otto, City Manager

FROM: Will Kolbow, Assistant City Manager/Administrative Services Director

1. SUBJECT

Agreement with Siemens Industry, Inc. to replace existing electronic door access control system for City facilities and integrate into the City's existing unified Genetec security platform.

2. SUMMARY

The City's three distinct access control systems are aging and increasingly challenging to maintain. The City issued Request for Proposal No. 20-21.14 in August to replace existing electronic access control systems for City facilities and integrate access control functions into the City's existing unified Genetec security platform. Staff is recommending award of agreement to Siemens Industry, Inc. in the amount of \$582,228. Additionally, staff requests contingency authorization in the amount of \$58,223.

3. RECOMMENDED ACTION

1. Approve the agreement with Siemens Industry, Inc. in the total amount of \$640,451, representing an original bid amount of \$582,228, plus a 10% contingency of \$58,223, for access control system and maintenance and authorize the Mayor and City Clerk to execute on behalf of the City.
2. Authorize the appropriation of \$640,451 from the Capital Bond Proceeds unreserved fund balance to expenditure account number 553.1601.56033.20347, Capital Bond Proceeds - Enterprise Access System.

4. FISCAL IMPACT

The total expenditure for this agreement is \$640,451 and will be funded in Enterprise Access System (20347) through Capital Bond Proceeds (553).

The remaining optional maintenance service for years three through five, totaling \$158,458 will be funded through budget requests in the respective Fiscal Years.

5. STRATEGIC PLAN GOALS

Goal 1: Provide for a safe community

b: Provide and maintain infrastructure necessary to ensure the safety of the public.

Goal 2: Be a fiscally healthy community

d: Effectively manage and develop City assets.

6. DISCUSSION AND BACKGROUND

The City has three distinct door access control systems: one for the Police department, one which covers most other City facilities, and a third small system for parks. The related software, operating systems, and hardware are outdated, which increases concern about support and the vulnerability of cyber security. Vendor support for the existing systems is limited in availability and skillsets, and replacement hardware is difficult to find. Maintaining three disparate systems also creates challenges with multiple administrators, maintenance of staff access in multiple systems, and in some cases multiple access badges for select employees.

This project will integrate access control into a single platform eliminating the challenges detailed above. In addition, by adding access control to the City’s existing enterprise security platform, there can be integration between access control, surveillance video and, eventually, intrusion detection alarms for improved actionable intelligence for response.

Predominantly, the project will replace key centralized door controller hardware, allowing the door access infrastructure to integrate with the City’s existing security platform. With the approach of replacing the controllers, much of the door hardware and readers can remain intact, thereby reducing cost while facilitating an improved unified access control function.

Triad Consulting assisted the City to produce a Request for Proposal (RFP). Triad met with City staff to define requirements, performed site surveys to review existing infrastructure, and employed their expertise to design a solution for which providers could propose. The City issued RFP No. 20-21.14 in August and staff from Community Services, Police, Public Works, and Information Technology reviewed the proposals. The firms were ranked considering qualifications, experience and references, schedule, warranty, and pricing, as follows:

Rank	Firm	Score	Base Costs
1	Siemens	339	\$323,022
2	Climatec	281	\$292,882
3	ASSI	276	\$397,162
4	TekWorks	240	\$180,373
5	Convergint	203	\$292,466
6	PACE	188	\$463,671

Siemens has been in business over 100 years and has over 40,000 employees in North America. Siemens provided RFP references which were more substantive in scope, specific public agency references as opposed to private industry references, and references with a heavier representation of

specific Genetec work. Siemens referenced over \$4 million of work performed for the Santa Ana Police Department from 2012 to present, over \$10 million of projects for City of San Diego Public Utilities, over \$60 million of projects for Southern California Edison since 2014, as well as work performed for the County of Orange. The quality of the work plan and schedule provided by Siemens was superior. Finally, the City has used Siemens in other applications in the Traffic Division and has been satisfied with the work product in that environment. Overall, Siemens has a greater breadth of resources and maturity in work performance for a customer base similar to Orange.

The base contract will integrate 121 existing doors into the Genetec platform for the Civic Center, Community Services, Main Library, Police, Fleet, Warehouse, Water Plant, and six parks. The base cost also includes the first year of maintenance, on-site training, and other professional services necessary for implementation.

Options added to the base contract include door-position sensors and request-to-exit functions at strategic door locations, improvements to the access control gate at the Corpyard facility, select additional access control doors, and a second year of maintenance for an additional cost of \$259,206, and a total contract cost, including the 10% contingency, of \$640,451. In the future, branch libraries and fire stations can be added to the system. Maintenance in years three through five are optional and will be considered at that time.

Council recently approved a consulting agreement to assess existing intrusion detection alarm panels for integration into the City's Genetec Security Center Platform. Staff anticipates returning to Council in the near future to consider expanding the scope of the Enterprise Access System project to include intrusion detection alarms.

7. ATTACHMENTS

- RFP 20-21.14 - Electronic Access Control System
- Agreement with Siemens Industry, Inc.