



BOARD OF SUPERVISORS
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: Sheriff's Office
Department No.: 032
Agenda Date: February 3, 2026
Placement: Administrative Agenda
Estimated Time: N/A
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Bill Brown, Sheriff-Coroner
Contact: Nemie Holman, IT Manager
SUBJECT: Astound Business Solutions, LLC (Astound) Service Order to the Agreement for Services of Independent Contractor for Dark Fiber Services

County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence: Risk Management, ITD

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve, ratify, and authorize the Sheriff, or his designee, to execute Service Order No. OP484269 with Astound Business Solutions, LLC (not a local vendor) to add dark fiber services to the Santa Barbara Sheriff's Office, Santa Maria Special Investigations Bureau (SIB), for a service order maximum contract amount not to exceed \$108,000 for a 60 month initial service agreement, inclusive of a monthly service agreement of \$1,800 a month, beginning in FY 2025-26, inclusive of all services ordered. The 60-month service agreement term will not begin until completion of the installation of the dark fiber line, after ratification by the Board of Supervisors;
- b) Approve and authorize the Sheriff, or his designee, to order additional services in an amount not to exceed 10% of the contract amount; and
- c) Determine that the above-recommended actions are not a project that is subject to environmental review under the California Environmental Quality Act (CEQA), pursuant to CEQA Guidelines sections 15378(b)(4), finding that the actions are governmental funding mechanisms and/or fiscal activities that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is on the agenda to request approval to execute this Service Order with Astound Business Solutions, LLC. (Astound) to provide dark fiber services to the Sheriff's Office, Santa Maria Special Investigations Bureau (SIB) for a contract amount not to exceed \$1,800 a month for a five-year period; and the overall maximum contract amount of the Agreement inclusive of all service orders not to exceed \$108,000. Additionally, this item would authorize the Sheriff, or their designee, to order additional services in an amount not to exceed 10% of the contract amount, or \$10,800. Although the Master Services Agreement governing this Service Order was executed on June 18, 2024, the Service Order itself is being presented to the Board at this time to obtain formal ratification and authorization prior to installation and commencement of the service term.

Discussion:

The Sheriff's Office seeks the Board of Supervisors' approval to execute this Service Order with Astound to provide utility fiber installation and ongoing connectivity to a new leased facility to house the Santa Maria SIB. Astound Service Orders can have different terms in relation to other Service Orders attached to the Master Services Agreement. This Service Order's five-year term begins on completion of installation. This request was submitted and approved by the Executive Information Technology Council (EITC) on January 9, 2026.

Background:

Astound (formerly Wave) has been providing dark fiber and ethernet network service for the County since 2018. Since its inception, the partnership with the County has been integral to the operational infrastructure of the County, facilitating seamless connectivity and robust data transmission capabilities between major campuses, to remote offices, and the Internet.

At the request of the Board of Supervisors and the County Executive Office, the Sheriff's Office was asked to downsize the Santa Maria SIB lease. The request was made in order to achieve a cost savings as the old facility was larger than needed with the elimination of the Sheriff's Cannabis Compliance team. A new smaller location was sourced with the assistance of County Real Property.

Performance Measure:

High Speed Internet: There is a need for high-speed internet to support the services provided at the new location. The bandwidth supplied by Astound to the building will support the current needs, as well as expanding needs into the future. Astound's network is designed to provide a target of reliability of at least 99.99% per month. Should there be an outage, Astound's mean time to restore (MTTR) is 6 hours or less. In addition, the Astound Network is designed to provide no greater than .01% packet loss, a monthly average one-way Latency not to exceed 10 milliseconds (ms), and a monthly average one-way Network Jitter not to exceed 2 ms. Should any of the service level targets not be achieved, credits will be applied as specified within the service level agreement.

Cost Optimization Initiatives: Through strategic negotiations and collaborative efforts, we have secured favorable pricing terms with Astound. These cost optimization initiatives not only result in significant savings for our organization but also ensure that we continue to receive high-quality network services without compromise.

Reliability and Quality of Service: Building upon County and Astound's longstanding partnership, this Sheriff contract reaffirms our mutual commitment to reliability and quality of service. With service

level agreements (SLAs) in place, Astound remains dedicated to delivering best-in-class network services, ensuring uninterrupted connectivity and business continuity for our organization.

Contract Renewals:

The contract term is five years. If the County wants to terminate early, the County will be assessed an early termination fee equal to the entire cost of the service agreement contract.

Astound is a current vendor for the Santa Barbara Sheriff's Office and has been providing dark fiber services for Santa Maria SIB since March 13, 2019. During the previous contract, Astound met all of its service level agreement benchmarks, with no known loss of services. The renewal of this contract will be governed by the Master Service Agreement between Astound and the County which took effect on June 18, 2024.

There are no known additional risks for this contract, as it will be governed by the Master Service Agreement entered into between the Astound and the County.

A competitive bid process was not completed for this contract due to Astound already being a current vendor for the Sheriff's Office and the contract being governed by the current Master Service Agreement.

Fiscal and Facilities Impacts:

Budgeted: Yes. This cost increase is budgeted through Cannabis Tax Revenue and has no impact to the General Fund.

Fiscal Analysis:

Funding Source	FY 2025-26	FY 2026-27	FY 2027-28	Total
General Fund	\$3,600	\$21,600	\$21,600	\$46,800
State				
Federal				
Fees				
Total	\$3,600	\$21,600	\$21,600	
Funding Source	FY 2028-29	FY 2029-30	FY 2030-31	Total
General Fund	\$21,600	\$21,600	\$18,000	\$61,200
State				
Federal				
Fees				
Total	\$21,600	\$21,600	\$18,000	\$108,000

This funding will be an on-going expense of \$1,800 a month for a 60-month period. The contract will begin upon completion of installation, which will only be done after ratification of this contract by the Board of Supervisors. This service had been provided at the prior Santa Maria SIB facility at a cost of \$1,000 per month. That pricing was negotiated five years ago, and as a result, the new contract has increased \$800 per month. Astound has built the construction cost of installing the dark fiber line to the new facility into that monthly expense. The previous contract was funded

through Cannabis Tax Revenue received by the County and will continue to be funded by that revenue stream. While internet service costs have increased, the overall facility costs have decreased due to downsizing the Santa Maria SIB. The monthly cost of running the Santa Maria SIB facility is now \$9,300, which is a decrease of more than 50% compared to the previous facility cost.

Special Instructions:

Please email one Minute Order to Nemie Holman at nfh3573@sbsheriff.org and Neil Gowing at nag3284@sbsheriff.org.

Attachments:

Attachment A – Astound Sheriff SIB FY 2025-31 Service Order OP484269

Attachment B – Astound County of Santa Barbara Master Services Agreement

Contact Information:

Neil Gowing
Acting Lieutenant
Nag3284@sbsheriff.org