



# City Council Report

**Date:** September 28, 2015  
**To:** City Council  
**Through:** Alex Deshuk, Chief Innovation Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Purchase of a Fire Hazard Zone Communications System Upgrade for the TOPAZ Regional Wireless Cooperative Service Area **(Funded by the TOPAZ Joint Venture Fund) (Citywide)**

**Strategic Initiatives:**



## Purpose and Recommendation

Council is requested to approve the Purchase for a Very High Frequency (VHF) Fire Communications Radio System Upgrade as recommended. A committee representing the Fire and Medical, and Communications Departments, Trunked Open Arizona (TOPAZ) Regional Wireless Cooperative (TRWC), and Purchasing evaluated responses.

The evaluation committee recommends awarding the contract to the highest scored proposal from Motorola Solutions, Inc., at \$2,036,489.66.

## Background / Discussion

The current VHF analog system available to the Fire Departments dispatched by the Mesa Fire and Medical Department is independent of the TOPAZ 800 MHz radio system and does not provide adequate coverage or capacity throughout the TRWC service area. The proposed system is designed to provide reliable portable on-street coverage for fire ground operations in the TRWC service area. The proposed system will provide VHF simplex communications between hazard zone crews and incident command staff with dispatch monitoring the radio traffic. This will provide operational consistency with automatic aid partners dispatched by the Phoenix Fire Department.

The TRWC Users Group contracted with Federal Engineering (FE) to develop system requirements and specifications for the replacement of the fire hazard zone communications system. As the Administrative Manager for the TRWC, the City solicited Proposals for the replacement system on May 13, 2015.

The TRWC Users Group, with assistance from FE, and Purchasing evaluated the proposal responses based on the scoring criteria as stated in the solicitation. The top ranked and highest scored proposal, Motorola Solutions, Inc., is being recommended for award. Their proposal best meets the City's requirements. The evaluation committee unanimously agreed on the recommendation.

The TRWC Board of Directors approved this purchase at their September 22, 2015 meeting.

### **Alternatives**

Taking no action, the TRWC Fire agencies would remain on the current TOPAZ 800 MHz system.

### **Fiscal Impact**

This purchase is funded by the TOPAZ Joint Venture Fund. The total purchase cost will be shared by the City of Mesa and the Fire Department or Fire District members of the TRWC, based on the following percentages:

City of Mesa	66.85%
Town of Gilbert	18.81%
Superstition Fire & Medical District	8.11%
Town of Queen Creek	5.73%
Rio Verde Fire District	0.50%

The City of Mesa's portion is \$1,361,393.34 and is funded by the general fund.

### **Coordinated With**

Fire and Medical Department  
Communications Department  
Federal Engineering  
Trunked Open Arizona (TOPAZ) Regional Wireless Cooperative  
Purchasing

### **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Request for Proposals

Solicitation Number: 2015103

Vendors Registered on Bid List: ProcureAZ (934) and Vendor Self Service (20)

Advertising: Arizona Republic, Bid Net, ProcureAZ and Purchasing Website

Responses: 3

Local Consideration: Calculating pricing by using Management Policy #214, removing 1.75% (Mesa TPT) for the purpose of bid evaluation did not result in a Mesa business being recommended for award of all or part of this award.

Protests Received: None

Initial Contract Term: Three years

Possible Renewals: Two, one-year renewals subject to future Council consideration

Prices: Future price increases are capped – N/A

Pricing Available to Other Cooperative Agencies: Yes

### **Proposals received on June 30, 2015**

Daniels Electronics, Ltd. dba Codan Radio Communications - Victoria, BC Canada

Durham Communications, Inc. - Mesa, AZ

Motorola Solutions, Inc. - Schaumburg, IL

**Final Proposal Scoring Results**

Evaluation Criteria / Points Possible	Motorola Solutions, Inc. Schaumburg, IL	Durham Communications, Inc. - Mesa, AZ	Codan Radio Communications Victoria, BC Canada
Firm's Qualifications & Experience including References / 250 Points	230	194	226
System Concept and Detail / 350 Points	332	244	262
Proposal Design / 300 Points	290	233	212
Project Schedule, Training Programs, and Additional Information / 200 Points	190	150	172
Warranty, Maintenance, and Support Plans and Costs / 50 Points	44	40	38
RFP Compliance / 100 Points	74	91	90
Cost of System(s) / 250 Points	232	250	171
Total	<u>1,392</u>	1,202	1,171

**AWARD RECOMMENDATION**

***Motorola Solutions, Inc.***

**Schaumburg, IL**

Description	
Very High Frequency (VHF) Fire Communications Radio System Upgrade per Terms and Conditions, Specifications and Pricing as offered	
Equipment Total	\$1,058,503.48
Outsources Services	\$256,364.00
Project Management	\$144,485.00
Engineering and Technical Services	\$364,562.00
Equipment Installation	\$74,225.00
Training	<u>\$42,769.00</u>
<b>System Total</b>	<b><u>\$1,940,908.71</u></b>
8.05% Mesa Sales Tax (Equipment only)	\$85,209.53
System Discount for an order of all items as proposed	(\$200,000.00)
Customer Loyalty Discount	<u>(\$129,954.00)</u>
<b>Project Amount</b>	<b><u>\$1,696,164.24</u></b>
Extended Warranty Year 2	\$84,093.00
Extended Warranty Year 3	\$86,616.00
Contingency (10% of Project Amount)	<u>\$169,616.42</u>
<b>Total Purchase</b>	<b><u>\$2,036,489.66</u></b>
This purchase is funded by the TOPAZ Joint Venture Fund. The total purchase cost will be shared by the City of Mesa and the Fire Department or Fire District members of the TRWC: City of Mesa (66.85%), Gilbert Fire (18.81%), Superstition Fire & Medical (8.11%), Queen Creek Fire (5.73%), and Rio Verde Fire District (0.50%).	
The City of Mesa's portion is \$1,361,393.34 and is funded by the general fund. City of Mesa's approved budget for VHF is \$1,537,581.00 (FY15/16 \$601,662.00, FY16/17 \$601,662.00 and FY17/18 \$334,257.00).	