



# City Council Report

**Date:** October 3, 2016  
**To:** City Council  
**Through:** Mike Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Purchase of 32 Replacement Portable and 19 Replacement Mobile Two-Way Radios, Accessories and Related Equipment for the Fire & Medical Department (**Funded by the Capital – General Fund**) (**Citywide**)

## Purpose and Recommendation

Council is requested to approve the Purchase of 32 Replacement Portable and 19 Replacement Mobile Two-Way Radios, Accessories and Related Equipment as recommended.

The Fire & Medical Department and Purchasing recommend authorizing purchase using the Maricopa County cooperative contract with Motorola Solutions, Inc. at \$389,840.31, based on estimated requirements.

## Background / Discussion

The Fire & Medical Department currently utilizes the Motorola APX series of portable and mobile two-way digital radios as our standard for firefighters and paramedics. As the entire Phoenix-Mesa metro region transitions to VHF for hazard-zone communications, additional Motorola APX series dual-band (700/800MHz and VHF) radios are needed for both our fire fighter / paramedics and our fleet of emergency response apparatus.

This purchase will provide 32 replacement portable radios and 19 replacement mobile radios, along with radio batteries and other accessory equipment, required for mounting mobile radios in emergency response apparatus. Motorola APX series of radios are the City's current standard for front-line firefighters and emergency response apparatus. The ruggedized functionality of these APX series radios along with learned muscle memory by firefighters, established training materials, and regional Fire / Medical department adoption of this series of radios dictates that the City continue utilizing this style of portable radio for safety and consistency when operating within a hazard-zone environment.

The Fire & Medical Department has already made a substantial investment in the Motorola APX series of radios. This purchase will bring our grand total of Motorola APX series radios to well over 200 portables and mobiles combined. The City's total investment will be over \$1.5 million dollars after this purchase.

These digital dual-band portable radios are part of the Fire & Medical Department replacement / upgrade program to allow for a one radio communication solution that ensures each firefighter and fire apparatus has the capability of communicating on dual

frequency bands (700/800 MHz and VHF) prior to the upcoming VHF hazard-zone transition in June 2017. Currently some firefighters or fire apparatus are carrying two radios in order to communicate on the dual frequency bands. The existing 51 radios will be traded-in for a discount of \$17,850.00.

Fire & Medical has standardized to Motorola APX radios and have justified sole source purchases in the past. APX radios are manufactured, sold and distributed exclusively by Motorola. Motorola has contracts with the State of Arizona and Maricopa County both through the competitive bid process. Fire & Medical, and Purchasing staff compared State and County quoted pricing provided by Motorola. By purchasing off the Maricopa County contract the City will save over \$44,500.00 versus buying off the State of Arizona contract.

### **Alternatives**

Council may choose not to authorize the purchase.

### **Fiscal Impact**

This purchase is funded by the Fire and Medical Department operating budget through the Capital – General Fund.

### **Coordinated With**

Fire & Medical Department, and Purchasing

### **PURCHASING INFORMATION**

Action: One-Time Purchase Award

Procurement Type: Cooperative Purchase

Contracting Agency: Maricopa County

Contracting Agency Contract Number: #12030-RFP

Mesa Contract Number: 2017037

### **QUOTES** (Motorola Solutions)

Maricopa County Contract #12030-RFP

\$360,629.33 (Recommended)

State of Arizona #ADSPO-036880

\$405,181.78

**AWARD RECOMMENDATION**

***Motorola Solutions, Inc.***

**Tempe, AZ**

Description	
Motorola APX 8000, APX 7000 and APX 7500 Radios, Options and Accessories per Contract No. 2017037, Maricopa County Contract #12030-RFP and Quote #QU0000372001 dated 8/8/2016	
Quantity 6 – APX 8000 All Band Portable at <u>\$4,094.57/each</u> plus Options and Accessories	
Quantity 26 – APX 7000 XE Digital Portable Radio at <u>\$2,909.78/each</u> plus Options and Accessories	
Quantity 19 – APX 7500 Dual Band Mid Power at <u>\$1,997.28/each</u> plus Options and Accessories	
Base Total	\$360,629.33*
8.1% Sales Tax	<u>\$29,210.98</u>
<b>Total</b>	<b><u>\$389,840.31</u></b>
*Base includes trade-in discount of \$17,850.00.	