



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: Information Technology
Department No.: 067
Agenda Date: March 10, 2026
Placement: Administrative Agenda
Estimated Time: N/A
Continued Item: No
If Yes, date from: N/A
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Chris Chirgwin, Chief Information Officer (CIO)
Contact: Andre Monostori, Deputy CIO
SUBJECT: Request for Bid Waiver of Competition in Purchase of Eaton Batteries and Services

County Counsel Concurrence

As to form: Yes

Other Concurrence: Procurement

As to form: Yes

Auditor-Controller Concurrence

As to form: N/A

Recommended Actions:

That the Board of Supervisors:

- a) Authorize the County Purchasing Agent to waive competitive bidding requirement per County Code Section 2-39(c) to procure Eaton battery products and services in an amount not to exceed \$200,000 annually through June 30, 2030, from Ram-Tek LLC, as a sole-source procurement without being required to conduct a formal bid process; and
- b) Determine that the activity is not a "Project" subject to California Environmental Quality Act (CEQA) review per CEQA Guideline Section 15378(b)(5), since the activity is an organizational or administrative activity of government that will not result in direct or indirect physical changes in the environment.

Summary Text:

Per County Code section 2-39, the Information Technology Department (ITD) requests the Board waive the bid requirement to authorize the County's Purchasing Agent to procure Eaton Uninterrupted Power Source (UPS) batteries for the County's data centers—Emergency Operations Center (EOC), Betteravia campus (Santa Maria), and the Administration building. The recommended action will allow ITD to sole source Eaton products through Ram-Tek for Fiscal Years 2025-26 through 2029-30.

Discussion:

During a recent service visit, an Eaton technician found two aging batteries at the EOC data center that are in need of replacement. Since UPS batteries typically last about five years, timely

replacement is essential to maintain operations 24 hours a day, 7 days a week, 365 days a year. Without the ability to replace these batteries, ITD would need to purchase a new UPS from another company or risk losing systems critical to County operations.

The current UPS system is produced by Eaton Corporation. Ram-Tek, an Authorized Eaton Representative, has provided products and services for the entire life of the current system. The system includes a bypass system as well as energy saving, remote monitoring, and alarm capabilities so the status of the system is always known, making a catastrophic failure unlikely when properly maintained with functioning batteries.

Eaton Corporation provided a sole source letter that indicates that Ram-Tek is the only certified provider to work on their equipment, including installation of batteries, for Southern California, leaving them as the only option for purchasing. Specifically, the letter states, "No other service supplier is authorized to possess Eaton proprietary (copyrighted) software, repair documentation, processes or materials. Eaton's Manufacturer's representative for Southern California is Ram-Tek. Ram-Tek quotes Eaton Services on our behalf."

Background:

ITD has partnered with Eaton for over a decade to provide UPS products and services to three County data centers. These centers, which rely on stable, conditioned power, support critical network infrastructure for all departments and agencies. Eaton's UPS systems ensure continuous operation, backed by highly skilled and dependable technicians

Performance Measures

The expected performance of new batteries is five years. Annual maintenance and inspection will be done on the UPS systems to ensure batteries are performing as expected.

Fiscal and Facilities Impacts

Budgeted: Yes

Fiscal Analysis:

The recommended action will allow ITD to purchase replacement batteries as needed over the next five years. Actual costs will be based on the specific replacements needed and are not expected to meet or exceed \$200,000 annually. Funding for these purchases is provided through Fund 1915 IT Services Internal Service Fund charges to customer departments.

Special Instructions:

Direct the Clerk of the Board to email a copy of the minute order to:

- Phung Loman, General Services Department – Purchasing Division, Chief Procurement Officer; and
- Jason Womack, Information Technology Department.

Attachments:

Attachment A—Ram-Tek Sole Source Letter

Contact Information:

Jason Womack
Department Business Specialist
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