



Executive Director's

Report to the
Board of Harbor Commissioners

DATE: JUNE 16, 2025

FROM: PORT POLICE

SUBJECT: RESOLUTION NO. _____ - APPROVAL OF CONTRACT TO CONVERGINT TECHNOLOGIES LLC FOR SECURITY SYSTEM MAINTENANCE, REPAIR, INSTALLATION, AND INTEGRATION, ON AN AS-NEEDED BASIS

SUMMARY:

Staff requests approval of an Agreement between the City of Los Angeles Harbor Department (Harbor Department) and Convergent Technologies LLC (Convergent), to provide professional services to assist the Harbor Department with the maintenance, repair, replacement, installation, and integration of equipment related to security systems. These systems include, but are not limited to, Closed Circuit Television (CCTV), access control, and networking. The scope of this agreement also includes system upgrades (hardware and software) that may be needed in order to enhance performance or add to the system's overall capabilities.

Approval of the proposed action will authorize a one-year Agreement with two, one-year renewal options, with Convergent for an amount not to exceed \$9,000,000. The Harbor Department will be financially responsible for payment of expenses incurred under the proposed Agreement; however, a portion may be funded through the Port Security Grant Program (PSGP). As part of the PSGP, the Harbor Department is required to fund a twenty-five percent cost share. Funding for future years will be requested as part of the budget process and additional grant funds will be sought through the annual PSGP application process.

RECOMMENDATION:

It is recommended that the Board of Harbor Commissioners (Board):

1. Find that the Director of Environmental Management has determined that the proposed action is administratively and categorically exempt from the requirements of the California Environmental Quality Act (CEQA) under Article II Section 2(f) and Classes 1(6) and 3(4) of the Los Angeles City CEQA Guidelines;
2. Find that in accordance with the City Charter Section 1022 that, although portions of the work being proposed for contracting can be performed by City employees, there is no staff available to assist;

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3. Award the one-year agreement, with two, one-year renewal options, to Convergent Technologies LLC;
4. Authorize the Executive Director to execute and the Board Secretary to attest said Agreement; and
5. Adopt Resolution No. _____.

DISCUSSION:

Background – The Harbor Department requires the professional services of an outside consultant to provide software and hardware maintenance, repair, installation, and integration services for its security system. The system is comprised of approximately 850 cameras and 275 access control points as well as any new, associated systems coming online during the life of this Agreement. The network that links these sub-systems is comprised of hard-wired and wireless communications infrastructure.

Selection Process – On December 4, 2024, a Request for Proposals (RFP) was posted on the Harbor Department’s website and the Regional Alliance Marketplace for Procurement (RAMP). As a result of the RAMP posting, 408 notifications were sent to firms with matching North American Industry Classification System codes. There were 28 unique views by account (i.e., by company/firm name) of the RFP and 25 downloads of the RFP documents. Three proposals were submitted by the January 29, 2025 deadline; however, only two were deemed responsive by the Contracts and Purchasing division (CPD).

Because only three proposals were submitted, CPD reached out to some of the firms that viewed the RFP but did not submit a proposal. When asked for feedback as to why they had not submitted a proposal, two firms provided the following responses, “I would have loved to participate in this opportunity, but it didn’t seem like we could provide the level of service/equipment required.”, and “After careful review, we chose not to submit a proposal due to the structure of the RFP, which presented several barriers for capable small businesses like ours. The absence of submittal waivers, rigid certification mandates (e.g., Milestone MCIE, AMAG Symmetry), and limited clarification around subcontractor eligibility created constraints that did not allow for innovative teaming strategies or prime-sub relationships.”

An evaluation team consisting of staff from Los Angeles Port Police and the Port of Long Beach, rated the proposals on the following criteria: Firm Qualifications, Experience and References; Project Organization, Personnel and Staffing; Project Approach, Work Plan, and Management; Rates, Fees and Budget Control; and Clarity and Comprehensiveness of the Proposal. Firms could receive a maximum score of 100.

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Evaluators were able to rate each of the five criteria on a scale of 0 to 5 and the criteria were weighted as 5, 6, 4, 4, and 1, respectively. In addition, each firm received additional points for a Local Business Enterprise designation, if applicable. The table below shows the individual proposal scores as well as the combined average scores. The full scoring matrix is included as Transmittal 2.

COMPANY NAME	Rater 1 – Port Police		Rater 2- Port Police		Rater 3- Port of Long Beach		Combined Average Score	LBE Pts. If Applicable	TOTAL Score	Status SBE, MBE, WBE, OBE
	Proposal Score	Total Score	Proposal Score	Total Score	Proposal Score	Total Score				
Convergint Technologies, LLC	84	84	87	87	88	88	86.33	8.00	94.33	OBE
Company A	77	77	81	81	81	81	79.67	8.00	87.67	OBE

Based on the above scores, Convergint is being recommended to fulfill the duties being proposed for contracting.

ENVIRONMENTAL ASSESSMENT:

The proposed action is the approval of a Contract with Convergint to assist with maintenance, repair, replacement, installation, and integration of security systems equipment, which is an administrative activity involving the additional of safety or security devices in conjunction with existing structures or facilities and installation of new equipment involving negligible or no expansion of use if for safety. Therefore, the Director of Environmental Management has determined that the proposed action is administratively and categorically exempt from the requirements of CEQA in accordance with Article II Section 2(f) and Classes 1(6) and 3(4) of the Los Angeles City CEQA Guidelines.

FINANCIAL IMPACT:

Approval of the proposed Agreement would result in aggregate authorized expenditures of \$9,000,000 over the three-year contract term should all renewal options be exercised. Fiscal Year 2025-2026 funding in the amount of \$3,000,000 has been requested to be budgeted within Account 541200 (Port Security), Division 52010 (Port Police). There will be various Work Order numbers associated with this Agreement as assigned for each PSGP award. The Harbor Department is responsible for budgeting and paying for all associated labor and materials and subsequently requesting reimbursements, as appropriate. Upon Board approval, funding for future fiscal years will be requested as part of the annual budget process. Spending is anticipated to occur as follows:

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POLA Fiscal Year	Contract Maximum	Port Security Grant Program	Grant Reimbursement Amount	25% Cost Share	Port Absorbed
2025-2026	\$3,000,000	PSGP FY 24	\$1,113,325	\$371,108	\$1,515,567
2026-2027	\$3,000,000	PSGP FY 25*	\$2,000,000	\$666,666	\$333,334
2027-2028	\$3,000,000	PSGP FY 26*	\$2,000,000	\$666,666	\$333,334
Maximum	\$9,000,000				

*** Indicates funds to be applied for in future rounds of the PSGP.**

A funding out clause, also known as a termination of agreement for non-appropriation of funds clause, has been included in the proposed Agreement. Funding for future years will be requested as part of the annual budget process.

CITY ATTORNEY:

The Office of the City Attorney has reviewed and approved the subject Agreement as to form and legality.

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TRANSMITTALS:

1. Personal Services Agreement
2. Scoring Matrix

FIS Approval: MM (initials)
CA Approval: SO (initials)


GREG D MCMANUS
Deputy Chief of Police


THOMAS E. GAZSI
Chief of Public Safety and
Emergency Management

APPROVED:

 for

EUGENE D. SEROKA
Executive Director

TEG:GM:czej
Author: G. McManus