



City Council Report

Date: December 9, 2019
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Purchase of 379 Portable and Mobile Radios, Accessories and Related Equipment (366 Cycle Replacement funded by the Public Safety Sales Tax (\$1.7M) and the Communications Department Budget (\$1.7M) and 13 Additions - \$125,000 grant funded by Salt River Pima-Maricopa Indian Community) (Motorola-Sole Source) **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

The Mesa Fire and Medical and Information Technology Departments and Purchasing recommend authorizing the purchase using the State of Arizona and Maricopa County cooperative contracts with Motorola Solutions, Inc. and Durham Communications, Inc. at \$3,525,000, based on estimated requirements.

Background / Discussion

This purchase is for the cycle replacement of 366 Motorola radios, replacing APX 7000 portable, APX 7500 mobile and outdated XTS 5000 portable radios, that are no longer manufactured or supported by Motorola. An additional 13 grant funded Motorola radios will be purchased to support Special Operations throughout Arizona.

MFMD has done extensive testing of both the Motorola and Kenwood radios. The Motorola radios are identified as the radio of choice to be used by sworn staff who routinely operate in hazard zones. The Kenwood radios are to be used by staff who operate outside of the hazard zones. In the past the MFMD has explored available contracts to purchase radios and has always found due to the volume of radios the best pricing is off of the State of Arizona contract. Also, by using the State of Arizona contract, the City can expedite the purchase of these radios by 12/31/2019 and take advantage of an end of the year trade-in program offered by Motorola saving the City \$113,400.

Motorola supplied a proposal to replace most of the end of life radios with APX 8000H portable radios which includes new remote speaker microphones and new batteries; APX 8500 mobile radios, and APX 8000 portable radios. The new APX 8000/8500 radios will be Wi-Fi enabled and will be able to do remote programming. This will reduce the manpower hours to program MFMD radios from days to just a few hours. Motorola also supplied a separate quote for an additional APX 8000H portable radios to support Special Operations throughout Arizona by either Squad 204 or Squad 219. This purchase also includes new remote speaker microphones and new batteries.

Durham Communications supplied a quote for Kenwood portables to include remote speaker microphone, extra batteries, and chargers.

- 117 Motorola radios will be delivered this fiscal year.
- 220 Motorola portable radios will be delivered after July 1, 2020, due to design changes to the radio requested by both Phoenix Fire and Mesa Fire and Medical Departments.
- 42 Kenwood radios will be delivered 90 days after the order is placed.
- The allocated funds not used in FY 19/20 will be rolled into the FY 20/21 budget and added to the \$1.7 million in FY 20/21.

After the first order of the Motorola and Kenwood radios are received and placed into service, MFMD and Communications will evaluate the remaining MFMD radio needs including all the ARFF and Wildland radios to determine what can also be replaced with the remaining budget in this cycle replacement plan.

Purchase Information

Action: Award

Procurement Type: Cooperative Contract Use

Contract Number: 2020064

Contracting Agency/Contract Number: State of Arizona/CTR046830 and ADSP019-00008376 and Maricopa County/31843

Local Consideration: Policy did not apply to this procurement method

Funding Source: Cycle Replacement of 366 Motorola portable and mobile radios - \$1.7 million funded by Communications FY 19/20 budget and \$1.7 million funded by Communications FY 20/21 budget through Public Safety Sales Tax. 13 Motorola APX 8000 portable radios (additions) funded by the Indian Gaming Grant from Salt River Pima-Maricopa Indian Community (\$125,000)

AWARD RECOMMENDATION

104 Motorola Radios – 100 APX 8500 All Band MP Mobile and 4 APX 8000H All Band Portable per State of Arizona Contract #CTR046830 and Proposal dated 11/5/2019 (FY2019-20)

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|--------------------------------------|---------------------|
| State Contract Base Pricing | \$869,527.92 |
| Trade-in Credit (expires 12/31/2019) | -\$36,400.00 |
| 8.3% Sales Tax | <u>\$69,149.62</u> |
| Total | <u>\$902,277.54</u> |

220 Motorola Radios – 220 APX 8000H All Band Portable per State of Arizona Contract #CTR046830 and Proposal dated 11/5/2019 (FY2020-21)

| | |
|--------------------------------------|-----------------------|
| State Contract Base Pricing | \$2,069,571.90 |
| Trade-in Credit (expires 12/31/2019) | -\$77,000.00 |
| 8.3% Sales Tax | <u>\$165,383.47</u> |
| Total | <u>\$2,157,955.37</u> |

13 Motorola Radios – APX 8000H All Band Portable per Maricopa County Contract #31843 and Quote 766022 dated 10/3/2019 (FY2019-20)

| | |
|-----------------------------|------------------------|
| State Contract Base Pricing | *\$117,007.41 |
| Estimated Sales Tax | <u>\$9,419.10</u> |
| Total (13 Radios) | ** <u>\$126,426.51</u> |

*Base includes Trade-In Credit (expires 12/20/2019) of -\$4,550. **\$125,000 funded by Indian Gaming Grant from SRPIC gaming grant funds.

42 Kenwood Viking VP900 Multi-Band Portable per State of Arizona #ADSP019-00008376 and Quote dated 10/22/2019 (FY2019-20)

| | |
|-----------------------------|---------------------|
| State Contract Base Pricing | \$194,977.50 |
| 7.8% Sales Tax | <u>\$15,208.25</u> |
| Total | <u>\$210,185.75</u> |

Combined Total Purchase: \$3,396,845.17

Amount Requested: \$3,525,000