



EXECUTIVE DECISION DOCUMENT

GENERAL MANAGER APPROVAL:		GENERAL MANAGER ACTION REQ'D:		
DocuSigned by: <i>Michael Jones</i> 47000790F2D7463...				
DATE: 7/16/2026		8/6/2026		
BOARD INITIATED ITEM: No				
Originator/Prepared by: David Silva Dept: PM/CM - Facilities	General Counsel	Chief Financial Officer	District Secretary	BARC
DocuSigned by: <i>David Silva</i> 7C1F0B03A2C849F...	DocuSigned by: <i>Amelia Sandoval-Smith</i> 2528C067C44147D...	Signed by: <i>Joseph Beach</i> 7D9A7C6E7348456...	DocuSigned by: <i>Robert Franklin</i> AFF4529E1F0D45C...	DocuSigned by: <i>Myat San</i> E762C82C9F574F2...
Signature/Date: 7/30/2026	7/30/2026 []	7/30/2026 []	8/6/2026 []	8/4/2026 []

Execute Single Source Agreement with Norstan Communications, \$600K

PURPOSE:

To obtain Board authorization in accordance with Public Contract Code Section 20227, for the General Manager to negotiate and execute single source, federally funded agreements with Norstan Communications, Inc. (dba Black Box Network Services, "Black Box") in an amount not to exceed \$600,000.

DISCUSSION:

In August 2024, the BART Board of Directors authorized the General Manager to award Contract 6M4861 for the Progressive Design-Build of BART Police Department Headquarters (BPDHQ) to Swinerton / Gensler / SKA.

In April 2025, the BART Board of Directors authorized the General Manager to execute agreements with Dailey and Wells Communications, Inc. in an amount not to exceed \$2,900,000 for the procurement of radio console equipment needed for the new BART Police Department Headquarters. In addition, the BART Board authorized the General Manager to execute purchase orders using National Association of Procurement Officials (NASPO), California Multiple Award Schedules (CMAS) and through services procurements pursuant to the District's Budget Resolution for the procurement of technology hardware/software, office furniture and moving services required for the new BART Police Department Headquarters in an amount not-to-exceed amount of \$6,000,000.

Apart from the procurements previously authorized, the BPDHQ project will require the procurement of the Avaya telephone system to support the building telephones and call recording server that is used to record calls of 911 dispatchers, Remote Operations Control Center, Emergency Operations Center and Evidence rooms in accordance with California Governor's Office of Emergency Services (CAL OES) requirements. The project also includes configuring Toshiba copiers for fax functionality and integration of Crestron equipment in the conference room system with telephone numbers. The services include equipment procurement as well as associated installation, configuration, integration and testing from Black Box.

Pursuant to Public Contract Code Section 20227, the Board may direct the purchase of any supply, equipment or material without observance of competitive bidding upon a finding by two-thirds of all members of the Board that there is only a single source of procurement and that the purchase is for the sole purpose of duplicating or replacing equipment currently in use. Here, the usage of Black Box is for the sole purpose of duplicating, as well as interfacing with, existing telephone equipment currently in use throughout the District. Such equipment/services must be procured from Black Box since they are the only Avaya-authorized service provider that supports the ongoing maintenance of BART's telephone systems. Thus, this purchase from Black Box is justified under Section 20227.

Pursuant to the District's Disadvantaged Business Enterprise ("DBE") Program, the Office of Civil Rights is utilizing DBE-neutral efforts for this sole source agreement. Therefore, no DBE goal was set for this Agreement.

FISCAL IMPACT:

The \$600,000 authorization to execute a non-competitive, federally funded agreement with Black Box for the procurement of the Avaya telephone system and call recording server contributes to Fiscal Year 2027 – Safety & Security.

The table below lists funding assigned since project inception date of 11/01/2023.

Funding Sources

Project	Project Description	Fund Group	Fund Description	Amount
17AY001	BART Police Headquarters BPDHQ	BART	Measure RR Bond	26,500,000
17AY001	BART Police Headquarters BPDHQ	BART	BART Funds Released by TIFIA Loan	143,500,000
17AY001	BART Police Headquarters BPDHQ	Federal	US Department of Transportation	450,000
Total Project Funding				170,450,000

As of July 9, 2026, the table below lists the current budget for the project:

Project	Budget	Expense	Encumbrance	Pre- Encumbrance	Available Budget
17AY001	170,450,000	102,354,482	39,793,962	558,381	27,743,175
Total Budget	170,450,000	102,354,482	39,793,962	558,381	27,743,175

The total budget for this project is \$170,450,000. BART has expended \$102,354,482, committed \$39,793,962, and reserved \$558,381 to date. This action will commit \$600,000 leaving an available fund balance of \$27,143,175 in the fund sources for this project.

The Office of the Chief Financial Officer certifies that funds are currently available to meet this obligation.

This action is not anticipated to have any Fiscal Impact on unprogrammed District reserves.

ALTERNATIVES:

Do not approve the procurement/installation of the Avaya telephone system and call recording server by Black Box. The alternative would be to issue a Request for Proposal, evaluate responses, and award the work to an alternate vendor. Since other vendors do not possess comparable knowledge of BART telephone network, additional effort would be required to provide training to the alternate vendor before the services could be provided. This alternative would result in significant additional costs and delays to the overall BPDHQ

project schedule.

RECOMMENDATION:

It is recommended that the Board adopt the following motion.

MOTION:

Pursuant to Public Contract Code Section 20227, the Board of Directors finds by two-thirds vote that Norstan Communications, Inc. (dba Black Box Network Services, “Black Box”) is the single-source supply for the Avaya telephone system, call recording server and copier / fax and A/V integration with the phone system, and that this procurement is for the sole purpose of duplicating or replacing equipment currently in use throughout the District. The General Manager is authorized to negotiate and execute agreements with Black Box in an amount not to exceed \$600,000 for the procurement of the Avaya telephone system and call recording server needed for the new BART Police Department Headquarters.