



**CITY OF SALINAS  
COUNCIL STAFF REPORT**

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**DATE:** JUNE 17, 2025

**DEPARTMENT:** FINANCE DEPARTMENT

**FROM:** SELINA ANDREWS, FINANCE DIRECTOR

**BY:** CARLOS ORTEGA, INFORMATION SYSTEMS MANAGER

**TITLE:** AMENDMENT NO. 1 TO THE AGREEMENT FOR SERVICES WITH AMS.NET, JOHNSON ELECTRONICS, AND MJ COMMUNICATIONS FOR SECURITY CAMERAS AND ACCESS CONTROLS

RECOMMENDED MOTION:

A motion to approve a Resolution delegating authority to the City Manager, to execute Amendment No. 1 to the Agreement with AMS.NET Inc., Johnson Electronics Inc., and MJ Communications Inc. for the design, build, installation and maintenance of security cameras and access control systems at certain City owned facilities to extend the term for an additional two (2) years, amend the scope of services, and increase the total compensation by \$500,000 for a total not to exceed amount of \$1,500,000.

EXECUTIVE SUMMARY:

On June 18, 2024, the City Council awarded AMS.NET Inc., Johnson Electronics Inc., and MJ Communications Inc. an agreement for the design, build, installation, and maintenance of security cameras and access controls in the amount not to exceed \$1,000,000 for a one-year term with an option to extend two (2) additional years. Staff is requesting the extension to the Agreement for the additional two (2) years, plus the addition of scope to include structured, audio, and video cabling and to increase the total compensation by \$500,000 for a total not to exceed amount of \$1,500,000.

BACKGROUND:

The City of Salinas Information Technology Division currently manages and maintains camera and physical security systems throughout various facilities. Existing systems have reached the end of service life and are no longer supported by vendors or lack advanced features that are critical to the safety and security of personnel. The City has identified the need to update antiquated hardware and retrofit traditional keyed doors with electronic door strikes and key card access. Continued implementation of these systems will allow for the creation and enforcement of advanced authentication and access controls to ensure secure and reliable access to City facilities for

personnel and constituents. Upon acceptance of an Agreement, the City will coordinate work based on project scope and availability of contracted resources.

On May 9, 2024, the City of Salinas Information Technology Division released a Request for Proposals (RFP) for Security Cameras & Access Control Systems. The RFP was to establish a City-wide Agreement to design, build, install, and maintain Verkada security cameras and access controls in various locations throughout the City.

On June 18, 2024, the Council authorized the City Manager to execute an agreement with AMS.NET, Johnson Electronics, and MJ Communications for the design, build, procurement, and maintenance of security cameras and access controls for a one-year term with an option to extend two (2) additional years.

The City relies upon professional services to evaluate existing security systems throughout various facilities and make recommendations based on industry standards, security needs, and standardization efforts. The City and three contractors, listed under the agreement, have established a strong working relationship allowing the City to implement security controls in a systematic fashion to modernize security efforts in alignment with industry recommended best practices and standards. The current agreement is set to expire on June 30, 2025. Therefore, staff is requesting authorization for the City Manager to extend the agreement for an additional two (2) years and amend the agreement to include the procurement and installation of structured, audio, and video cabling. Additionally, staff is requesting authorization for the City Manager to increase the total compensation by \$500,000 for a total not to exceed amount of \$1,500,000.

CEQA CONSIDERATION:

**Not a Project.** The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

GOVERNMENT CODE SECTION 84308 APPLIES:

No, Government Code section 84308 (Levine Act) does not apply to this item as the agreement was competitively bid.

STRATEGIC PLAN INITIATIVE:

This request supports City Council's Strategic Goals and Strategies of Effective and Culturally Responsive Government, by ensuring that the information systems can support City programs, projects, network infrastructure and City services.

DEPARTMENTAL COORDINATION:

The Information Technology Division will coordinate with various City departments for the upgrade and installation of door access controls and cameras.

FISCAL AND SUSTAINABILITY IMPACT:

Funding for camera upgrades and access control systems is available and appropriated in the CIP appropriations and will carryover to the new year. Additionally, next year expenditures for on-going maintenance and repair will be expended on an as needed basis.

<b>Fund</b>	<b>CIP (5800)</b>	<b>Appropriation</b>	<b>Appropriation Name</b>	<b>Total Appropriation</b>	<b>Amount for recommendation</b>	<b>FY 24-25 Operating Budget Page</b>	<b>Last Budget Action (Date, Resolution)</b>
n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

ATTACHMENTS:

1. Resolution