

**ITEMS REQUIRING BOCC APPROVAL**  
**February 16, 2023**  
**(3 Items)**

**1. MAILING EQUIPMENT, SERVICES & SUPPORT, MAILROOM EQUIPMENT, LEASING, AND POSTAGE ACCOUNT DEPOSITS/PURCHASES -- CENTRAL SERVICES**  
**FUNDING -- CENTRAL SERVICES**

[Joint Governmental Purchase - National Association of State Procurement Officials (NASPO) ValuePoint Master Agreement #CTR058808 State of Kansas Participating Contracts #51476, #51477, and #51478]

#23-2011 Contract

	<b>Pitney Bowes Inc.</b>
Mailing Equipment, Services & Support, Mailroom Equipment, Leasing, and Postage Account Deposits/Purchases	<b>Discounted pricing per contracts</b>

On the recommendation of Jaimee Witmer, on behalf of Central Services, Brandi Baily moved to **establish a contract with Pitney Bowes Inc., utilizing the National Association of State Procurement Officials (NASPO) ValuePoint Master Agreement #CTR058808, State of Kansas Participating Contracts #51476, #51477, and #51478 in effect through May 14, 2027.** Tim Myers seconded the motion. The motion passed unanimously.

The Mailroom processes over 1 million pieces of mail annually for Sedgwick County and District Court, including billing for COMCARE and the Health Department, absentee and mail in ballots, polling location notices, and jury duty summons. It is critical that the Mailroom maintains a high volume postage meter to meet this demand.

Notes:

NASPO conducted a competitive solicitation process and received nine (9) sealed proposals.

Bid Board Meeting Notes:

Please note the following correction to the recommendation reading: Brandi Baily, during her move to accept the recommendation, inadvertently read the contract effective date as March 14, 2027. The correct date is as written, May 14, 2027.

**BOARD OF BIDS AND CONTRACTS FEBRUARY 16, 2023**

**2. ADULT DETENTION FACILITY VIDEO SECURITY MANAGEMENT -- FACILITIES MAINTENANCE  
FUNDING -- DETENTION MAINT.**

(Single Source)

#23-2009 S/C #8000212858

	Stanley Convergent Security Solutions, Inc.	
	Cost per Month	Annual Cost
Security Electronics	\$2,075.00	\$24,900.00
Genetec Video Management System Software Maintenance	\$1,800.00	\$21,600.00
Honeywell Card Access System Software Maintenance	\$200.00	\$2,400.00
<b>Total</b>		<b>\$48,900.00</b>

On the recommendation of Joe Thomas, on behalf of Facilities Maintenance, Jennifer Blasi moved to **accept the quote from Stanley Convergent Security Solutions, Inc. in the annual amount of \$48,900.00. This agreement shall continue from year to year under existing conditions unless either party gives 30 days written notice of termination.** Brandi Baily seconded the motion. The motion passed three out of four with Tim Myers abstaining.

Stanley Convergent Security Solutions, Inc. has provided electronic security services at the Adult Detention Facility since 2017 and provides hardware/software maintenance on the proprietary equipment installed at the facility.

Notes:

Any yearly cost increase that may be implemented is not to exceed 3%.

**Questions & Answers**

Brandi Baily: I see that this is a single source but with it being a video management system, I guess I don't understand how it's just single source. Is there nobody else that provides video management security systems for adult detention facilities?

Joe Thomas: I think it is because they are the existing solution for the county.

Kendal Ewing: Right now Stanley is the proprietary they single source all of the equipment that is installed at the facility.

Brandi Baily: I don't know, I'm just thinking, is this the cheapest solution for the county? Is there another vendor out there that could provide the same service? Maybe even if it includes their equipment?

Kendal Ewing: I don't know if I have the answer for that. I think in order to go with a different vendor, they would have to come in and tear out all of Stanley's equipment and then reinstall, so at that point it would not be the cheapest.

Brandi Baily: Are we happy with the service they provide?

Kendal Ewing: Yes.

Russel Leeds: Do we have an estimated cost on what it would take to replace the whole thing? Were talking a million, a million plus, you think?

Kendal Ewing: Plus, yes.

Russel Leeds: And this is \$50,000.00 for annual maintenance?

Kendal Ewing: Correct.

**BOARD OF BIDS AND CONTRACTS FEBRUARY 16, 2023**

**3. ADULT DETENTION FACILITY ANNEX VIDEO SECURITY MANAGEMENT - -- FACILITIES MAINTENANCE  
FUNDING -- DETENTION MAINT.**

(Single Source)

#23-2012 S/C # 8000212861

	<b>Stanley Convergent Security Solutions, Inc.</b>	
	<b>Cost per Month</b>	<b>Annual Cost</b>
Security Electronics	<b>\$433.00</b>	<b>\$5,196.00</b>
Genetec Video Management System Software Maintenance	<b>\$235.00</b>	<b>\$2,820.00</b>
<b>Total</b>		<b>\$8,016.00</b>

On the recommendation of Joe Thomas, on behalf of Facilities Maintenance, Brandi Baily moved to **accept the quote from Stanley Convergent Security Solutions, Inc. in the annual amount of \$8,016.00. This agreement shall continue from year to year under existing conditions unless either party gives 30 days written notice of termination.** Jennifer Blasi seconded the motion. The motion passed three out of four with Tim Myers abstaining.

Stanley Convergent Security Solutions, Inc. has provided electronic security services at the Sedgwick County Adult Detention Facility Annex since 2019 and provides hardware/software maintenance on the proprietary equipment installed at the facility.

Notes:

Any yearly cost increase that may be implemented is not to exceed 3%.