

City of Piedmont
COUNCIL AGENDA REPORT

DATE: March 20, 2023

TO: Mayor and Council

FROM: Sara Lillevand, City Administrator

SUBJECT: Consideration of the Purchase of Fire Department Portable and Mobile Radios to Replace Existing Equipment in the Amount of \$270,627.02

RECOMMENDATION

Approve the purchase of twenty one Motorola APX8000 All Band portable radios and seven APX8500 All Band mobile radios in the amount of \$270,627.02 to replace existing equipment which has reached end of life and fund the purchase from the equipment replacement fund.

BACKGROUND

The Fire Department currently uses twenty one Motorola APX7000 portable radios and seven Motorola APX7500 mobile radios for communications. These radios, which are interoperable with the East Bay Regional Communications System Authority, have reached their end of life and are due to be replaced in FY 2022-23. According to Motorola documentation, the APX 7000 field support concluded on September 30, 2022 and the APX 7500 field support will conclude in December 2023.

FISCAL CONSIDERATIONS

Attached is the quote from Red Cloud Wireless Voice and Data in the amount of \$267,727.02. Additionally, there will be a cost of approximately \$2,900 (16-22 hours at \$130 per hour) for programming and installation performed by Alameda County ITD Radio Services. The total hardware, software, programming, and license costs are \$270,627.02, which is approximately \$50,000 below the amount included in the FY 22/23 Equipment Replacement Budget.

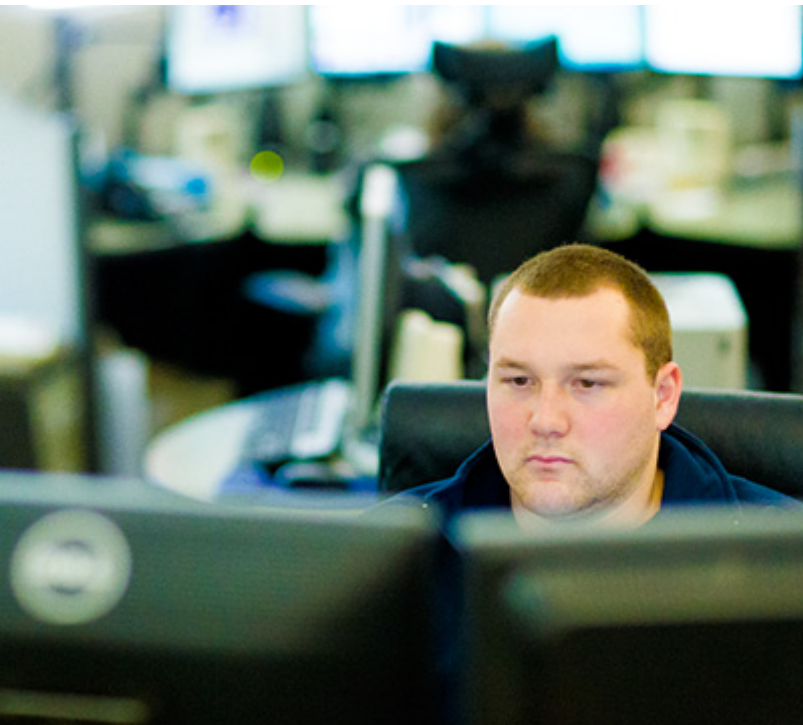
Council's approval of this purchase will comply with the City's procurement policy as the pricing was obtained from Contra Costa County, CA cooperative purchasing. Under Piedmont City Code section 2.154 (g), the formal bidding process can be foregone if the pricing is obtained through a cooperative purchasing 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 and approved by the City Attorney's Office as to form and legality.

By: David Brannigan, Fire Chief

ATTACHMENTS:

- 1) Piedmont Fire Motorola APX8000XE Ruggedized Handheld, APX8500 Mobile P25
Digital 7-800 MHz-VHF Radio Proposal 1.20.23



PIEDMONT, CITY OF

01/20/2023



01/20/2023

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-2019704

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

Quote Date:01/20/2023
 Expiration Date:03/21/2023
 Quote Created By:
 Kevin Lincks
 kevin@redcloudinc.com

End Customer:
 PIEDMONT, CITY OF
 Lisa Douglas
 ldouglas@piedmont.ca.gov

Contract: 22582 - CONTRA COSTA
 COUNTY, CA

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000XE				
1	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	21	\$7,108.00	\$5,188.84	\$108,965.64
1a	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	21	\$567.00	\$413.91	\$8,692.11
1b	Q361AN	ADD: P25 9600 BAUD TRUNKING	21	\$330.00	\$240.90	\$5,058.90
1c	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	21	\$0.00	\$0.00	\$0.00
1d	QA02006AC	ENH: APX8000XE RUGGED RADIO	21	\$880.00	\$642.40	\$13,490.40
1e	QA00580AA	ADD: TDMA OPERATION	21	\$495.00	\$361.35	\$7,588.35
1f	Q887AU	ADD: 5Y ESSENTIAL SERVICE	21	\$306.00	\$306.00	\$6,426.00
1g	H38BS	ADD: SMARTZONE OPERATION	21	\$1,650.00	\$1,204.50	\$25,294.50
1h	QA01427AG	ALT: APX8000/XE HOUSING GREEN	21	\$28.00	\$20.44	\$429.24
2	PMNN4504A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 3400T	21	\$222.92	\$167.19	\$3,510.99



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



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
3	NNTN8575A	AUDIO ACCESSORY- REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT CABLE GREEN	21	\$581.04	\$464.77	\$9,760.17
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	21	\$169.56	\$127.17	\$2,670.57
	APX™ 8500					
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	7	\$5,667.00	\$4,136.91	\$28,958.37
5a	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	7	\$480.00	\$480.00	\$3,360.00
5b	GA00250AA	ADD: WIFI/GNSS STUBBY ANTENNA LMR240	7	\$110.00	\$80.30	\$562.10
5c	GA00580AA	ADD: TDMA OPERATION	7	\$495.00	\$361.35	\$2,529.45
5d	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	7	\$105.00	\$76.65	\$536.55
5e	G51AT	ENH:SMARTZONE	7	\$1,650.00	\$1,204.50	\$8,431.50
5f	GA05509AA	DEL: DELETE UHF BAND	7	-\$800.00	-\$584.00	-\$4,088.00
5g	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	7	\$66.00	\$48.18	\$337.26
5h	G444AH	ADD: APX CONTROL HEAD SOFTWARE	7	\$0.00	\$0.00	\$0.00
5i	G67EH	ADD: REMOTE MOUNT E5 MP	7	\$327.00	\$238.71	\$1,670.97
5j	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	7	\$0.00	\$0.00	\$0.00
5k	G806BL	ENH: ASTRO DIGITAL CAI OP APX	7	\$567.00	\$413.91	\$2,897.37
5l	GA01670AA	ADD: APX E5 CONTROL HEAD	7	\$717.00	\$523.41	\$3,663.87
5m	W22BA	ADD: STD PALM MICROPHONE APX	7	\$79.00	\$57.67	\$403.69
5n	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	7	\$0.00	\$0.00	\$0.00
5o	G361AH	ENH: P25 TRUNKING SOFTWARE APX	7	\$330.00	\$240.90	\$1,686.30



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Subtotal	\$242,836.30
Estimated Tax	\$24,890.72
Grand Total	\$267,727.02(USD)

Notes:



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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 *Legal* 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)