



# 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:** Behavioral Wellness & Information Technology Department  
**Department No.:** 043 & 067  
**Agenda Date:** April 8, 2025  
**Placement:** Administrative Agenda  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

**TO:** Board of Supervisors

**FROM:** Department Director(s): Antonette Navarro, LMFT, Director  
Behavioral Wellness (805) 681-5220

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Department Director: Chris Chirgwin, Chief Information Officer  
Information Technology Department: (805) 568-2608

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Contact Info: Ryan Weyman, Branch Chief of Information Technology  
Behavioral Wellness (805) 681-5220

**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

**Other Concurrence:** Risk Management

As to form: Yes

## Auditor-Controller Concurrence

As to form: Yes

## Recommended Actions:

That the Board of Supervisors:

- a) Approve, ratify, and authorize the Director of the Department of Behavioral Wellness to execute Service Order No. OP412992 with **Astound Business Solutions, LLC.** (not a local vendor), which amends Agreement for Services of Independent Contractor BC No. 23-314, to add dark fiber services to Behavioral Wellness' Lompoc Adult Outpatient Clinic, West County Crisis Services, and Youth Opioid Response Services, located at 425 W. Central, Lompoc, for a service order maximum contract amount not to exceed **\$36,000** for FY 2024-28, inclusive of \$2,000 for FY 2024-25, \$12,000 for FY 2025-26, \$12,000 for FY 2026-27, and \$10,000 for FY 27-28, for a three year period; and the overall maximum contract amount of the Agreement inclusive of all service orders not to exceed **\$378,000** for FY 24-29.
- b) Approve and authorize the Chief Information Officer (CIO), or their designee, to order additional services in an amount not to exceed 10% of the amended contract amount, or \$37,800; 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 section 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 provision dark fiber services to BWell's Lompoc location at 425 W. Central for a contract maximum amount not to exceed **\$36,000** for a three year period; and the overall maximum contract amount of the Agreement inclusive of all service orders not to exceed **\$378,000** for FY 24-29; as well as authorize the Chief Information Officer (CIO), or their designee, to order additional services in an amount not to exceed 10% of the contract amount, or \$37,800.

### **Background:**

Astound (formerly Wave) has been providing dark fiber and ethernet network service for the County of Santa Barbara 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 to the Internet.

In June of 2024, the Board of Supervisors approved Agreement No. 23-314 (Attachment B), inclusive of two (2) Service Orders, at the request of the County's Information Technology Department (ITD) to provide internet and dark fiber service to multiple County buildings across the County for a total maximum contract amount of \$342,000, beginning July 1, 2024, through June 30, 2029.

BWell seeks the Board of Supervisors' approval to execute this additional Service Order with Astound to provide utility fiber installation and ongoing connectivity to a new building to house BWell Lompoc Adult Outpatient Clinic, West County Crisis Services, and Youth Opioid Response (YOR) at 425 W Central, Lompoc. Astound Service Orders can have different terms in relation to other Service Orders attached to the Agreement. This Service Order's three-year term begins on completion of installation. The parties have agreed to the same favorable pricing terms in the agreement between ITD and Astound that the Board of Supervisors approved on June 18, 2024. Astound offers expanded bandwidth allocation that enables the County to accommodate growing data traffic, support emerging technologies, and enhance overall network performance.

### **Key Highlights of the Contract:**

**High Speed Internet:** There is a need for high speed internet to support the services provided at the new building at 425 W Central in Lompoc. There is currently no high-speed internet infrastructure now in the building. The bandwidth supplied by Astound to the building will support the current needs, as well as expanding needs into the future.

**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 BWell 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 three (3) years. If County wants to terminate early, County will be assessed an early termination fee. This is mitigated by a negotiated 50% reduction in the early termination fee.

**Fiscal and Facilities Impacts:**

**Budgeted: Yes**

**Fiscal Analysis:**

<b><u>Funding Sources</u></b>	<b><u>FY 24-25</u></b>						<b><u>FY 24-29</u></b>	
	<b><u>Cost</u></b>	<b><u>FY25-26 Cost</u></b>	<b><u>FY26-27 Cost</u></b>	<b><u>FY27-28 Cost</u></b>	<b><u>FY28-29 Cost</u></b>		<b><u>Estimated</u></b>	
							<b><u>Expenditures</u></b>	
General Fund								
State	\$ 1,000	\$ 6,000	\$ 6,000	\$ 5,000		\$		18,000
Federal	\$ 1,000	\$ 6,000	\$ 6,000	\$ 5,000		\$		18,000
Fees								
Other: ITD Internal								
Service Fund 1915	\$ 68,400	\$ 68,400	\$ 68,400	\$ 68,400	\$ 68,400	\$		342,000
<b>Total</b>	<b>\$ 70,400</b>	<b>\$ 80,400</b>	<b>\$ 80,400</b>	<b>\$ 78,400</b>	<b>\$ 68,400</b>	<b>\$</b>		<b>378,000</b>

**Narrative:** ITD funding to cover \$342,000 is included in the IT Shared Services Internal Service Fund (ISF) rates allocated to departments. The remaining balance of \$36,000 from this Service Order for BWell is funded by Medi-Cal (Federal) & Mental Health Services Act (State) funding. The FY 24-25 expenditures are included in our adopted budget and any ongoing costs will be factored in our recommended budgets.

**Special Instructions:**

Please email one (1) Minute Order to Chris Shorb at [cshorb@sbcbswell.org](mailto:cshorb@sbcbswell.org), Onelia Rodriguez at [onrodriguez@countyofsb.org](mailto:onrodriguez@countyofsb.org), and to the BWell Contracts Division at [bwelcontractsstaff@sbcbswell.org](mailto:bwelcontractsstaff@sbcbswell.org).

**Attachments:**

**Attachment A** – Astound SB County BWell 425 W Central FY 24-28 Service Order OP412992

**Attachment B** – Astound Executed Agreement MSA SLA Service Orders BC23-314

**Authored by:**

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and

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