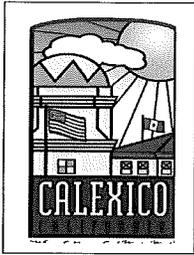


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# CITY COUNCIL AGENDA STAFF REPORT

**DATE:** June 19, 2019

**TO:** Mayor and City Council

**APPROVED BY:** David B. Dale, City Manager *DD*

**PREPARED BY:** Gonzalo C. Gerardo, Police Chief *mem*  
Diego Favila, Fire Chief *DF*

**SUBJECT:** Approval for Purchase and Installation of Seven New Radio Consolettes

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## Recommendation:

Staff recommends that the City Council approve the Purchase and install of seven new radio consolettes to replace the outdated and soon to be obsolete units.

## Background:

The Calexico Police and Fire Department in conjunction with the Imperial Valley Emergency Communications Authority (IVECA) and the San Diego/Imperial County Regional Communications Services (RCS) has completed the first phase of the NextGen upgrade. The Next Generation ("NextGen") RCS Project will replace the now 21-year old proprietary RCS Network equipment with new equipment that operates using the APCO Project 25 open standard for public safety radio communications. Installation of the NextGen equipment at the 50 remote radio sites is underway. Upon completion of the acceptance testing, Project staff will start migrating users from the current network to the NextGen network in early 2019. Planning for this transition process is underway, and details will be released when they are available later this year. The Calexico Police and Fire Communications Center needs to purchase these radios and have them programmed by September 2019. If this is not done, all of our Communications between radios will no longer work.

## Discussion & Analysis:

This is phase one for the Calexico Police and Fire Department's NextGen conversion to replace the outdated and soon to be obsolete equipment. The Calexico Police and Fire Department's Chiefs met with Motorola Solutions Inc and Airwave Communications and decided to go sole source with these two companies. Motorola Solutions Inc is the company that has been working with all the San Diego and Imperial County Communications Centers and know the project's guidelines and requirements. They are also giving us special pricing

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with up to 27% discount on the equipment. Airwave Communications is the sole source provider in the removal and installs for this project as they are the Motorola approved service providers in Imperial County and are the only local business that can provide the services needed on a twenty-four hour, three hundred sixty-five day notice.

**Fiscal Impact:**

Radio Consolettes Equipment	\$ 43,581.51
Airwave Communications Service	<u>\$ 4,322.55</u>
Grant Total	\$ 47,904.06

Funding: The funds for this project will come from Police Impact Fees Fund #435.

**Coordinated With:**

City Manager's Office.  
Finance Department.  
Police Department.  
Fire Department.

**Attachment(s):**

1. Price Quotes from Motorola Solutions Inc and Airwave Communications.



Customer #: 1011948645 Prepared By Garrett Parker  
 Quote Number #: QU5302019 Email garrett.parker@motorolasolutions.com

Phone 312-438-8183

Date: 5/30/2019  
 Effective To: 8/30/2019

Prepared For: Gonzalo C Gerardo  
 Company: Calexico Police Department  
 Phone: 760-768-2147  
 Email: ggerado@calexico.ca.gov

Bill to 420 E. Fifth St  
 Address: Calexico, CA 92231

Line	Qty	Model	Description	List Price	Contract Price	Price
1	7	L30URS9PW1 N	APX CONSOLETTTE 7/800	\$ 4,554.00	\$ 2,846.25	\$ 19,923.75
1a	7	G806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	\$ 321.88	\$ 2,253.13
1b	7	G51	ENH: SMARTZONE OPERATION APX	\$ 1,500.00	\$ 937.50	\$ 6,562.50
1c	7	G361	ENH: P25 TRUNKING SOFTWARE APX	\$ 300.00	\$ 187.50	\$ 1,312.50
1d	7	W382	ADD: CONTROL STATION DESK GCAI MIC	\$ 169.00	\$ 105.63	\$ 739.38
1e	7	G996	ENH: OVER THE AIR PROVISIONING	\$ 100.00	\$ 62.50	\$ 437.50
1f	7	L999	ADD: FULL FP W/05/KEYPAD/CLOCKVU	\$ 789.00	\$ 493.13	\$ 3,451.88
1g	7	CA01598	ADD: AC LINE CORD US	\$ -	\$ -	\$ -
1h	7	GA00580	ADD: TDMA OPERATION APX	\$ 450.00	\$ 281.25	\$ 1,968.75
1i	7	G78	ADD: 3Y ESSENTIAL SERVICE	\$ 168.00	\$ 105.00	\$ 735.00
1j	7	GA00469	ENH: EXTENDED DISPATCH APX CONSOLETTTE	\$ 500.00	\$ 312.50	\$ 2,187.50
1k	7	HKN6233C	APX CONSOLETTTE RACK MOUNT KIT	\$ 200.00	\$ 125.00	\$ 875.00
						\$ -
						\$ -
						\$ -
						\$ 40,446.88
						\$ 3,134.63
						\$ 43,581.51

PO Issued to Motorola Solutions Inc. must:

- > Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions
- > Have a PO Number/Contract Number & Date
- > Identify "Motorola Solutions Inc." as the Vendor
- > Have Payment Terms or Contract Number
- > Be issued in the Legal Entity's Name
- > Include a Bill-To Address with a Contact Name and Phone Number
- > Include a Ship-To Address with a Contact Name and Phone Number
- > Include an Ultimate Address (only if different than the Ship-To)
- > Be Greater than or Equal to the Value of the Order
- > Be in a Non-Editable Format
- > Identify Tax Exemption Status (where applicable)
- > Include a Signature (as Required)



**MOTOROLA SOLUTIONS**



## Single/Sole Source Justification (SSJ)

This form must be used as justification for a purchase from a single or sole source without open competition when the purchase is \$5,000 or above. The S.S.J. form is not to be utilized to circumvent normal purchasing procedure. It is to be used only as an exception when all attempts to pursue competitive purchasing practices have failed. Acceptance of this request will be at the discretion of the Finance Department and/or City Manager. Pricing is not a justification, by itself, for a single or sole source purchase; competitive pricing should be obtained for all purchases.

The following statements, in my professional judgment, are correct. I have researched the requirements to support these findings. I also certify that no personal advantage, gain or privilege has (or will) accrued to me through the purchase from this vendor. I have reviewed the vendor's proposed costs and find those costs fair and reasonable for the technical effort proposed.

Department Head name/signature: Gonzalo C. Gerardo



Title: Chief of Police

Date: June 19, 2019 Phone: 760-768-4046

Email: ggerardo@calexico.ca.gov

### **Briefly describe the product/service you are requesting and its function.**

Please select the category (or categories) that best describe your single/sole source requirement. Answer any/all of the questions pertaining to that category.

Note: It is not required to complete all categories below. Complete only those that are applicable. Use a separate sheet(s) for responding the items

### **A. Compatibility to existing equipment, research, methodology, or training:**

1. With what other material must this requirement be compatible?
2. What is the approximate dollar value of the existing material?
3. What are the unique properties that make this the only product compatible with existing material or research?
4. Provide any other supporting information, if applicable.

### **B. Only known manufacturer of this product:**

1. What research/investigation has been done to support this claim (i.e., trade shows, Internet searches, professional journals, colleagues, etc.)? Please list sources.
2. What other manufacturers did you solicit information from? Please list their names and summarize your findings.

### **C. Only product that will meet the requirements of the intended use although other like items exist:**

1. What other manufacturers did you evaluate? Please identify the manufacturer and the product deficiencies that lead to their disqualification.
2. If this product is superior to all others, state the reason why. (Give very specific characteristics, capabilities and properties.)
3. Provide other supporting research to document the need for this specific manufacturer, if applicable.

**D. Regional Sales/Support/Service:**

1. Is this the only known vendor to sell, support and/or service this type of product in this region?
2. If yes, give support of your need for immediate service as the primary requirement for vendor selection.

Note: This alone will not qualify as a SSJ if there are other manufacturers that sell and service similar product within this region. Additional support would be required above.

**E. What are the consequences of not securing this specific item?**

**F. Provide any additional information not furnished above that supports your specific requirements necessitating single/sole source purchase:**

**Responses:**

- A. Motorola Solutions is the regional vendor for our area and is sole vendor being used by the San Diego/Imperial County Regional Communications Services (RCS) and Airwave Communications is the contractor for the Imperial County and has been for over 20 years. Airwave is the only Motorola Authorized Service Center and Install Company. Motorola Solutions is giving RCS and our region a 27% discount on all equipment for this upgrade. All material and equipment is and must be compatible with existing system. This is an upgrade and will involve replacing material and equipment virtually known only by Motorola Solutions and Airwave Communications.**
- B. None.**
- C. Only one in this region.**
- D. Only one in this region.**
- E. Communications from the Calexico Communications Center to all Calexico Public Safety and other County entities will no longer function. This is part of the Nationwide NextGen upgrade.**