



CITY OF COSTA MESA

77 Fair Drive
Costa Mesa, CA 92626

Agenda Report

File #: 25-388

Meeting Date: 9/2/2025

TITLE:

AWARD OF A PROFESSIONAL SERVICES AGREEMENT FOR CATEGORY 6A (CAT6A) STRUCTURED CABLING AND VERKADA CAMERA INSTALLATION WITH BCS CONSULTANTS

DEPARTMENT: INFORMATION TECHNOLOGY

PRESENTED BY: STEVE ELY, IT DIRECTOR

CONTACT INFORMATION: STEVE ELY, IT DIRECTOR, (714) 754-4891

RECOMMENDATION:

Staff recommends the City Council:

1. Authorize the Interim City Manager and City Clerk to execute a Professional Services Agreement (PSA) for network cable and camera installation to BCS Consultants, 9910 Irvine Center Drive, Irvine, CA 92618 in the amount of \$740,684 for a two-year term, with the option for a one (1) one-year renewal.
2. Authorize a five percent (5%) contingency in the amount of \$37,034 for unforeseen costs.
3. Authorize the Interim City Manager or designee to execute future authorized amendments to the agreement.

BACKGROUND:

At the March 3, 2020, City Council Meeting, City Council approved the Information Technology Strategic Plan. The Strategic Plan, Year Four, included upgrading the outdated telephone system to a Voice Over Internet Protocol (VoIP) system. In early 2023, the Information Technology Department began researching the project. It was determined that the current Category 5 cabling throughout City Hall and all remote sites was outdated and 20 years old. It would need to be upgraded to Category 6A specifications (CAT6A) to support VoIP and other modern technologies. Given all the other investments in technology, the City needs greater capacity - 1 gig to 10 gigs.

The Police Department's new camera system also requires CAT6 cabling. The new camera system consists of seventy (70) cameras in and around the Police Station and the Communications building.

This project includes installation of a complete end-to-end certified system for transmission of voice, data, and video signals. The system will be designed, installed, and tested to the proposed CAT6A specifications and single-mode fiber installation. It also includes replacing obsolete CAT5 and multi-mode fiber infrastructure. The work establishes new and enhances existing cable pathways, installation, termination of structured cabling at identified drop locations, labeling map, certification

testing, removal and demolition of pre-existing structured cables and patch panels. A written warranty commitment for a 10-year minimum is required, and the contractor is to be on-site for contiguous days until work is completed.

ANALYSIS:

On November 11, 2024, Purchasing issued Request for Proposal #25-05 (Attachment 1) on the City's bid portal. A mandatory pre-proposal conference was held, and the bid was closed on December 13, 2024. The proposals were evaluated based on the qualifications of experience of key personnel (45%), the qualifications of firm (30%), and cost (25%). The submittals were reviewed by the City of Costa Mesa IT Manager, City of Costa Mesa Deputy Public Works Director, and the City of Santa Ana IT Manager. The top three (3) proposals moved onto the interview phase of the evaluation. The evaluation team recommends BCS Consultants based on the scoring below.

RFP NO. 25-05 CAT6A Structured Cable, Fiber, and Verkada Camera Installation

Proposers	Proposal Scores	Interview Scores	Total	Rank
BCS	1340.25	1410	2750.25	1st
X-Act	1198.5	1270	2468.5	2nd
NetXperts	1242	Declined	1242	3rd

BCS Consultants had the highest score overall, by a margin of 8.9%. All three evaluators individually rated them as the best overall solution. Their photographic examples demonstrated an enterprise understanding that was of the highest level of detail. They also included strong documentation and engineering examples. BCS Consultants submitted a bid proposal in the amount of \$740,684. The licenses and references of BCS Consultants have been checked, and staff have found them to be in good standing.

Therefore, staff recommend awarding BCS a Professional Services Agreement (Attachment 2) in the amount of \$740,684 for a two-year term, with the option of a one (1) one-year renewal.

Staff is also seeking City Council authorization for a five percent (5%) contingency in the amount of \$37,034 for unforeseen costs. The vendor's original proposal (Attachment 3) and revised proposal with updated pricing (Attachment 4) are provided. Upon City Council award of the Professional Services Agreement (Attachment 2), BCS Consultants will furnish the necessary bonds and insurance, which will be approved as to form by Risk Management. Upon the award and subsequent execution of the agreement, a "Notice to Proceed" will be issued.

The following locations will receive new CAT6A cabling:

<u>Location</u>	<u>Address</u>	<u># of Cabling</u>
1. City Hall	77 Fair Drive	700
2. Communications	79 Fair Drive	128
3. Corporate Yard	2310 Placentia Avenue	48
4. Downtown Recreation Center	1860 Anaheim Avenue	96
5. Fire Station 2	800 West Baker Street	24
6. Fire Station 3	1865 Park Avenue	24

7. Fire Station 4	2300 Placentia Avenue	24
8. Fire Station 5	2450 Vanguard	24
9. Fire Station 6	3350 Sakioka Drive	24
10. Police Sub-Station	3333 Bristol Street	100
11. Senior Center	695 West 19 th Street	96
12. Spare for all Sites	Various Addresses	164
13. Westside Sub-Station	565 West 18 th Street	48

Cabling Drops Total: 1,500

ALTERNATIVES:

The City Council may decide not to authorize the project; however, staff does not recommend this action. Not proceeding with this project will prohibit the upgrade to a VoIP telephone system, as well as adversely affecting the Police Department's safety functions.

FISCAL REVIEW:

Funding for the Information Technology Department's CAT6A cabling project inclusive of the contingency is budgeted in the Information Technology Replacement Fund (Fund 603). Additional funding for this project, if needed, is available in savings from completed projects in the Information Technology Strategic Plan (ITSP).

LEGAL REVIEW:

The City Attorney's Office has reviewed this staff report and approved it as to form.

CITY COUNCIL GOALS AND PRIORITIES:

This item supports the following City Council Goals:

- Strengthen the public's safety and improve the quality of life.
- Maintain and Enhance the City's Facilities, Equipment and Technology.

CONCLUSION:

Staff recommends the City Council:

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3. Authorize the City Manager or designee to execute future authorized amendments to the agreement.