




# City of Oceanside

300 N. Coast Hwy. Oceanside, CA 92054

**\* Original \***

<b>Shipped From</b> <b>DiscoverIT Solutions Inc</b> 26242 Paseo Toscano San Juan Capistrano CA 92675		<b>Ship To</b> <b>City of Oceanside Information Technology</b> 300 N. Coast Hwy. Oceanside CA 92054		<b>P.O. No.</b> <b>OP 1007126</b>
<b>Vendor No. 321595</b>				<b>Date</b> 1/2/26
				<b>Branch/ Plant</b> 101
				<b>Page</b> 1
<b>Ordered</b> 12/30/2025	<b>Requested</b> 12/30/2025	<b>Comments</b> SLS - Requested by: Chris Freeman		

Line	Rev	Description/Supplier Item	Ordered	Uom	Unit Price	Pu /Um	Extended Price	Account Number
1.000	1	25/26 OPD Traffic NVR Sec. Cameras		LS	0.00		78,032.08	500517101.5330
2.000	1	25/26 OPD Traffic NVR Sec. Installation		LS	0.00		1,800.00	500517101.5355
Total Order							79,832.08	

	1/6/2026	<b>Total Order</b>
<b>PURCHASING OFFICER</b>	<b>DATE</b>	<b>79,832.08</b>

**Conditions:** The following standard purchase order conditions are always applicable, and the following work order conditions are also applicable when this order provides for performance of any work. Whenever used herein "CITY" shall mean the City of Oceanside, California.

#### STANDARD CONDITIONS

1. **Law:** This contract is governed by the laws of the state of California. The provisions of the Uniform Commercial Code shall apply except as otherwise set forth in this contract.
2. **Contract:** If no other written agreement between SELLER and CITY has been executed, then this order, when accepted by SELLER either in writing or by the shipment of any article or other commencement of performance hereunder, constitutes the entire contract between SELLER and the CITY: no exceptions, alternates, substitutes or revisions are valid or binding on the CITY unless authorized by the CITY in writing. If a separate written agreement between SELLER and the CITY regarding this order has been executed, then in the event of conflict between the terms of said agreement and this purchase order the provisions of the written agreement shall govern.
3. **Compliance with 2 CFR Appendix II Part 200:** SELLER agrees to comply with any applicable sections of 2 CFR Appendix II Part 200 relating to required contract provisions for federal awards. Any applicable sections are incorporated into this Agreement by reference.
4. **Delivery:** Time of delivery is the essence of this contract. The CITY reserves the right to refuse any goods and to cancel all or any part of the goods not conforming to the applicable specifications, drawings, samples or descriptions. Acceptance of any part of the order shall not bind CITY to accept future shipments, nor deprive it of the right to return goods already accepted, at SELLER'S expense. Overshipment and undershipment shall be only as agreed to by CITY.
5. **Risk of loss:** Delivery shall not be deemed to be complete until goods have been actually received and accepted by CITY. Payments shall be made after satisfactory acceptance of shipments by CITY.
6. **Warranty:** SELLER expressly warrants that the goods covered by this order are free of liens, of merchantable quality and satisfactory and safe for consumer use. Acceptance of this order shall constitute an agreement upon SELLER'S part to indemnify and hold harmless for liability, loss, damage and expense, including reasonable counsel fees, incurred or sustained by CITY by reason of the failure of the goods to conform to such warranties, faulty work performance, negligent or unlawful acts, and non-compliance with any applicable local, State or Federal codes, ordinances, orders, or statutes including Occupational Safety and Health Act (OSHA) and the California Industrial Safety Act. Such remedies shall be in addition to any remedies provided by law.
7. **Infringement:** SELLER shall indemnify and defend CITY, at SELLER'S expense, against all claims, demands, suits, liability and expense on account of alleged infringement of any patent, copyright or trademark, resulting from or arising in connection with the manufacture, sale, normal use or other normal disposition of any article or material furnished hereunder.
8. **Assignment:** Neither this order nor any claim against CITY arising directly or indirectly out of or in connection with this order shall be assignable by SELLER or by operation of law, nor shall SELLER subcontract any obligations hereunder, without CITY's prior written consent.
9. **Default:** If SELLER or any subcontractor breaches any provision hereof, or becomes insolvent, enters bankruptcy, receivership or other like proceedings (voluntarily or involuntarily) or makes assignment for the benefit of creditors, CITY shall have the right, in addition to any other rights it may have hereunder or by law, to terminate this order by given SELLER written notice; whereupon (a) CITY shall be relieved of all further obligation hereunder, except to pay reasonable value of SELLER'S prior performance, but not more than contracted price, and (b) CITY may procure the articles or services from other sources and may deduct from unpaid balance due the vendor or may collect against the bond or surety, or may invoice the vendor for excess cost so paid. The price by CITY shall be considered prevailing market price at the time such purchase is made.
10. **Labor Disputes:** Whenever any actual or potential labor dispute delays or threatens to delay the timely performance of this order, SELLER shall immediately give written notice thereof to CITY.
11. **Non-Discrimination:** In the performance of the terms of any contract resulting from this order, SELLER agrees not to engage nor permit any subcontractors, where applicable, to engage in discrimination in the employment of persons because of sex, race, color, religion, ancestry, national origin, disability, medical condition, marital status, or sexual orientation of such person.
12. **Termination:** CITY reserves the right to terminate this contract without penalty with cause immediately or without cause after 30 days written notice unless otherwise specified.
13. **Taxes:** Unless otherwise provided herein or by law, price quoted may not include California State sales or use tax.
14. **Shipping Notice:** Shall be mailed as soon as material has been forwarded, giving order number, also condensed description of material.
15. **Invoice in Duplicate:** Attn. Accounts Payable.
16. **Any and All Equipment:** Used or purchased in connection with this order must meet the applicable regulations and requirements for operation and/or use in San Diego County.

#### WORK ORDER CONDITIONS

17. **Performance:** SELLER shall perform all work diligently, carefully, and in a good and workmanlike manner, shall furnish all labor, supervision, machinery, equipment, materials and supplies necessary therefor, shall obtain and maintain all building and other permits and licenses required by Public authorities in connection with performance of the work, and if permitted to subcontract, shall be fully responsible for all work performed by subcontractors. SELLER shall conduct all operations in SELLER'S own name and as independent contractor, and not in the name of, or as an agent of CITY.
18. **Indemnification:** Seller agrees to defend, indemnify and hold harmless CITY, its officers, employees and agents from any claims, demands or liability for injury to any persons or property arising out of or resulting from SELLER'S performance under this contract, unless such injury is caused by the sole active negligence or willful misconduct of CITY, its officers, employees or agents.
19. **Safety/Liability Language:** In connection with the performance of this contract, CITY shall have the authority to enter the worksite at any time for the purpose of identifying the existence of conditions, either actual or threatened, that may present a danger or hazard to any and all employees. SELLER agrees that CITY, in its sole authority and discretion, may order the immediate abatement of any and all conditions that may present an actual or threatened danger or hazard to any and all employees at the worksite. SELLER acknowledges the provisions of Section 6400 of the Labor Code, which requires that employers shall furnish employment and a place of employment that is safe and healthful for all employees working therein. In the event CITY identifies the existence of any condition that presents an actual or threatened danger or hazard to any or all employees at the worksite CITY is hereby authorized to order the immediate abatement of that actual or threatened condition pursuant to this section. CITY may also, at its sole authority and discretion, issue an immediate stop work order to SELLER to ensure that no employee working at the worksite is exposed to a dangerous or hazardous condition. Any stop work order issued by CITY to SELLER in accordance with the provisions of this Section shall not give rise to any claim or cause of action for delay damages by SELLER or SELLER'S agents or subcontractors against CITY.
20. **Insurance:** SELLER shall maintain in full force during the term of this contract the following insurance and limits not less than those specified, naming the CITY as additional insured where applicable: (a) Worker's Compensation and Employer's Liability complying with any statutory requirements; (b) Comprehensive General Liability Insurance including a broad form Property Damage endorsement with a \$2,000,000 combined single limit each occurrence; (c) Comprehensive Auto Liability (including the owned, nonowned and hired automobile hazards) with a \$2,000,000 combined single limit each occurrence. If CITY so desires, these limits may be increased or decreased.
21. **Bill and Liens:** SELLER shall pay promptly all indebtedness for labor, materials and equipment used in performance of the work. SELLER shall not permit any lien or charge to attach to the work or the premises; but if any does so attach, SELLER shall promptly procure its release and indemnify CITY against all damages and expense incident thereto.
22. **Bonds:** If CITY so desires, SELLER shall provide payment and performance bonds as required
23. **Changes:** SELLER shall make no changes in the work or perform any additional work without CITY's specific written approval.

BUSINESS UNIT SUMMARY

BALANCE SHEET

REVENUE HISTORICAL

GL DETAIL ACTUALS

PURCHASE ORDER DETAIL

ACCOUNTS PAYABLE DETAIL

ACCOUNTS RECEIVABLE DETAIL

FILTERS

Fiscal Year Beginning

2025

Fiscal Period

14

Fund

All

Business Unit

500517101 - OPD-...

Object Number

All

Department

All

Division

All

Parent Project

All

Revenue/Expense

Expenses

Subledger

All

Business Unit Type

All

BUSINESS UNIT SUMMARY

TRIAL BALANCE

Business Unit Summary

Period 14 - Fiscal Year Beginning 2025

Drill Through Available

Fiscal Year Beginning	Original Budget	Budget Revision	Amended Budget	Actuals YTD	Available (Bud-Act)	Spent %	Encumbrance YTD	Available (Bud-Act-Enc)	Spent % w/Enc
<input type="checkbox"/> 2025	39,845,981.00	135,415.00	39,981,396.00	18,897,783.05	21,083,612.95	47.27%	368,594.90	20,715,018.05	48.19%
<input type="checkbox"/> 500517101 - OPD-Patrol	39,845,981.00	135,415.00	39,981,396.00	18,897,783.05	21,083,612.95	47.27%	368,594.90	20,715,018.05	48.19%
<input type="checkbox"/> Expenses	39,845,981.00	135,415.00	39,981,396.00	18,897,783.05	21,083,612.95	47.27%	368,594.90	20,715,018.05	48.19%
<input checked="" type="checkbox"/> Personnel Services	34,087,686.00	-	34,087,686.00	16,099,002.89	17,988,683.11	47.23%	-	17,988,683.11	47.23%
<input type="checkbox"/> Maintenance & Operations	2,012,420.00	135,415.00	2,147,835.00	1,413,365.16	734,469.84	65.80%	368,594.90	365,874.94	82.97%
5305 - Professional Services	339,695.00	-	339,695.00	106,138.10	233,556.90	31.25%	194,523.15	39,033.75	88.51%
5315.0001 - Electricity	2,820.00	-	2,820.00	-	2,820.00	0.00%	-	2,820.00	0.00%
5320 - Repair and Maintenance	17,500.00	15,000.00	32,500.00	8,555.41	23,944.59	26.32%	18,613.56	5,331.03	83.60%
5330 - Machry & Equip <\$10K	1,021,587.00	(388,000.00)	633,587.00	466,911.51	166,675.49	73.69%	85,066.60	81,608.89	87.12%
5335 - Rents & Leases - Equip,	12,068.00	-	12,068.00	1,710.30	10,357.70	14.17%	-	10,357.70	14.17%
5345 - Travel & Conference	88,275.00	-	88,275.00	30,402.54	57,872.46	34.44%	-	57,872.46	34.44%
5350 - Training - Registrtn Fees	109,426.00	(25,000.00)	84,426.00	11,711.33	72,714.67	13.87%	-	72,714.67	13.87%
5355 - Matl Supplies&Services	133,761.00	60,000.00	193,761.00	186,512.50	7,248.50	96.26%	41,493.31	(34,244.81)	117.67%
5355.0009 - M&S - SftWr Renewals	64,027.00	473,415.00	537,442.00	445,038.83	92,403.17	82.81%	-	92,403.17	82.81%
5360 - Advertising	1,500.00	-	1,500.00	-	1,500.00	0.00%	-	1,500.00	0.00%
5370 - Postage	5,500.00	-	5,500.00	674.72	4,825.28	12.27%	-	4,825.28	12.27%
5375 - Dues,Books&Subs	3,700.00	-	3,700.00	-	3,700.00	0.00%	-	3,700.00	0.00%
5380 - Uniform	212,561.00	-	212,561.00	153,864.96	58,696.04	72.39%	28,898.28	29,797.76	85.98%
5410 - TBD - Cal Card Purchases	-	-	-	1,844.96	(1,844.96)	0.00%	-	(1,844.96)	0.00%
<input checked="" type="checkbox"/> Interfund Services Charges	3,324,991.00	-	3,324,991.00	1,385,415.00	1,939,576.00	41.67%	-	1,939,576.00	41.67%
<input checked="" type="checkbox"/> Transfers Out - Expense	420,884.00	-	420,884.00	-	420,884.00	0.00%	-	420,884.00	0.00%
<b>Total</b>	<b>39,845,981.00</b>	<b>135,415.00</b>	<b>39,981,396.00</b>	<b>18,897,783.05</b>	<b>21,083,612.95</b>	<b>47.27%</b>	<b>368,594.90</b>	<b>20,715,018.05</b>	<b>48.19%</b>

# CITY OF OCEANSIDE REQUISITION FOR PURCHASE ORDER



Vendor Information	
Vendor #:	<b>321595</b>
Vendor Name:	<b>DiscoverIT Solutions</b>
Address (required):	36242 Paseo Toscana San Juan Capistrano, CA 92675
Telephone Number:	(949) 235-8946

P.O. No: 100726  
 Date: 12/17/2025  
 Department: Information Technologies  
 Special: \_\_\_\_\_  
 Instructions: \_\_\_\_\_  
 Ship to: \_\_\_\_\_

Order Information (One Account # per Line Item)								Bid/Quote Requirement for Purchases & Contract Services	
Qty	Unit of Measure	Item Description 30 Character Limit	Unit Price	Extended Price	G/L Acct #	SLT	Subledger		
1		OPD Traffic NVR	79,832.08	\$ 79,832.08	500517101.5330			<b>\$10,000</b>	<b>ATP</b>
								or	<b>Requisition</b>
								Less	<b>not Required</b>
								<b>\$10,001</b>	Three (3) Written Quotes
								to	OR Justification for Sole/
								<b>\$25,000</b>	Brand Declaration & Dept
								to	Director Approval
		Sole Source Procurement						<b>\$25,001</b>	Three (3) Written Quotes
								to	OR Justification for Sole/
								<b>\$100,000</b>	Brand Declaration & City
									Manager Approval
<b>NOTE:</b> Please allow 3 business days for processing			<b>Freight</b>						
			<b>Sales Tax</b>						
			<b>Total</b>	\$ 79,832.08					

Requester's Information	\$10,001 - \$25,000 Dept. Director (or designee)	\$25,001 - \$100,00 City Manager
Requested by: <u>Chris Freeman</u> Print/Type Name	Approved by: <u>Dave Riha</u> Print/Type Name	<u>Michael Grossman</u> Print/Type Name
 Signature	 Signature	 Signature
Requester's Employee #: 356579		

**Public Projects (UPCCA)**

City Engineer Approval: \_\_\_\_\_ Date \_\_\_\_\_ Up to \$200,000

**Non Public Projects Greater than \$100,001 or Public Projects greater than \$201,000**

City Council Agenda Summary Date: \_\_\_\_\_ Item #: \_\_\_\_\_ Doc #: \_\_\_\_\_

**Financial Services Department Use Only**

Funds Available at time of Request: ✓ Verified by

Notes: G:\ACCOUNTING\IT Purchase Orders\FY25-26\PO Requisitions\DiscoverIT Solutions - PD Traffic NVR 12-17-2025



**CITY OF OCEANSIDE**  
**JUSTIFICATION FOR SOLE SOURCE/SOLE BRAND**  
 Administrative Directive, Procurement Process

The City of Oceanside Municipal Code, Sections 28A.1, 28A.9, 28A.12 and Purchasing Directive Section V, Paragraph M defines competitive bidding and the established criteria for Justification for Sole Source/Sole Brand purchasing. Justification for Sole Source/Sole Brand form should only be used after all competitive bidding methods have deemed to be inappropriate or unable to fulfill requirements for the City of Oceanside.

**Request for:**     X     SOLE SOURCE                      SOLE BRAND

**Vendor Name:** DiscoverIT Solutions

**Item:** Security Cameras & Installation

**JUSTIFICATION FOR REQUEST:**

Complete all applicable sections, provide detailed explanation below, attach all supporting documentation and additional explanation sheets, if required.

**SOLE SOURCE - UNAVAILABLE FROM ANY OTHER SOURCE.**

*Product(s)* that can be obtained from only one vendor are exempt from competitive bidding. Sole source purchases may include proprietary items sold directly from the manufacturer, items that have only one distributor authorized to sell in this area or a certain product has been proven to be the only product acceptable. Provide specifics on product selection, what are the unique features, how & why compatibility exists to current equipment needs.

**Explanation:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

*Service(s)* are defined as a vendor who provides a unique services and possesses unique qualifications to complete service. (Identify specific, measurable factors & qualifications.) *\*Does not include Professional Service Agreement.*

**Explanation:** DiscoverIT of Lake Forest, CA has installed the long term video in use at the Civic Center and  
throughout the city. DiscoverIT has in depth knowledge of the existing security system and currently supports the  
existing system, using specific hardware designed to integrate effectively.

**SOLE BRAND.** Various vendors can supply the specified model/brand or similar brands and competitive bids will be solicited for the best brand. Provide details of other brands evaluated and reason(s) for rejecting. Provide brand name, model, vendor name, date, and name of each person contacted. To "match and intermember" is not normally an acceptable justification for sole brand. When you determine this is a justified factor which should be considered: the quantity, manufacturer, brand, model, property number of the existing equipment, and necessity for "interfacing" must be provided.

**Explanation:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**JUSTIFICATION FOR SOLE SOURCE/SOLE BRAND**

Administrative Directive, Purchasing Process

**UNJUSTIFIED FACTORS FOR SOLE SOURCE/SOLE BRAND:**

1. Personal preference for a product or vendor.
2. Cost, vendor performance, local service, maintenance, and delivery (these are award factors in competitive bidding).
3. Features which exceed the minimum department requirement, e.g. heavy duty and quality.
4. Explanation for the actual need and basic use for the equipment, unless the information relates to a request for "unique features".
5. The statement "no substitutions" will not be considered without completion of the "Justification for Sole Source/Sole Brand" form.
6. Lack of advance planning for activity, unless deemed an Emergency Purchase per Administrative Directive.
7. Concerns related to the amount of funds available for the acquisition of goods or services.

**CERTIFICATION:**

As an approved department representative, I have gathered technical information and have made a concentrated effort to review comparable/equal equipment. This is documented in this justification. I hereby certify as to the validity of the information and feel confident this justification for sole source/sole brand meets the City's criteria and is accurate.

**Department Approval If Requisition less than \$25,000**

by: Chris Freeman Approval: Dave Riha  
 (Print/Type Name) (Print/Type Name) (Signature)

Date: 12/18/25 Date: 12/18/25

**City Manager Approval If Requisition Greater than \$25,001 to \$50,000**

City Manager Approval: Michael Crossman  
 (Print/Type Name) (Signature)

Date: 12/18/25

**City Council Approval If Requisition Greater than \$50K**

Summary Date: \_\_\_\_\_ Item # \_\_\_\_\_ Doc #: \_\_\_\_\_





**Quote: C0110525-TRFNVR**

Quote Date: 12/5/2025

**Quote Expires: 12/30/2025**

Terms: Net 30



**From:**  
 DiscoverIT Solutions Inc  
 36242 Paseo Toscana  
 San Juan Capistrano, Ca. 92675  
 Att: Steve Church

**California**  
**SB & DVBE - 45044**

**Account Manager:**  
 Steve Church  
 949-235-8946  
 steve.church@discoveritsolutions.com  
 1224

**Project:**  
**Traffic NVR**

**Customer:**  
 City of Oceanside  
 Scott Prather  
 Information Technology Services  
 300 North Coast Highway  
 Oceanside, CA 92054

**Ship To:**  
 City of Oceanside  
 Scott Prather  
 Information Technology Services  
 300 North Coast Highway  
 Oceanside, CA 92054

Line	Qty	Model	Description	Unit Cost	Extended Price		
<b>Option A - 340TB Useable</b>							
1	1	EI-IP08128AF	Exacq IP08-128T-FAW-E EV 8-IP Channel Enterprise NVR, Windows, 128TB	\$22,583.51	\$22,583.51	tx	
2	1	EI-S288TR2SL	Exacq S-288T-R2SL Rackmount 2U Extended Storage Server, 240TB	\$40,304.99	\$40,304.99	tx	
3	36	EI-EVENIP01	Exacq EVENIP-01 Enterprise License for exacqVision IP Camera, Includes 1-Year of Software Updates	\$255.46	\$9,196.56	tx	
4	1	LBR-001	Labor includes: Server installation and configuration, Configure 44 cameras	\$1,800.00	\$1,800.00	nt	
					<b>Subtotal</b>	<b>\$73,885.06</b>	
					<b>Sales Tax</b>	<b>8.25%</b>	<b>\$5,947.02</b>
					<b>Total</b>	<b>\$79,832.08</b>	

Line	Qty	Model	Description	Unit Cost	Extended Price		
<b>Option B - 440TB Useable</b>							
1	1	EI-8240R2XWE	Exacq IP08-240T-R2XW-E X-Series IP 2U Rackmount Redundant NVR with 8 IP Enterprise Licenses, Windows, 200TB	\$36,120.71	\$36,120.71	tx	
2	1	EI-S288TR2SL	Exacq S-288T-R2SL Rackmount 2U Extended Storage Server, 240TB	\$40,304.99	\$40,304.99	tx	
3	36	EI-EVENIP01	Exacq EVENIP-01 Enterprise License for exacqVision IP Camera, Includes 1-Year of Software Updates	\$255.46	\$9,196.56	tx	
4	1	LBR-001	Labor includes: Server installation and configuration, Configure 44 cameras	\$1,800.00	\$1,800.00	nt	
					<b>Subtotal</b>	<b>\$87,422.26</b>	
					<b>Sales Tax</b>	<b>8.25%</b>	<b>\$7,063.84</b>
					<b>Total</b>	<b>\$94,486.10</b>	