



# COUNTY OF SAN DIEGO

## AGENDA ITEM

### BOARD OF SUPERVISORS

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**DATE:** October 19, 2021

**08**

**TO:** Board of Supervisors

### SUBJECT

**SHERIFF'S DEPARTMENT – REQUEST APPROVAL FOR SINGLE SOURCE  
PROCUREMENT OF DETENTION HARDWARE, EQUIPMENT, AND  
INSTALLATION SERVICES (DISTRICTS: ALL)**

### OVERVIEW

The Sheriff's Department operates and maintains over twenty secure detention and/or reentry and patrol facilities throughout the county. The County of San Diego (County) maintenance staff must purchase parts and provide repairs and maintenance to replace critical components such as institutional doors and frames, locking devices and keys, accessories such as food flaps and package passes, and detention furnishings such as bunks, tables, and desks within these secure environments in an efficient, reliable, and standardized manner each and every time. Southern Folger Contracting Inc (Southern Folger) is the Original Equipment Manufacturer (OEM) of these products.

It is therefore imperative that all parts and components and installation services used at these facilities are done with OEM parts and technicians. The use of OEM parts and technicians ensures that all components are designed to the exact same specifications and will operate seamlessly when replaced and with the same continued warranties. The standardization of OEM parts also allows our county staff to be trained in the regular use and maintenance of these parts across all detention and reentry facilities and patrol stations regardless of their location.

This is a request for single source procurement with Southern Folger Contracting Inc. (Southern Folger) for hardware, equipment, and installation services for an initial term of one-year, plus four option periods of one year each.

### RECOMMENDATION(S)

#### CHIEF ADMINISTRATIVE OFFICER

1. In accordance with Board Policy A-87, Competitive Procurement, approve and authorize the Director of the Department of Purchasing and Contracting to enter into negotiations for repair and replacement parts and related services from Southern Folger Contracting Inc (Southern Folger) for all Sheriff's Department facilities and subject to successful negotiations and a determination of a fair and reasonable price, award a contract for an

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initial term of one-year and an additional four option years and to amend the contracts as needed to reflect changes to requirements and funding.

2. Pursuant to Public Contract Code Section 3400, find that Southern Folger's products and installation will be designated by specific brand name for use in the Sheriff's Department detention facilities for the period of up to five years as they are Original Equipment Manufacturer items needed and are only available from one source.

**EQUITY IMPACT STATEMENT**

The Sheriff's Department maintains high safety standards to support the diverse individuals living and working in the detention facilities. This requires the Sheriff's Department to be proactive and continuously analyze the environment for the safety of the incarcerated persons in our care, visitors, and our detention facility staff. The continuation of the contract with Southern Folger for hardware, equipment, and installation services will provide seamless maintenance of the facilities, more efficient upgrades to hardware and facility components, and guaranteed installation services to ensure the continuous and proper functioning of these items. The confidence in the materials and installation at these facilities allows both those incarcerated within the facility and the staff working within the facility to feel more protected. The requested action is in accordance with Board of State and Community Corrections Title 15 Minimum Standards. For Local Detention Facilities, § 1280. Facility Sanitation, Safety, and Maintenance in order to maintain an acceptable level of cleanliness, repair and safety throughout the facility.

**FISCAL IMPACT**

Funds for this request are included in the Fiscal Year 2021-22 Operational Plan for the Sheriff's Department. If approved, this request will result in an estimated annual cost of \$500,000. The funding source is existing General Purpose Revenue. Subsequent year costs will be included in future Operational Plans for the Sheriff's Department. There will be no change in net General Fund cost and no additional staff years.

**BUSINESS IMPACT STATEMENT**

N/A

**ADVISORY BOARD STATEMENT**

N/A

**BACKGROUND**

The Sheriff's operates and maintains over twenty secure detention and/or reentry and patrol facilities throughout the county. County of San Diego (County) maintenance staff must purchase parts and provide repairs and maintenance to replace critical components within these secure environments in an efficient, reliable, and standardized manner each and every time.

Sheriff's Detention facilities are equipped with industry-specific products such as institutional doors and frames, locking devices and keys, accessories such as food flaps and package passes, and detention furnishings such as bunks, tables, and desks. Southern Folger Contracting Inc (Southern Folger) is the Original Equipment Manufacturer (OEM) of these products, which were

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installed when the facilities were originally built or subsequently as part of capital renewal or major maintenance projects. Southern Folger's products are used extensively in the County's detention facilities because they meet standards of the American Society for Testing and Materials (ASTM), which include durability, reliability and consistency in material and workmanship. Their products and installation are also critical to maintaining compatibility with other existing components in use. The integrity, reliability, and consistency of this equipment across the detention system are essential to a safe and secure operating environment.

Using Southern Folger as the single source for detention equipment, repair, replacement or new installation, and maintenance services ensures the manufacturer's warranty on replacement parts and services is not compromised or invalidated. In addition, for those repairs that can be performed by County maintenance staff, limiting the number of manufacturers for specialized components minimizes the number of replacement parts that need to be stocked, and, therefore, allows for more efficient and effective training for maintenance employees.

This is a request for single source procurement with Southern Folger Detention Equipment Company (Southern Folger) for OEM hardware, equipment, and installation services for an initial term of one-year, plus four option periods of one year each.

**LINKAGE TO THE COUNTY OF SAN DIEGO STRATEGIC PLAN**

Today's proposed action for approval to specify Original Equipment Manufacturer hardware, equipment, and installation services supports the Operational Excellence objective of providing appropriate resources to ensure superior service delivery, which is part of the of San Diego's 2021-2026 Strategic Plan. By providing the necessary hardware, equipment, and installation services to ensure superior delivery, the county is able to be a responsible steward of public assets.

Respectfully submitted,



WILLIAM D. GORE  
Sheriff

**ATTACHMENT(S)**

N/A

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**AGENDA ITEM INFORMATION SHEET**

**REQUIRES FOUR VOTES:** ☐ Yes ☒ No

**WRITTEN DISCLOSURE PER COUNTY CHARTER SECTION 1000.1 REQUIRED**

☐ Yes ☒ No

**PREVIOUS RELEVANT BOARD ACTIONS:**

January 26, 2016 (03) – Sheriff's Department – Request for Single Source Procurement of Detention Hardware, Equipment, and Installation Services

**BOARD POLICIES APPLICABLE:**

A-87, Competitive Procurement: D.5 Standardization and 2.E Equipment Maintenance Services:

**BOARD POLICY STATEMENTS:**

A-87, Competitive Procurement – A single source procurement of detention hardware, equipment and installation services provided exclusively by Southern Folger Detention Equipment Company (Southern Folger) for the Sheriff's detention and patrol facilities.

**Item and Service and Term Period:** Procurement of Southern Folger's materials and related installation and repair services for up to a five-year term.

**Benefits to the County of San Diego:** Southern Folger's products and services meet the Sheriff's requirements for compatibility, standardization, longevity, quality, value, and vendor support and is overall cost efficient for the County.

**Justification:** County of San Diego staff's research and experience using several other products and services over the last 15 years show Southern Folger to be the only vendor able to meet the Sheriff's critical requirements for compatibility, standardization, durability, and vendor support critical to maintaining a safe and secure environment in our detention facilities.

**Fair and Reasonable Pricing:** The costs have been determined to be fair and reasonable based on comparable pricing the company has routinely provided to similar agencies, and will continually be evaluated over the term of the agreement to ensure consistent pricing within the market.

**MANDATORY COMPLIANCE:**

N/A

**ORACLE AWARD NUMBER(S) AND CONTRACT AND/OR REQUISITION  
NUMBER(S):**

Pending

**ORIGINATING DEPARTMENT:** Sheriff's Department

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**OTHER CONCURRENCE(S):** Department of Purchasing and Contracting  
Department of General Services

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