

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

**DEPARTMENT:** General Services – Fleet Division

**AGENDA DATE:** 11/09/10

**CONTACT NAME AND PHONE NUMBER:** Stuart Ed, Director, General Service, (915) 621-6822  
Bruce D. Collins, Purchasing Manager, Financial Services (915) 541-4313

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**

Approve purchase order to Motorola utilizing HGAC contract number RA01-08 for fifteen (15) XTL 5000 Mobile 10-35 Watt, 764-870 MHZ radios. Each radio has a base price of \$1,122.75 and will include following options

- O1 – 3 year repair service advantage (Encrypted) - \$205.00 Each
- O2 – Encryption UCM - \$112.50 Each
- O3 – Remote Mount Motorcycle - \$300.00 Each
- O4 – Motorcycle Palm Microphone - \$54.00
- O5 – ENH: 3600 Smartzone Operation - \$1,125.00 Each
- O6 – ENH: Astro Project 25 Trunking Software - \$225.00 Each
- O7 – ENH: Astro Digital CAI Operation - \$386.25 Each
- O8 – ABS Ecrption - \$356.25.00
- O9 – USB Data INTFC Cable Trunk – \$37.50 Each
- O10 – RS232 & IV&D Packet Data Interface - \$150.00 Each
- O11 – XTL5000 Control Head - \$324.00
- O12 – Auxilary Speaker Spectra Motorcycle - \$45.00 Each
- O13 – Enhanced Digital ID Display - \$56.25 Each
- O14 – ENH Programing Over P25 - \$75.00 Each
- O15 – Remote Mount Cable 3 Meters (10FT) - \$7.50 Each
- O16 – ANT 3DB Low Pro MCYC 762-870MHZ - \$56.25 Each
- O17 – One (1) Subscriber Install – SVCR Location - \$4,269.00

Total options are \$3,515.50 for a final price of \$4,638.25 per radio. The total for all fifteen (15) radios is \$69,573.75 plus the "Subscriber Install Service" of \$4,269.00. The total award is for \$73,842.75.

**BACKGROUND / DISCUSSION:**

The General Services - Fleet Division is recommending the purchase of the above communication equipment. Motorola was the best price based on utilizing HGAC which is a cooperative purchasing agency that awards vendors using a competitive bidding process that establishes price reasonableness. This communication equipment will be installed on fifteen (15) new police patrol motorcycles that were awarded on September 14, 2010. These radios are needed so that officers are able to communicate amongst each other as well as to Police Headquarters. The radio communication package includes wiring, cabling and installation of the equipment. The work will be done by RTC who is a local business.

**PRIOR COUNCIL ACTION:**

A PO for similar radios was done to the same vendor on 11/3/09 but did require council action due to the amount.

**AMOUNT AND SOURCE OF FUNDING:**

37150068-508006-27507 – PFLESVC01, General Services – Vehicle Replacement Fund

**BOARD / COMMISSION ACTION:**

Enter appropriate comments or N/A

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**DEPARTMENT HEAD:**

  
(If Department Head Summary Form is initiated by Purchasing, client department should sign also)

*Dedicated to Outstanding Customer Service for a Better Community*

**SERVICE SOLUTIONS SUCCESS**

OCTOBER 14, 2010

To: Bruce Collins, Purchasing Manager  
Michael Lau, Procurement Analyst

From: Stuart C. Ed, General Services Director

Signature: \_\_\_\_\_

Re: XTL 5000 MOBILE 10-35 WATT, 764-870MHZ RADIO – HOUSTON – GALVESTON AREA COUNCIL (HGAC), RA01-08

The General Services Department recommends utilizing (HOUSTON – GALVESTON AREA COUNCIL (HGAC), contract number RA01-08 (Communications Equipment & Services) to issue a \$73,842.75 purchase order to Motorola Inc. for wiring, cabling, and installation of fifteen (15) communication radios onto fifteen new motorcycles that were awarded on September 14, 2010. The following are the factors used to evaluate the use of this procurement program as the best approach:

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

Yes: The cabling, wiring and installation work needs to be done immediately after the delivery of the motorcycles and acceptance by the city is complete.

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

Yes. Motorola, Inc. has provided communications equipment and installation for the Police and Fire Departments over the last several years. Motorola is a certified manufacturer and vendor.

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

Yes, local business is supported. RTC Inc. is a local business which has been certified by Motorola as their local vendor and distributor of choice.

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

Yes. Motorola, Inc. and RTC Inc. both have previous experience working with the City.

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. Similar cabling, wiring and installation of communication equipment have been previously performed on motorcycles and vehicles for the El Paso Police Department. The pricing offered by Motorola Inc. is fair and reasonable in comparison to other vendors. (Additional quotes attached)

The participation by the City of El Paso in the Houston – Galveston Area Council (HGAC) Purchasing Cooperative Program was approved by Mayor and City Council on May 8, 2007.



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  
Rachel Quintana

District 6  
Eddie Holguin Jr.

District 7  
Steve Ortega

District 8  
Beto O'Rourke

City Manager  
Joyce A. Wilson



**FINANCIAL SERVICES DEPARTMENT, PURCHASING DIVISION**

2 CIVIC CENTER PLAZA, 7<sup>TH</sup> FLOOR, EL PASO, TX 79901 MAIN: 915-541-4308 FAX: 915-541-4347 [www.elpasotexas.gov](http://www.elpasotexas.gov)



# MOTOROLA

Quote Number: QU0000126133  
 Effective: 12 OCT 2010  
 Effective To: 11 DEC 2010

**Bill-To:**  
 EL PASO POLICE DEPT  
 911 N RAYNOR  
 EL PASO, TX 79903  
 United States

**Ship-To:**  
 EL PASO POLICE DEPT  
 911 N RAYNOR  
 EL PASO, TX 79903  
 United States

**Ultimate Destination:**  
 EL PASO POLICE DEPT  
 911 N RAYNOR  
 EL PASO, TX 79903  
 United States

**Attention:**  
 Name: Milton Roberts  
 Phone: 915-621-6779

**Sales Contact:**  
 Name: Amoreena Garcia  
 Email: amor@rtcinc.org  
 Phone: 915-584-6646

Contract Number: 17212  
 Freight terms: FOB Destination  
 Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	15	M20URS9PW1AN	XTL 5000 MOBILE 10-35 WATT, 764-870MHZ	\$1,497.00	\$1,122.75	\$16,841.25
1a	15	GA00232AB	ENH: 3 YEAR REPAIR SERVICE ADVANTAGE (ENCRYPTED)	\$205.00	\$205.00	\$3,075.00
1b	15	G159AC	ADD: ENCRYPTION UCM	\$150.00	\$112.50	\$1,687.50
1c	15	G90AA	ADD: NO MICROPHONE NEEDED	-	-	-
1d	15	G67AD	ADD: REMOTE MOUNT MOTORCYCLE	\$400.00	\$300.00	\$4,500.00
1e	15	W22AT	ADD: MOTORCYCLE PALM MICROPHONE	\$72.00	\$54.00	\$810.00
1f	15	G319AA	ENH: ENABLE RF MODEM	-	-	-
1g	15	W620AD	ADD: NO MOTORCYCLE ENCLOSURE NEEDED	-	-	-
1h	15	G51AM	ENH: 3600 SMARTZONE OPERATION	\$1,500.00	\$1,125.00	\$16,875.00
1i	15	G361AE	ENH: ASTRO PROJECT 25 TRUNKING SOFTWARE	\$300.00	\$225.00	\$3,375.00
1j	15	G806AT	ENH: SOFTWARE ASTRO DIGITAL CAI OPERATION	\$515.00	\$386.25	\$5,793.75
1k	15	G843AC	ADD: AES ENCRYPTION	\$475.00	\$356.25	\$5,343.75
1l	15	G89AA	ADD: NO ANTENNA NEEDED	-	-	-
1m	15	G309AA	USB DATA INTFC CABLE-TRUNK	\$50.00	\$37.50	\$562.50
1n	15	W947AL	ADD: RS232 & IV&D PACKET DATA INTERFACE	\$200.00	\$150.00	\$2,250.00
1o	15	G442AB	ADD: XTL5000 CONTROL HEAD	\$432.00	\$324.00	\$4,860.00
1p	15	G444AA	ADD: CONTROL HEAD SOFTWARE	-	-	-
1q	15	G138AA	ADD: CONTROL HEAD SOFTWARE, W7 MOTORCYCLE	-	-	-
1r	15	B18CM	ADD: AUXILARY SPEAKER SPECTRA MOTORCYCLE	\$60.00	\$45.00	\$675.00
1s	15	G114AE	ENH: ENHANCED DIGITAL ID DISPLAY	\$75.00	\$56.25	\$843.75
1t	15	G996AF	ENH: PROGRAMMING OVER P25	\$100.00	\$75.00	\$1,125.00
1u	15	G618AA	ADD: REMOTE MOUNT CABLE 3 METERS (10 FT)	\$10.00	\$7.50	\$112.50
2	15	HAF4018A	ANT 3DB LOW PRO MCYC 762-870MH	\$75.00	\$56.25	\$843.75
3	4269	SVC03SVC0123D	SUBSCRIBER INSTALL - SVCR LOCATION	\$1.00	\$1.00	\$4,269.00

Total Quote in USD

\$73,842.75

Quoted per HGAC Contract # RA01-08 Amendment #2, utilizing City of Austin Contract pricing

PO Issued to Motorola must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola" 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)