



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  
General Services  
**Department No.:** 067, 063  
**Agenda Date:** August 26, 2025  
**Placement:** Administrative Agenda  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors  
**FROM:** Department Directors: Chris Chirgwin, Chief Information Officer (CIO), Information Tech  
Kirk Lagerquist, Director, General Services  
Contacts: Andre Monostori, Deputy CIO  
Lynne Dible, Assistant Director  
**SUBJECT:** Countywide Telecommunications and Data Agreements with Frontier Communications  
of America, Inc.

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**County Counsel Concurrence**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors (Board):

- a) Approve and authorize the Chair of the Board to execute a Services Agreement (Agreement) with Frontier Communications of America, Inc. (Frontier) for Countywide telecommunications and data services for a maximum contract amount not to exceed \$2,315,690.76, inclusive of the base contract amount and estimates for taxes, tariffs, fees, and increases for renewals of existing services during the term of the Agreement, for the period beginning August 26, 2025, and ending the later of August 25, 2030, or 60 months from successful service connection for Schedule S-5550176391, which includes the following schedules:
  - i) Business Local & LD Schedule S-0000443862
  - ii) Business Local & LD Schedule S-0000443861
  - iii) Business Local & LD Schedule S-0000440851
  - iv) Private Line Schedule S-0000444435
  - v) Private Line Schedule S-0000444436
  - vi) Private Line Schedule S-0000444437
  - vii) Private Line Schedule S-0000450919
  - viii) Private Line Schedule S-0000451040
  - ix) Ethernet Local Area Network (LAN) Schedule S-5550176391
  - x) Ethernet Local Area Network (LAN) Schedule S-0000451050

- b) Approve and authorize the Chief Procurement Officer to execute additional Schedules to the Board-approved Frontier Services Agreement, with CIO concurrence, in an amount not to exceed \$150,000;
- c) Approve and authorize the Chief Procurement Officer, or their designee, to increase the maximum contract amount by an amount not to exceed \$133,252 to accommodate potential increases in taxes, tariffs, and fees during the Term; and
- d) Determine that the above recommended action is a government funding mechanism or other government fiscal activity, which does not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

**Summary Text:**

This item is on the agenda to request that the Board approve an Agreement with Frontier for Countywide telecommunications and data services. This Agreement supports the County's effort to streamline procurement processes, ensure adherence to County spend authority, enhance service visibility, and improve cost control across all departments.

**Discussion:**

The Information Technology Department (ITD), in coordination with General Services, the Auditor-Controller, and County Counsel, is implementing a standardized and centralized process for managing and contracting for internet and telecommunications services across the County. Oversight of these services has historically been limited, resulting in a lack of visibility into the aggregate spend and the number of active arrangements with various service providers. The new process eliminates redundancy and ensures compliance with established County procurement guidelines.

This new process will require departments to submit all telecommunication and data-related requests through a standardized form in the County's ServiceNow platform. Each request must include details regarding the proposed services, a preliminary service order from the service provider, and other pertinent information related to the request. ITD, CEO, Procurement, and the CIO/DCIO will review requests to confirm the service(s) are sufficient for the service location, funding availability, and the absence of existing connections at the requested locations.

To inform departments of this change in contracting for these services, an initial email was sent to all County departments informing them of the upcoming transition to a Countywide contract for telecommunications and data services with Frontier. The communication advised departments that further details would follow. Next, ITD and General Services will jointly host an information session for departments. This session will explain the change in process, identify the specific services impacted, provide step-by-step instructions for obtaining services under the new Countywide contracts, and address any questions from departments.

**Background:**

In the past, County departments independently procured and managed their own arrangements for certain services from interest services providers. This decentralized approach limited visibility into the types of services being used, associated costs, and the contracting terms in place. While several different vendors operating within the County's geographical area have and will continue to provide these services to departments at various locations throughout the county, this new centralized approach will increase visibility and oversight of the services used, promote consistency in the rates charged, and ensure standardization of contracting terms.

**Fiscal Impacts:**

This Agreement mostly consolidates existing services for a number of departments. The only new service being provided by this Agreement is for Department of Behavioral Wellness's internet service at 315 Haley Street. This countywide Agreement will stabilize monthly rates, mitigate unexpected tariff increases, and provide greater oversight of active accounts. Separate Schedules for services are contracted on varying service terms (e.g. 12, 24, 36, or 60 months). As staff anticipate utilizing each service, regardless of initial service term, throughout the full 60 months of the agreement, certain services will be up for renewal during the term of the Agreement. For each service renewal anticipated during the term of the Agreement, staff increased the cost by 5% as an estimate for potential changes in monthly rates.

**Fiscal Analysis:**

Funding Source	FY 25-26	FY 26-27	FY 27-28	FY 28-29	FY 29-30	FY 30-31	Total
<b>Various Dept. Funds*</b>							
Base Contract	\$266,504.40	\$279,829.62	\$293,821.10	\$308,512.16	\$323,937.76	\$340,134.66	\$1,812,739.69
Est. Tax & Tariffs	66,626.10	72,190.64	78,591.70	86,010.71	94,673.02	104,858.90	502,951.08
<b>Subtotal</b>	<b>333,130.50</b>	<b>352,020.26</b>	<b>372,412.81</b>	<b>394,522.87</b>	<b>418,610.79</b>	<b>444,993.55</b>	<b>2,315,690.76</b>
Additional Schedules							150,000.00
Contingency							133,252.00
<b>Total</b>	<b>\$333,130.50</b>	<b>\$352,020.26</b>	<b>\$372,412.81</b>	<b>\$394,522.87</b>	<b>\$418,610.79</b>	<b>\$444,993.55</b>	<b>\$2,598,942.76</b>

\*The departments receiving these services—for example, Fire, Sheriff, Human Resources, and Behavioral Wellness—will directly pay their portion of the costs from their operating fund(s).

**Special Instructions:**

Please email a copy of the executed agreement and minute order to Onelia Rodriguez ([onrodriguez@countyofsb.org](mailto:onrodriguez@countyofsb.org)) and Jason Womack ([jwomack@countyofsb.org](mailto:jwomack@countyofsb.org)) in the Information Technology Department.

1 (one) copy to Phung Loman, General Services at [ploman@countyofsb.org](mailto:ploman@countyofsb.org).

**Attachments:**

**Attachment A – Frontier Services Agreement**

**Contact Information:**

Jason Womack  
Department Business Specialist  
[jwomack@countyofsb.org](mailto:jwomack@countyofsb.org)

Onelia Rodriguez  
Finance Manager  
[onrodriguez@countyofsb.org](mailto:onrodriguez@countyofsb.org)