

City of Piedmont
COUNCIL AGENDA REPORT

DATE: November 7, 2022

TO: Mayor and Council

FROM: Sara Lillevand, City Administrator

SUBJECT: Consideration of the Purchase of Police Portable Radios To Replace Existing Equipment Which Has Reached End of Life

RECOMMENDATION

Approve the purchase of 29 Motorola APX6000 1.5 radios with AES/OTAR/Multikey to replace existing equipment which has reached end of life in the amount of \$191,877.82 from the equipment replacement budget.

BACKGROUND

In 2015, the Police Department purchased 29 Motorola APX6000 portable radios as part of the transition to the East Bay Regional Communications System Authority. Those radios have reached their end of life and are due to be replaced in FY 2022-23.

In compliance with the 2020 Criminal Justice Information Services (CJIS) bulletin #20-09, requiring all CLETS subscribing agencies to be in compliance with FBI CJIS Security Policy sections 5.10 and 5.13 which require the transmission of sensitive Criminal Justice Information (CJI) and Personal Identifying Information (PII) be encrypted and that access may only be provided to authorized individuals as defined in the CLETS Policies Practices and Procedures Manual and the FBI CJIS Security Policy, these radios all have encryption software and licenses. In 2021, the decision was made to forego the purchase of encryption licenses for existing portable radios in anticipation of the purchase of encryption capable portable radios in FY 2022/23.

FISCAL CONSIDERATIONS

Attached is the quote from Red Cloud Wireless Voice and Data in the amount of \$190,065.32. Additionally, there will be a cost of \$62.50/per radio for programming and installation performed by Alameda County ITD Radio Services. Total programming costs are estimated at \$1,812.50. The total hardware, software, programming, and license costs are \$191,877.82. These costs are included in the FY 22/23 Equipment Replacement Budget.

Council's approval of this contract will comply with the City's procurement policy as the pricing was obtained from Sourcewell cooperative purchasing, which is an agency of the state of Minnesota. Under Piedmont City Code section 2.154 (g), the formal bidding process can be

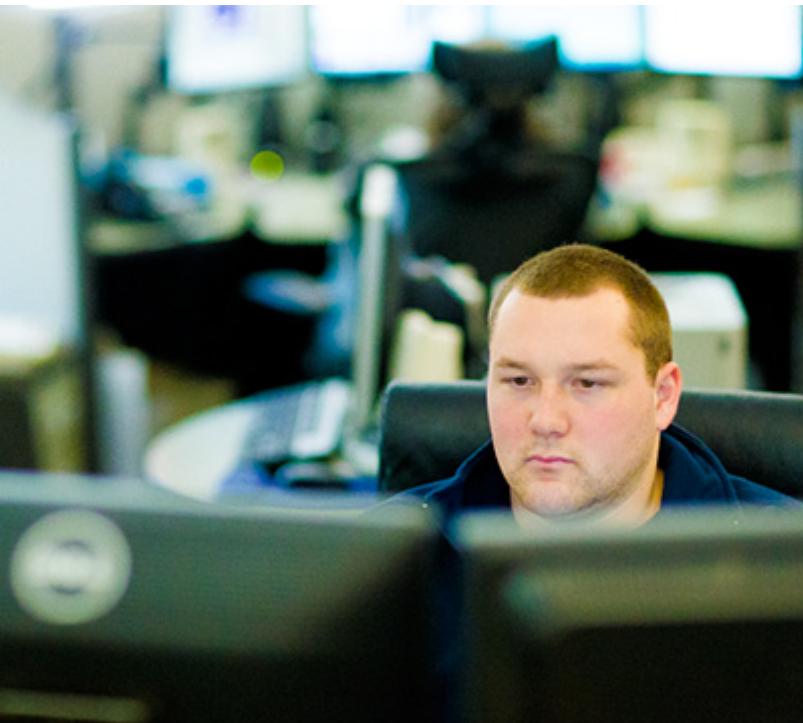
foregone if the pricing is obtained through a cooperative purchasing arrangement headed by another governmental entity in which the City is able to obtain favorable prices based on bids or proposals made for supplies, services and equipment to the other governmental agency.

This memorandum and attachments have been reviewed by the City Attorney.

ATTACHMENT

A: Red Cloud Wireless Voice & Data Quote

By: Jeremy Bowers, Chief of Police



PIEDMONT, CITY OF

10/12/2022



10/12/2022

PIEDMONT, CITY OF
120 VISTA AVE
PIEDMONT, CA 94611

Dear Lisa Douglas,

Motorola Solutions is pleased to present PIEDMONT, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide PIEDMONT, CITY OF with the best products and services available in the communications industry. Please direct any questions to Kevin Lincks at kevin@redcloudinc.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Kevin Lincks

Motorola Solutions Manufacturer's Representative



QUOTE-1916577

Billing Address:
 PIEDMONT, CITY OF
 120 VISTA AVE
 PIEDMONT, CA 94611
 US

Quote Date:10/12/2022
 Expiration Date:01/10/2023
 Quote Created By:
 Kevin Lincks
 kevin@redcloudinc.com

End Customer:
 PIEDMONT, CITY OF
 Lisa Douglas
 ldouglas@piedmont.ca.gov
 510 775-3465

Contract: 36273 - SOURCEWELL

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000				
1	H98UCD9PW5BN	APX6000 7/800 MHZ MODEL 1.5 PORTABLE	29	\$3,213.00	\$2,345.49	\$68,019.21
1a	Q361AR	ADD: P25 9600 BAUD TRUNKING	29	\$330.00	\$240.90	\$6,986.10
1b	QA00580AC	ADD: TDMA OPERATION	29	\$495.00	\$361.35	\$10,479.15
1c	QA01768AA	ENH: ENHANCED ZONE BANK	29	\$83.00	\$60.59	\$1,757.11
1d	Q887AU	ADD: 5Y ESSENTIAL SERVICE	29	\$227.00	\$227.00	\$6,583.00
1e	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	29	\$0.00	\$0.00	\$0.00
1f	QA09001AB	ADD: WIFI CAPABILITY	29	\$330.00	\$240.90	\$6,986.10
1g	Q498AY	ENH: ASTRO 25 OTAR W/ MULTIKEY	29	\$814.00	\$594.22	\$17,232.38
1h	H38BT	ADD: SMARTZONE OPERATION	29	\$1,320.00	\$963.60	\$27,944.40
1i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	29	\$567.00	\$413.91	\$12,003.39
1j	Q629AK	ENH: AES ENCRYPTION AND ADP	29	\$523.00	\$381.79	\$11,071.91



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



QUOTE-1916577

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
2	PMMN4069AL	MICROPHONE,IMPRES RSM, 3.5MM JACK, IP55	29	\$143.64	\$114.90	\$3,332.10
Subtotal						\$172,394.85
Estimated Tax						\$17,670.47
Grand Total				\$190,065.32(USD)		

Notes:



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



Purchase Order Checklist	
Marked as PO/ Contract/ Notice to Proceed on Company Letterhead (PO will not be processed without this)	
PO Number/ Contract Number	
PO Date	
Vendor = Motorola Solutions, Inc.	
Payment (Billing) Terms/ State Contract Number	
Bill-To Name on PO must be equal to the <i>Legal</i> Bill-To Name	
Bill-To Address	
Ship-To Address (If we are shipping to a MR location, it must be documented on PO)	
Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)	
PO Amount must be equal to or greater than Order Total	
Non-Editable Format (Word/ Excel templates cannot be accepted)	
Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept	
Ship To Contact Name & Phone #	
Tax Exemption Status	
Signatures (As required)	