

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
SUBJECT: COOPERATIVE PURCHASE – RADIOS AND ACCESSORIES
STAFF PRESENTER: JIM WRIGHT, PURCHASING AGENT,
FINANCE DEPARTMENT

AGENDA ACTION: MOTION

ISSUE

Shall the Council, by motion, approve the cooperative purchase and issuance of a purchase order for radios and accessories in the amount of \$183,164.44 to Motorola Solutions, Inc., Rohnert Park, California?

BACKGROUND

1. The Police Department has a requirement for portable radios to be in compliance with a Federal Communications Commission (FCC) mandate that all public safety and business industrial land mobile radios be narrowband not later than January 1, 2013. The FCC narrowband requirement is based on the desire for more efficient use of the radio spectrum and greater spectrum access for public safety and non-public safety users. According to the FCC, Narrowband will allow the creation of additional channel capacity within the same radio spectrum, and support more users.
2. The Police Department modified their existing radios to be narrowband, which was successfully completed with their newer radios; however, the older radios which have been in service for over 16 years, failed to perform effectively. After being modified, the older radios experienced long delays between transmitting and receiving communications, and in some cases the communications were not received at all, which created an officer safety issue. In an attempt to solve the problem with the older radios, the police radio towers were made narrowband capable, and the radios were adjusted by the City radio maintenance contractor, which unfortunately still did not result in satisfactory performance. Motorola, the manufacturer of the radios, was also contacted, and indicated further adjustments to the radios would cause the radios to overheat and damage the radios within a couple of months. The only remaining option is to purchase new radios with the narrowband capability to replace the older radios, which is considered critical to ensure the Police Department is able to communicate effectively and provide essential services.
3. Funds for this procurement are available in the Police Department's Fiscal Year 2012-13 operational budget in the 170101 Police Administration key.

ANALYSIS

1. The County of Los Angeles performed a competitive solicitation in 1991 that resulted in a contract award to Motorola that has subsequently been extended on a sole source basis until 2015. The pricing offered through this County of Los Angeles contract, as confirmed by a recent competitive solicitation for radios performed jointly by the County of Sonoma and City of Santa Rosa, is very competitive. This County of Los Angeles contract is available for use by the City of Santa Rosa as a cooperative purchase agreement, which is allowed by City Code Section 3.08-160 when advantageous to the City. Because of the large size of this order, Motorola is offering an additional 10% reduction in cost as an incentive to place the order before March 31, 2013. Staff recommends it is advantageous to the City to utilize pricing offered through the County of Los Angeles contract, especially considering the additional 10% incentive offered by Motorola, which would offer competitive pricing and the most expeditious method to purchase and receive the radios required by the Police Department.

2. The purchase would include the following items:

<i>QTY</i>	<i>DESCRIPTION</i>	<i>UNIT PRICE</i>	<i>EXTENDED PRICE</i>
110	XTS2500 1.5 UHF 5watt portable radio.	\$1,223.00	\$134,530.00
110	XTS2500 ADP Encryption	\$10.00	\$1,100.00
25	XTS1500 UHF 5 watt portable radio.	\$776.00	\$19,400.00
135	XTS/MT Desktop single unit rapid charger	\$75.00	\$10,125.00
135	XTS/MT Remote Speaker-mic	\$67.00	\$9,045.00
135	XTS/MT Spare Hi-Capacity Smart Battery	\$77.00	\$10,395.00
135	Factory Q1 Incentive for 2013	(\$130.00)	(\$17,550.00)
		Equipment:	\$167,045.00
		Shipping	\$1,503.00
		8.75% Sales Tax:	\$14,616.44
		System Total:	\$183,164.44

RECOMMENDATION

This motion, recommended by the Finance and Police Departments, approves the cooperative purchase and issuance of a purchase order for radios and accessories in the amount of \$183,164.44 to Motorola Solutions, Inc., Rohnert Park, California.

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