



# City of San Antonio

## Agenda Memorandum

**File Number:**

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**Agenda Item Number:** {{item.number}}

**Agenda Date:** April 10, 2025

**In Control:** City Council A Session

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**DEPARTMENT:** Finance Department

**DEPARTMENT HEAD:** Troy Elliott

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Upgrade Audio Visual Components Emergency Operations Center (EOC) Phase II

**SUMMARY:**

This ordinance authorizes a contract with Conference Technologies, Inc. to provide the San Antonio Fire Department (SAFD) with Phase II of audio-visual components upgrades that display and share critical information in the Emergency Operations Center (EOC). The estimated total cost is \$182,504.61. Funding is available from Department of Homeland Security, FY 2022-2023 Urban Area Security Initiative grant.

**BACKGROUND INFORMATION:**

This contract will provide conferencing or audio visual upgrades for the Emergency Operations Center (EOC). Upgrades for audio-visual components for Phase I were completed on October 4, 2024 which included strategic upgrades to existing system components throughout the facility such as digital signage, cameras and projector replacements, conferencing upgrades and replacement of the Assistive Listening System.

Submitted for City Council consideration and action is an offer submitted by Conference Technologies, Inc. for Phase II as a continuation of audio-visual components upgrades that display

and share critical information in the EOC. The San Antonio/Bexar County EOC provides a single point of shared situational awareness implementing effective command and control during large-scale disasters. The EOC allows coordination across all federal, state, and local emergency management agencies. The EOC is a critical asset, providing communication and coordination among emergency management authorities throughout Central and South Texas. Phase II will continue to replace outdated equipment, enhance system reliability, and streamline AV operations across the facility to meet operational demands. Without these upgrades, the risk of technical failures increases, potentially impacting critical emergency management functions.

The City issued a Request for Offer (RFO) for “Audio-Visual Phase II Upgrade of Equipment & Installation for SAFD” (RFO 6100018654) to Conference Technologies, Inc., a cooperative vendor, on February 17, 2025, with a submission deadline of March 7, 2025. Conference Technologies, Inc. submitted an offer, meets the published specifications, and is recommended for award.

This purchase is made through The Interlocal Purchasing System (TIPS) Cooperative Program pass on Ordinance 2009-12-10-1002, dated December 10, 2009. Cooperative Contract Number 230901 with Conference Technologies, Inc. allows the EOC to upgrade audio-visual components with brand specific equipment that will display and share critical information and to replace failing, end of life audio visual equipment.

#### **ISSUE:**

This ordinance will approve a contract for the City of San Antonio’s EOC for Phase II of a two-part project to upgrade its audiovisual systems. Upgrades include replacing outdated equipment with a modern network-based video system, installing new control processors, with a backup system for added reliability, upgrading key equipment, such as amplifiers, projectors, video conferencing tools, and cameras, improving the setup in key rooms to support better communication and collaboration, and updating the Assisted Listening System (ALS) to improve accessibility. These upgrades will ensure the EOC has a reliable, easy-to-manage audio-visual system that will last 7-10 years and support emergency operations more effectively. Warranty for Phase II includes a 12-month complete service contract on all system purchases from Conference Technologies, Inc.

This contract is within the scope of the Small Business Economic Development Advocacy (SBEDA) Program. However, due to lack of available firms and/or subcontracting opportunities, the Goal Setting Committee was unable to apply a SBEDA tool to this contract.

This contract is an exception to the Local Preference Program.

The Veteran-Owned Small Business (VOSB) Preference Program does not apply to goods/supplies and non-professional service contracts, so no preference was applied to this contract.

#### **ALTERNATIVES:**

Should this contract not be approved, the City will be unable to proceed with Phase II of audio-video upgrades for the EOC. The equipment is aging and outdated. The recommended upgrades provide a scalable, long-term solution that will integrate well with future technology. If no action is taken, future upgrades may be more costly and complex due to compatibility issues.

#### **FISCAL IMPACT:**

This ordinance authorizes a contract with Conference Technologies, Inc. to provide the San Antonio Fire Department (SAFD) with Phase II of audio-visual components upgrades that display and share critical information in the Emergency Operations Center (EOC) for an estimated total cost of \$182,504.61. Funding is available from Department of Homeland Security, FY 2022 & 2023 Urban Area Security Initiative grants.

#### **RECOMMENDATION:**

SECTION 1. The City Manager or designee, or the Deputy Chief Financial Officer or designee, authorizes a contract with Conference Technologies, Inc. to provide the Fire Department with Phase II of audio-visual components upgrades that display and share critical information in the Emergency Operations Center (EOC) for an estimated total cost of \$182,504.61. Funding is available from Department of Homeland Security, FY 2022-2023 Urban Area Security Initiative grant.

SECTION 2. The financial allocations in this Ordinance are subject to approval by the Deputy Chief Financial Officer, City of San Antonio. The Deputy Chief Financial Officer may, subject to concurrence by the City Manager or the City Manager's designee, correct allocations to specific SAP Fund Numbers, SAP Project Definitions, SAP WBS Elements, SAP Internal Orders, SAP Fund Centers, SAP Cost Centers, SAP Functional Areas, SAP Funds Reservation Document Numbers, and SAP GL Accounts as necessary to carry out the purpose of this Ordinance.

SECTION 3. This Ordinance is effective immediately upon the receipt of eight affirmative votes; otherwise, it is effective ten days after passage.