



# Administrative Report

H.18., File # 25-1022

Meeting Date: 7/15/2025

**To:** MAYOR AND CITY COUNCIL  
**From:** MIKE COOK, INFORMATION TECHNOLOGY DIRECTOR

## **TITLE**

APPROVE A MULTI-YEAR AGREEMENT WITH SABLE COMPUTER, INC., DBA KEEP IT SIMPLE INC., FOR THE PURCHASE OF VERKADA CLOUD VIDEO MANAGEMENT LICENSES, REPLACEMENT HARDWARE, INTEGRATION SERVICES, AND CAMERA REPLACEMENTS IN AN AMOUNT NOT TO EXCEED \$255,000 FOR THE TERM JULY 16, 2025 THROUGH JULY 16, 2030.

## **EXECUTIVE SUMMARY**

Staff recommends that Council approve a five-year agreement with Sable Computer, Inc. DBA Keep IT Simple Inc., for the provision of Verkada cloud-based video management software licenses and services. The project includes the replacement of aging on-premise recording hardware and software using Verkada's Command Connector and the installation of new cameras to replace end-of-life units at the Redondo Beach Police Department Jail and surrounding areas. The total cost of the project over five years will not exceed \$255,000. This modernization effort will improve system reliability, increase video retention capacity, and transition the City to a cloud-based solution with predictable annual costs.

## **BACKGROUND**

For over two decades, the Redondo Beach Police Department has utilized a legacy on-premise video management system (VMS) provided by ONSSI to operate security cameras throughout City facilities. These include primary deployments at the Police Station, Jail, Police Annex, and substations, as well as selected locations such as the North Branch Library, Public Works Yard, City Hall, Transit Center, and the Redondo Beach Pier.

Over time, the system has expanded on an as-needed basis but remains dependent on outdated software and hardware. The current system has increasingly experienced service outages, particularly impacting police operations, due to failing camera and server hardware. Additionally, storage capacity is limited to approximately 30 days of video retention.

The proposed upgrade will:

- Transition the City's VMS to a secure, cloud-based platform (Verkada Command).
- Repair or replace failing cameras-approximately 25% of the total system-beginning with the Police Jail and its surrounding areas.
- Integrate the remaining modern cameras with the new software platform.
- Eliminate the need for costly and disruptive hardware overhauls every 6 years in favor of a manageable, annual cost structure.

- Double video retention to 60 days.

Importantly, this project does not involve adding new cameras at facilities not already equipped. Instead, it involves a like-for-like replacement of hardware and systems, retaining the majority of the city's existing cameras.

The proposed vendor, Sable Computer, Inc. DBA Keep IT Simple, is an authorized Verkada reseller and has demonstrated successful delivery of similar projects for public sector clients and has successfully implemented several other initiatives at the City of Redondo Beach. The agreement leverages an OMNIA Partners cooperative purchasing agreement (Contract R250206) to ensure the most competitive pricing possible.

### **COORDINATION**

This project has been coordinated with the Redondo Beach Police Department and Information Technology (IT) Department. The agreement has been approved as to form by the City Attorney's Office.

### **FISCAL IMPACT**

The total not-to-exceed amount for this five-year agreement is \$251,780.52, which includes:

- Verkada cloud video management licenses
- Command Connector hardware integration
- Replacement of end-of-life cameras
- Implementation services and support

The cost of this project will be funded by approved 2024-2025 IT Equipment Replacement Program funds which were originally slated for the replacement of legacy on-premise video server equipment. The transition to a cloud-based subscription model will provide the City with long-term cost predictability and eliminate the need for large, cyclical expenditures for hardware replacement. Licensing reflects a 27% discount on list price via an OMNIA partners agreement.

### **APPROVED BY:**

*Mike Witzansky, City Manager*

### **ATTACHMENTS**

- Agmt - KIS Verkada Command, Licenses, Hardware, Installation, OMNIA Partners R250206, KIS Quote 13700, Verkada Terms & Conditions
- Certificate of Insurance - KIS
- Certificate of Insurance - KIS, Cybersecurity