



Clerk of the Board of Supervisors
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BOARD OF SUPERVISORS AGENDA LETTER

Department Name:

Sheriff's Office

Department Number:

032

Agenda Date:

August 18, 2026

Placement:

Administrative Agenda

Estimated Time:

<Insert Time>

Continued Item:

Choose an item.

If Yes, date from:

<Insert Date>

Vote Required:

Majority

TO: Board of Supervisors

FROM: Department Director: Sheriff Bill Brown

CONTACT: Nemie Holman, Sheriff's IT Manager

SUBJECT: Sheriff's In-Car Video Systems Technology Lifecycle Upgrade

Concurrences:**County Counsel Concurrence:**

As to form: Yes

Auditor-Controller Concurrence:

As to form: Yes

Other Concurrence: Risk Management, Purchasing, Executive Information Technology Committee (EITC)

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Authorize the Purchasing Agent to procure in-car video equipment for the Sheriff's Office and approve the contract without a formal bid process and approve COBAN Technologies, Inc. as the sole source vendor for the period ending June 30, 2031, for an amount of \$693,503;
- b) Approve and authorize the Chair to execute this agreement with COBAN Technologies, Inc. for the provision, installation, licensing, cloud storage, and support of in-car video hardware

and software systems for the Sheriff's patrol vehicles, effective August 18, 2026, through June 30, 2031; 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)(5), finding that the actions consist of governmental administrative and fiscal activities that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is before your Board to approve a sole-source agreement with COBAN Technologies, Inc. (COBAN) to provide a technology cycle upgrade for in-car video hardware and software systems in the Sheriff's patrol vehicles, over the contract period of August 18, 2026, through June 30, 2031, for a total contract amount of \$693,503. COBAN is the sole authorized distributor for COBAN in-car video systems currently utilized by the Sheriff's Office. This eliminates the opportunity for any other vendor to sell the products needed for this refresh initiative.

Discussion:

The Sheriff's Office is seeking approval for a technology lifecycle upgrade to the in-car video systems installed in the Sheriff's patrol vehicles. This initiative includes the upgrade of our existing COBAN hardware, licensing, and support within the current COBAN environment. The Sheriff's Office intends to remain on the COBAN platform, which has consistently proven reliable and effective over the course of our partnership with COBAN. By maintaining this established technical foundation, which is already well understood by the Sheriff's operational and technical staff, we significantly shorten the project timelines, avoid cost and complexity of deploying an entirely new system and eliminate the adoption challenges and substantial training requirements that would accompany transitioning to a different vendor.

COBAN will undertake a comprehensive upgrade to replace six-year-old, end-of-life equipment currently installed in 65 patrol vehicles with new H2 hardware components. The upgrade will include the installation of advanced in-car recorders, ruggedized cameras, cabling, mounting brackets, and all required accessories to ensure optimal performance and reliability. To support future operational needs and minimize downtime, Coban will also provide five additional complete kits. These kits will serve as resources for vehicle replacements and as spare components for any hardware requiring maintenance or repair. Engaging COBAN's installation services will reduce staffing burdens on the Sheriff's IT team and the County's Fleet Services, while also expediting the overall installation timeline.

In addition to the hardware upgrade, this initiative includes five years of hardware and software support, ensuring access to COBAN Nexus software security patches, version upgrades, troubleshooting, and repair of any software or hardware-related issues. This comprehensive support plan will help maintain system efficiency, reliability, and security throughout the expected lifespan of the new H2 in-car equipment.

Furthermore, the proposal includes the continuation of secure cloud storage for all digital evidence generated by the COBAN In-Car Video Systems, ensuring compliance with the Sheriff's Office retention requirements and safeguarding critical data.

The Sheriff's Office historical partnership with COBAN Technologies has been positive. COBAN remains competitive by collaborating closely with customers to deliver modern, feature-rich

solutions. Their products have undergone rigorous field-testing by our agency, the California Highway Patrol, and various law enforcement organizations nationwide, and have proven to deliver the durability and performance necessary for the demanding conditions of law enforcement work.

This technical procurement has been presented to EITC and was approved on December 18, 2025.

Background:

The current in-car video systems were procured in January 2020 (PO09068) and are now beyond their expected lifecycle of three to five years according to industry standards. At over six years old, the existing hardware is considered end-of-life and can no longer be relied upon for consistent performance. Continued use of these aging systems increases the risk of equipment failures, data loss, and operational disruptions, which could compromise both officer safety and evidentiary integrity.

Performance Measure:

To ensure the success of the COBAN H2 hardware upgrade and associated services, COBAN and the Sheriff's Office will work together to track the following performance measures:

- Maintain System Reliability – with the objective to achieve a minimum of 97% up-time for in-car video systems post-upgrade. This will be achieved by documenting IT service logs and mapping any trending issues.
- Reduce Maintenance Burden – decrease hardware related service calls from 6-8 trouble tickets a week to 3-5 per week with the installation of new hardware.
- Guarantee Lifecycle Support – maintain full operational support for five years, including troubleshooting and repairs.
- Secure Evidence Storage – Automated retention settings allow for full compliance with Sheriff's Office retention requirements for digital evidence. Meeting the needs of the Santa Barbara Sheriff's Office and criminal justice partners for consistent and timely evidentiary discovery.

Fiscal and Facilities Impacts:

Budgeted: No; staff will return with a budget revision to establish appropriations for the FY 2026-27 portion of the Agreement cost, and future costs will be built into the Sheriff's Office budget for those fiscal years.

Fiscal Analysis:

Funding Source	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30	FY 2030-31	Total
General Fund	\$508,703.00	\$46,200.00	\$46,200.00	\$46,200.00	\$46,200.00	\$693,503.00
TOTAL						\$693,503.00

This initiative is fully funded through the expansion request approved during the FY 2025–26 budget workshops. On June 17, 2025, the Board of Supervisors authorized the Sheriff to proceed

with the project. The new hardware, installation, software licensing, support and maintenance costs will be combined in the first year's billing cycle totaling \$508,703. The secure cloud storage fees of \$46,200 will be billed each subsequent year for the duration of the five-year agreement.

The in-car video system refresh represents \$693,503 of the total \$925,600 allocated in the approved budget expansion for patrol vehicle technology upgrades. The remaining funded equipment—laptops, modems, and antennas—is nonproprietary and available from multiple suppliers. These items were purchased through the County's competitive bid process from various vendors. With those components already acquired, the in-car video system is the final element of the patrol vehicle equipment refresh to be procured.

Special Instructions:

Please provide a digital copy of the minute order and the finalized, signed contract to Sheriff's IT Manager, Nemie Holman and the Purchasing Office.

Attachments:

Attachment A – Board Contract-SafeFleet-COBAN Technologies Inc. (Signature Required)

Attachment B – Law Enforcement Products Limited Warranty

Attachment C – Preventative Maintenance Terms

Attachment D – Video - Telematics Standard Terms

Attachment E – SFLE-Consolidated Support and Maintenance Terms

Attachment F – Quote-79553 NASPO (IVC+Installation)

Attachment G – SafeFleet – Certificate of Insurance

Attachment H – COBAN Board Contract Summary Form

Attachment I – EITC Approved for In-Car Video

Attachment J – CAGovnCode_3504.1_SafeFleet-Coban

Contact Information:

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