

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: POLICE

AGENDA DATE: January 22, 2013

CONTACT PERSON/PHONE:

ROBERT FIEDNER, ASSISTANT CHIEF 915-564-7309

BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

DISTRICT (S) AFFECTED: All

SUBJECT:

Request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a purchase order to Motorola Solutions under DIR Contract SDD-1304 for the purchase of 67 APX 6000 P25 Ready 800 MHz Trunked Portable Radios in the amount of \$ 257,280.00 for use in the El Paso Police Department. These portable radios will replace obsolete equipment throughout the department.

BACKGROUND / DISCUSSION:

The El Paso Police Department received monies to purchase technology based equipment to be used by the department to enhance their technology use. The COPS Technology Grant has granted \$261,246.40 for the purchase of P25 Ready Portable Radios. This purchase will replace the end of life equipment that is no longer supported or repaired by Motorola and/or local MSS Shop RTC. Further justification for the purchase of these radios directly from Motorola is that currently the EPPD is using Motorola products in their everyday function. Sourcing other brand radios will ultimately add to the cost of the overall project. Examples of these items are radio chargers, cables, software. All of these items will have to be replaced if a different brand is introduced for use within the referenced departments. Motorola currently supports all radios within the EPPD, and concurrently the EPFD. A survey of local vendors was unsuccessful in obtaining the ability for these vendors to supply these items.

SELECTION SUMMARY:

This State DIR contract was competitively bid. This purchase allows the City to purchase standardized equipment for all Public Safety Agencies and Public Works. Allowing them to have the specified equipment to use on the current radio system and the future P25 system.

PRIOR COUNCIL ACTION:

N/A

AMOUNT AND SOURCE OF FUNDING:

The total amount of \$ \$257,280.00 will be charged to COPS Technology Program Grant#: 321/21230/580100/2710/G2108210.

BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD: _____

Name

Signature

Date

**COUNCIL PROJECT FORM
(COOPERATIVE CONTRACT)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda for the Council Meeting of January 22, 2013

Request that the Purchasing Manager for Financial Services, Purchasing Division be authorized to issue a Purchase Order(s) to Motorola Solutions, Inc a contractor under the Department of Information Resources, (DIR)-SDD-1304 for the purchase of 67 Motorola APX 6000 700/800 model 2.5 portable radio. The City has made the determination that purchasing from this cooperative offers the most cost-effective pricing.

The participation by the City of El Paso in the Department of Information Resources (DIR) cooperative purchasing program was approved by Mayor and City Council on 02/27/2007

Department: El Paso Police Department
Award to: Motorola Solutions, Inc.
El Paso, Texas 79930

Total Estimated Award: \$257,280.00 (for 67 APX6000 700/800 MODEL 2.5 PORTABLE RADIO)
Account No.: 321/21230/580100/2710-JG2108210-FY 2008 COPS Technology Grant
Police
District(s): All
Reference No.: 2013-120

This is a Cooperative, (unit price) contract.

*******ADDITIONAL INFO BELOW*******

Local survey conducted

Dedicated to Outstanding Customer Service for a Better Community

SERVICE SOLUTIONS SUCCESS



To: Bruce D. Collins, Purchasing Manager

From: Gregory Allen, Chief of Police

Authorized Signature

Date: December 12, 2012

Re: Purchase of 67 P25 Digital Portable Radios from COPS Technology Grant

Mayor
John F. Cook

City Council

District 1
Ann Morgan Lilly

District 2
Susie Byrd

District 3
Emma Acosta

District 4
Carl L. Robinson

District 5
Dr. Michiel R. Noe

District 6
Eddie Holguin Jr.

District 7
Steve Ortega

District 8
Cortney Carlisle Niland

City Manager
Joyce A. Wilson

Chief of Police
Gregory K. Allen

1. Is there an urgent need for the product/service? In other words, is time of the essence?

The urgency for the equipment is definitely there due to aging of the equipment (out of life status) that is no longer supported or repaired by the vendor. It also prepares the users for the transition from the old analog trunked radio system to new P25 Digital System.

2. Does the purchase through the Program promote the standardization of equipment?

Yes, it promotes the standardization of all radio equipment used for the department. It's based on the safety, efficiency, and portability of the equipment to be used in the field. Standardization of the referenced equipment is further detailed in the current history with Motorola. The replacement, or sourcing of other brands of radios will impact the overall cost of the P25 project due to new equipment being sourced to support a different brand radio. Examples of these items are cables, chargers, software and training.

3. Does the purchase through the Program support local business? If not, is there a comparable product/service available locally?

Yes it supports local business with the availability of an authorized maintenance shop (RTC) for all support and technical services required to operate the equipment. They also provide services for the entire radio system which this equipment will be based on. Per the referenced DIR SDD-1304 contract the only vendor listed is Motorola with no resellers noted.

4. Do the available vendors have prior work experience and/or familiarity with the City?

Yes, Motorola has an extensive relationship with City of El Paso reaching beyond 20 years.

5. Is the pricing reasonable as compared to other similar products/work performed for the City of El Paso in the past or as quoted from other companies?

Yes its reasonable based on Texas DIR-SSD-1304 pricing which is competitive through out Texas.



911 N. Raynor
El Paso, Texas 79903
(915) 564-7000 – www.eppd.org



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Contract Number: 1304

Results 1-2 of 2.

+Products and Services

Hardware

Emergency Preparedne... (1)
Mobile Radio (1)

+Brand

Motorola (2)

+Vendor/Reseller

Motorola Solutions, ... (2)

+HUB Type

See All

Non HUB (2)

Contracts by Product/Service Category

| Product Sub-Type | Contract No. | Vendor Name | HUB Type |
|--|--------------|--------------------------|----------|
| Mobile Radio | DIR-SDD-1304 | Motorola Solutions, Inc. | Non HUB |
| Emergency Preparedness Hardware and Related Services | DIR-SDD-1304 | Motorola Solutions, Inc. | Non HUB |

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Dept. of Information Resources
300 W. 15th St. Ste. 1300
Austin, TX 78701 MAP
(512) 475-4700

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MOTOROLA SOLUTIONS

Manufacturers Representative Quotation

Effective: December 12, 2012

Effective To: February 12, 2013

Bill To:

El Paso Police Department
911 Raynor
El Paso, TX 79930

Attention:

Eddie Estrada

Texas DIR Contract DIR-SDD-1304

| ITEM | NOMENCLATURE | DESCRIPTION | QTY | LIST PRICE | DISCOUNTED | EXTENDED |
|------|--|--|-----|--------------------|--------------------|----------------------|
| | | | | | PRICE | PRICE |
| 1 | H98UCF9PW6 N | APX6000 700/800 MODEL 2.5 PORTABLE | 67 | \$ 2,200.00 | \$ 1,760.00 | \$ 117,920.00 |
| 1a | Q806 | ADD: ASTRO DIGITAL CAI OPERATION | 67 | \$ 515.00 | \$ 412.00 | \$ 27,604.00 |
| 1b | H38 | ADD: SMARTZONE OPERATION | 67 | \$ 1,200.00 | \$ 960.00 | \$ 64,320.00 |
| 1c | Q361 | ADD: P25 9600 BAUD TRUNKING | 67 | \$ 300.00 | \$ 240.00 | \$ 16,080.00 |
| 1d | QA01749 | ADD: ADVANCED SYSTEM KEY - SOFTWARE | 67 | \$ - | \$ - | \$ - |
| 1e | Q629 | ENH: AES ENCRYPTION | 67 | \$ 475.00 | \$ - | Included |
| 1f | Q498 | ENH: MDC & ASTRO P25 OTAR W/ MULTIK | 67 | \$ 740.00 | \$ 592.00 | \$ 39,664.00 |
| 1g | Q947 | ADD: RADIO PACKET DATA | 67 | \$ 200.00 | \$ 160.00 | \$ 10,720.00 |
| 1h | G996 | ADD: PROGRAMMING OVER P25 (OTAP) | 67 | \$ 100.00 | \$ 80.00 | \$ 5,360.00 |
| 1i | QA02818AA | ALT: LIION IMPRESS 2300 MAH FM DELTA-T | 67 | \$ 100.00 | \$ 40.00 | \$ 2,680.00 |
| 1j | QA01767 | ADD: APX 6000 RADIO AUTHENTICATION | 67 | \$ 100.00 | \$ 80.00 | \$ 5,360.00 |
| 1k | H886AQ | SPECIAL 3 YEAR WARRANTY | 67 | \$ 24.00 | \$ - | \$ - |
| 1m | COEP | SUBSCRIBER SPECIFIC CONFIGURATION DISCOUNT | 67 | | \$ (330.00) | \$ (22,110.00) |
| 2 | NNTN7079A | IMPRES CG SU MACKINAW BASE UNIT | 67 | \$ 120.00 | \$ 96.00 | \$ 6,432.00 |
| | | | | \$ 6,074.00 | \$ 4,090.00 | \$ 274,030.00 |
| 3 | Trade In Credit if tied to Master Contract: per instructions | | 67 | | \$ (250.00) | \$ (16,750.00) |
| | | | | | | \$ 257,280.00 |

Valid thru December 15, 2014, additional APX Units purchased using this Contract vehicle will be entitled to a \$250.00 per unit in Trade In Credit if the older radios are collected and recycled by the Motorola Solutions Inc. Don Haskins Logistics' Facility within 90 days of Receipt of New Equipment. All Purchase Orders must reference the Contract #, Date and End User Agreement Reference # to participate on the City of El Paso Regional ASTRO 25 Network.

This quotation is provided to you for information purposes only and is not intended to be an offer or a binding proposal. If you wish to purchase the quoted products, Motorola will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged. Thank you for your consideration of Motorola products. Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes. Purchaser will be responsible for shipping costs, which will be added to the invoice. Prices quoted are valid for thirty(30) days from the date of this quote. Unless otherwise stated, payment will be due within thirty days after invoice. Invoicing will occur concurrently with shipping.

PLEASE MAKE P.O. OUT TO:
MOTOROLA SOLUTIONS, INC.
1220 DON HASKINS, STE A
EL PASO, TEXAS 79936

MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.



MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.