

City of Piedmont
COUNCIL AGENDA REPORT

DATE: February 5, 2024

TO: Mayor and Council

FROM: Rosanna Bayon Moore, City Administrator

SUBJECT: Approve the Purchase of Two Police Patrol Vehicles with Associated Outfitting to Replace End of Life Units and Authorize the City Administrator to Execute Related Documents

RECOMMENDATION

Approve the purchase of two 2024 Dodge Durango Pursuit Vehicles, including the associated outfitting and authorize the City Administrator to execute related documents.

BACKGROUND

The Piedmont Police Department is currently using two 2018 Ford Police Interceptors in a patrol capacity. Both vehicles have exceeded the industry standard of five years of service and 100,000 miles. These vehicles are recommended for replacement per the purchasing procedures outlined in the Piedmont City Code. Both vehicles were scheduled for address in Fiscal Year 2022-23. The Department extended the use life and deferred replacement to the current budget year due to the lack of availability of a hybrid option, the prospect of improved supply of new vehicles to and the potential installation of necessary infrastructure to support the City's transition to electric vehicles .

The City is in the process of exploring master plan alternatives for the civic center area, including public safety facilities. Staff has discussed the need to consider short-term planning for the infrastructure necessary to support City vehicle electrification relative to long-term changes to the civic center footprint. Unfortunately, the need for the replacement vehicles is immediate due to extended use and resulting maintenance needs.

The Ford Hybrid Police Interceptor is in high demand as a police patrol vehicle. Ford has suffered a series of setbacks in production and local Ford fleet representatives have indicated that they are not taking any orders for 2024 models due to high demand. This has been confirmed by several other Ford sources contacted by staff throughout the region and state. Staff has also explored lease options with no success due to the general lack of availability.

Given the law enforcement vehicle procurement challenges described, staff has identified the 2024 Dodge Durango Pursuit Vehicle as the recommended vehicle to replace the two existing 2018 Ford Police Interceptors. The two 2018 Ford Police Interceptors have reached end of life with maintenance costs and reliability of the vehicles reaching a point necessary to replace them. The Durango has two different engine types and staff recommends the V6 All-Wheel Drive (AWD) version instead of the V8. The V6 AWD will provide for better fuel economy and performance suitable for use in the City as a patrol vehicle.

FISCAL IMPACT

Staff contacted numerous dealerships including Fremont Dodge, Stonebridge Dodge, Walnut Creek Dodge, Stevens Creek Dodge, Hilltop Dodge, Future Dodge Dodge of Vacaville, and San Leandro, staff obtained two quotes for the vehicles from Dodge of Vacaville and San Leandro Dodge. The lower bid was provided by Dodge of Vacaville which included pricing. Staff also obtained three bids as outlined below for the outfitting of the vehicles.

<u>Vehicle Bids (Attachments 1 & 2)</u>	<u>Outfitting Bids</u>
Dodge of Vacaville - \$53,146	Priority 1 - \$22,424
San Leandro Dodge - \$58,813	Dana - \$26,778
	Next Generation - \$31,776

Two-way radio communication equipment for this vehicle will be provided by Motorola (Attachment 6), the sole source provider for the City of Piedmont. The radios for this vehicle will cost \$7,435. each plus a \$250 programming charge per radio.

CDCE has been the provider of the Department's mobile computer terminals for police vehicles and staff recommends the continued use of their equipment because of the quality and continuity of the product. The individual cost of a mobile computer terminal is \$11,509. CDCE is a National Association of State Procurement Officials (NASOP) ValuePoint Contract holder with pricing obtained through cooperative procurement processes (See Attachment 7).

A total of \$187,000 is budgeted in the Equipment Replacement Fund in FY 2023-24 for 2 patrol vehicles.

Total Individual Vehicle Costs

Vehicle	\$53,146
Upfit	\$22,424
Radio (including programming)	\$ 7,685
Mobile computer system	\$11,509
Decals	\$ 400
Total	\$95,164

By: Jeremy Bowers, Chief of Police

ATTACHMENTS

1. Dodge of Vacaville Quote
2. San Leandro Dodge Quote
3. Priority Quote
4. Motorola Quote
5. CDCE mobile computer Sole Source

DODGE-CHRY-JEEP OF VACAVILLE
681 ORANGE DR
VACAVILLE, CA 956873100

Configuration Preview

Date Printed: 2023-12-07 3:39 PM
Estimated Ship Date:

VIN:
VON:

Quantity: 1
Status: BA - Pending order
FAN 1: 002L6 City of Piedmont, California
FAN 2:
Client Code:
Bid Number: TB4054
PO Number:

Sold to:
DODGE-CHRY-JEEP OF VACAVILLE (44517)
681 ORANGE DR
VACAVILLE, CA 956873100

Ship to:
DODGE-CHRY-JEEP OF VACAVILLE (44517)
681 ORANGE DR
VACAVILLE, CA 956873100

Vehicle:**2024 DURANGO PURSUIT VEHICLE AWD (WDEE75)**

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	WDEE75	DURANGO PURSUIT VEHICLE AWD	43,075	42,881
Package:	2BZ	Customer Preferred Package 2BZ	0	0
	ERC	3.6L V6 24V VVT Engine Upg I w/ESS	0	0
	DFT	8-Spd Auto 850RE Trans (Make)	0	0
Paint/Seat/Trim:	PXJ	DB Black Clear Coat	0	0
	APA	Monotone Paint	0	0
	*A7	Cloth Bucket Seats W/Rear Vinyl	150	136
	-X9	Black	0	0
Options:	GXG	Entire Fleet Alike Key (FREQ 4)	350	316
	CW6	Deactivate Rear Doors/Windows	90	81
	LNA	Black Right LED Spot Lamp	610	549
	LNF	Black Left LED Spot Lamp	640	575
	MT8	Delete Liftgate Badge	0	0
	4DH	Prepaid Holdback	0	-1,588
	UBN	Uconnect 5 Nav w 10.1" Display (USA)	1,095	986
	4ES	Delivery Allowance Credit	0	-430
	XDG	Passenger Side Ballistic Door Panel	2,710	2,439
	MAF	Fleet Purchase Incentive	0	0
	XDV	Driver Side Ballistic Door Panel	2,830	2,547
	CUG	Police Floor Console	990	891
	YEP	Manuf Statement of Origin	0	0
	ADL	Skid Plate Group	350	316
	5N6	Easy Order	0	0
	4FM	Fleet Option Editor	0	0
	4FT	Fleet Sales Order	0	0
	171	Zone 71-Los Angeles	0	0
	4EA	Sold Vehicle	0	0
Non Equipment:	4FA	Special Bid-Ineligible For Incentive	0	0
Bid Number:	TB4054	Government Incentives	0	-4,000
Discounts:	YG1	7.5 Additional Gallons of Gas	0	26
Destination Fees:			1,595	1,595

Total Price: 54,485 47,320

Order Type: Fleet
Scheduling Priority: 1-Sold Order

PSP Month/Week:
Build Priority: 99

5/2 48120

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.

Deal

Business Office



Stock #

Buyer

Home:
Email:
County:

Cell:

Trades

Deal Information

Deal Status:

PDI

Retail Lease

Disclosure

List

Rebate

AMOS/Opt

Sale Date
12/07/23

Recap

Price
48120.00

APR

Insurance

Deliver
12/07/23

Summary

Down

Term Days
1

Accessories

First Payment
12/07/23

Commissions

Trade

Tax
4941.01

Serv Cont

Lender
Cash Sale--Retail

Forms

Payoff

Tax Group
ALAMEDA COUNTY

Fees/Lender
85.00

Discount

Function

Payment/Options

53146.01 M

Other / Salespeople

Odometer

Permit/Exp

Salesperson1

F&I Manager

Trade Desc

Salesperson2

Sales Manager

PDI

CG48120FI0WP48120

53146X01A000

Exit

Cancel

SAN LEANDRO CHRYSLER DODGE JEEP RAM
1444 MARINA BLVD
SAN LEANDRO, CA 945773327

Priced Order Confirmation (POC)

Date Printed: 2023-11-28 1:31 PM **VIN:** 1C4RDJFG2RC119945 **Quantity:** 01
Estimated Ship Date: 2023-11-17 1:58 AM **VON:** 59738466 **Status:** JB - Shipped to body vendor
Date Ordered: 2023-08-16 6:19 PM **Ordered By:** S95041H **FAN 1:** 01AR8 City of Palo Alto

FAN 2:
Client Code:
Bid Number: TB4054

Sold to: SAN LEANDRO CHRYSLER DODGE JEEP RAM (26920)
 1444 MARINA BLVD
 SAN LEANDRO, CA 945773327

Ship to: SAN LEANDRO CHRYSLER DODGE JEEP RAM (26920)
 1444 MARINA BLVD
 SAN LEANDRO, CA 945773327

Vehicle: **2024 DURANGO PURSUIT VEHICLE AWD (WDEE75)**

	Sales Code	Description	MSRP(USD)
Model:	WDEE75	DURANGO PURSUIT VEHICLE AWD	43,075
Package:	2BZ	Customer Preferred Package 2BZ	0
	ERC	3.6L V6 24V VVT Engine Upg I w/ESS	0
	DFT	8-Spd Auto 850RE Trans (Make)	0
Paint/Seat/Trim:	PXJ	DB Black Clear Coat	0
	APA	Monotone Paint	0
	*C5	Cloth Bucket Seats w/ Shift Insert	0
	-X9	Black	0

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.

Options:	NAS	50 State Emissions	0
	XDV	Driver Side Ballistic Door Panel	2,830
	LNA	Black Right LED Spot Lamp	610
	XDG	Passenger Side Ballistic Door Panel	2,710
	LNF	Black Left LED Spot Lamp	640
	3AH	Price Protection - Code H	0
	ADL	Skid Plate Group	350
	XEE	Fuel Tank Skid Plate Shield	
	XEF	Transfer Case Skid Plate Shield	
	XEU	Front Suspension Skid Plate	
	XF3	Underbody Skid Plate	
	GXA	Entire Fleet Alike Key (FREQ 2)	350
	UBN	Uconnect 5 Nav w 10.1" Display (USA)	1,095
	JLN	GPS Navigation	
	JLP	GPS Antenna Input	
	R07	All R1 High Radios	
	RAA	All Radio Equipped Vehicles	
	RDG	Global Telematics Box Module (TBM)	
	RE8	HD Radio	
	RF5	Google Android Auto	
	RF7	USB Host Flip	
	RFP	Apple CarPlay	
	RFV	Disassociated Touchscreen Display	
	RHV	10.1" Touchscreen Display	
	RT1	SiriusXM Guardian-included trial (B)	
	RTF	Integrated Center Stack Radio	
	RTQ	4G LTE Wi-Fi Hot Spot	
	RTU	SiriusXM with 360L	
	RTV	Connected Travel & Traffic Services	
	X9E	For Details Visit DriveUconnect.com	
	X9K	1 Yr. Trial (Registration Required)	
	XRБ	Integrated Voice Command w/Bluetooth	
	CW6	Deactivate Rear Doors/Windows	90
	YEP	Manuf Statement of Origin	0
	4NU	Fuel Fill / Battery Charge	0
	4FM	Fleet Option Editor	0
	4ES	Delivery Allowance Credit	0
	2SQ	FCA Fleet Powertrain Care	0
	YG1	7.5 Additional Gallons of Gas	0
	4FT		0
	5N6	Easy Order	0
	4FT	Fleet Sales Order	0
	4EA	Sold Vehicle	0
Non Equipment:	4KA	Special Bid Handling	0
	4FA	Special Bid-Ineligible For Incentive	0
	4DH	Prepaid Holdback	0
	MAF	Fleet Purchase Incentive	0
Bid Number:	TB4054	Government Incentives	0
Special Equipment:	99595A		0
Destination Fees:			1,595

Total Price: 53,345 .

Order Type:	Fleet	PSP Month/Week:	
Scheduling Priority:	1-Sold Order	Build Priority:	01

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.

Salesperson:

Customer Name: CITY OF PALO ALTO

Customer Address: PO BOX 10250 3201 E BAYSHORER
PALOT ALTO CA 94303 USA

Instructions:

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.



Priority 1 Public Safety Equipment Installation Inc.

425 Harbor Blvd. #6
Belmont, CA 94002-4048
TEL: (650) 654-9900
FAX: (650) 654-9947

Estimate

Date	Estimate #
12/21/2023	3469

Name / Address
Piedmont Police Department 403 Highland Ave Piedmont, Ca 94611

Attention
Capt. Monahan

Vehicle#	Terms	Rep
Durango	Net 30	Marc

Item	Description	Qty	Total
PRI-KIT	Wire harness-Relays, diodes, connectors, hardware etc.	1	650.00T
PDU-8S	Power Management System	1	300.00T
sa315P	Whelen low profile siren speaker	1	265.70T
SAK9	Whelen universal siren speaker bracket for 315 series speaker.	1	33.21T
BK2019DUR21	Setina PB450 for 2023 Dodge Durango with Red/Blue/White	1	970.00T
Paint	Whelen ION LED's		
CORE	Paint two doors white	1	1,300.00T
EB8DEDE	Whelen Core siren system	1	1,085.50T
MBDD19	Whelen Legacy WCX 48" dual color lightbar.	1	2,400.00T
	Mirror Beam, 2023 Dodge Durango, Red on Driver Side and Blue on Passenger Side	1	325.00T
MBIONR	Whelen Red ION for mirror beam	1	100.00T
MBIONB	Whelen Blue ION for mirror beam	1	100.00T
INV-CON-DN-DUR	Console, Dual Notched, Durango, 12" Slope, 2" Flat. Includes mounting kit, dual, cupholder, armrest and standard faceplates	1	890.75T
PK0228DUR11	Setina #10VS C2 RP Horizontal Sliding Window, Coated Poly Partition	1	897.00T
WK0595DUR11	Setina Poly Window Barrier, Poly Carbonate	1	303.00T
QK0566DUR11	Setina Full Replacement Transport Seat with Center Pull Seatbelts. Includes 12VS Coated Poly Rear Partition	1	1,325.00T
ELUC3H010 R	Sound Off Hide-a-Way L.E.D, RED	1	100.00T
ELUC3H010 B	Sound Off Hide-a-Way L.E.D, BLUE	1	100.00T
EMPS2STS3R	Sound Off Mpower red stud mount (inside rear hatch & window bar)	2	260.00T
Subtotal			
Sales Tax (9.5%)			
Total			



Priority 1 Public Safety Equipment Installation Inc.

425 Harbor Blvd. #6
Belmont, CA 94002-4048
TEL: (650) 654-9900
FAX: (650) 654-9947

Estimate

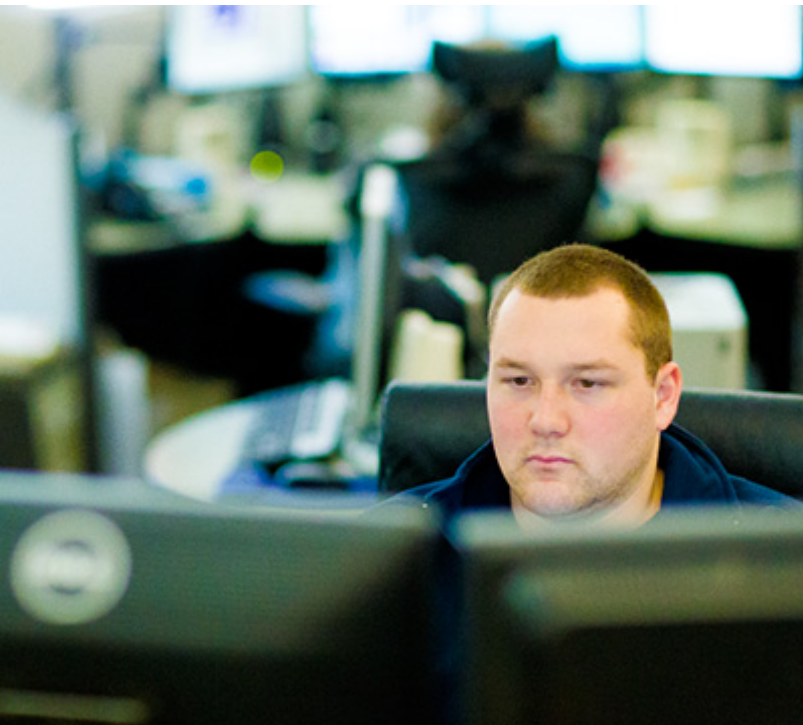
Date	Estimate #
12/21/2023	3469

Name / Address
Piedmont Police Department 403 Highland Ave Piedmont, Ca 94611

Attention
Capt. Monahan

Vehicle#	Terms	Rep
Durango	Net 30	Marc

Item	Description	Qty	Total
EMPS2STS3B	Sound Off Mpower blue stud mount (inside rear hatch & window bar)	2	260.00T
EMPS2STS4D	Sound Off Mpower red/white stud mount (license plate)	1	140.00T
EMPS2STS4E	Sound Off Mpower blue/white stud mount (license plate)	1	140.00T
MMSU1	Magnetic mic clip kit.	2	66.00T
48009	'A-Series' High Power Cool White (prisoner area)	2	64.00T
MB8U	RG58 Coax antenna cable.	1	16.10T
500-0001	Hint universal passenger side seat mount for tablet/computers	1	620.00T
INV-ES-ORG-DUR	Innovative Electronic Storage, Accessory, 5.5" T X 35" W X 16" D Organizer with 2 Dividers	1	270.00T
INV-ES-FF-ET-DUR	Innovative Electronic Storage, False Floor, Tray, Durango	1	1,030.00T
INV-ES-FF-ET-BIRC...	Innovative Birch Board Insert for 2023 Durango	1	67.00T
Labor	Install and wire emergency equipment	1	6,000.00T
Freight	Freight	1	400.00T
Subtotal			\$20,478.26
Sales Tax (9.5%)			\$1,945.43
Total			\$22,423.69



PIEDMONT, CITY OF

01/03/2024



QUOTE-2475609

01/03/2024

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-2475609

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

Quote Date:01/03/2024
 Expiration Date:03/03/2024
 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™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	2	\$3,383.12	\$2,469.68	\$4,939.36
1a	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	2	\$480.00	\$480.00	\$960.00
1b	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	2	\$110.00	\$80.30	\$160.60
1c	G51AU	ENH: SMARTZONE OPERATION APX6500	2	\$1,320.00	\$963.60	\$1,927.20
1d	G67DT	ADD: REMOTE MOUNT E5 APXM	2	\$327.00	\$238.71	\$477.42
1e	GA09001AA	ADD: WI-FI CAPABILITY	2	\$330.00	\$240.90	\$481.80
1f	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	2	\$814.00	\$594.22	\$1,188.44
1g	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	2	\$66.00	\$48.18	\$96.36
1h	G843AH	ADD: AES ENCRYPTION AND ADP	2	\$523.00	\$381.79	\$763.58
1i	G444AH	ADD: APX CONTROL HEAD SOFTWARE	2	\$0.00	\$0.00	\$0.00



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-2475609

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	2	\$15.00	\$10.95	\$21.90
1k	G806BL	ENH: ASTRO DIGITAL CAI OP APX	2	\$567.00	\$413.91	\$827.82
1l	GA01670AA	ADD: APX E5 CONTROL HEAD	2	\$717.00	\$523.41	\$1,046.82
1m	W22BA	ADD: STD PALM MICROPHONE APX	2	\$79.00	\$57.67	\$115.34
1n	QA09113AB	ADD: BASELINE RELEASE SW	2	\$0.00	\$0.00	\$0.00
1o	G361AH	ENH: P25 TRUNKING SOFTWARE APX	2	\$330.00	\$240.90	\$481.80
Subtotal						\$13,488.44
Estimated Tax						\$1,381.75
Grand Total				\$14,870.19(USD)		

Notes:



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



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)	

Executive Summary

Why CDCE

CDCE Inc. has been serving California agencies and specializing in mobile deployments for 25 years. They offer a wide range of products for mobile, voice and data communications, as well as a full suite of services that include installation, service and support, and custom solutions. CDCE is ISO9001 certified, and their field technicians are highly trained and OSHA certified. For mobile data computers, CDCE Inc. is Panasonic's most trusted West Coast Prime Partner and the longest standing Value Added Reseller in the United States. CDCE has strong relationships and expertise with complementary product offerings to provide a robust, best in class solution tailored to each agencies' needs and challenges.

They have deployed over 20,000 Toughbooks and have been a resource and partner to many agencies as they go through the process of curating the solution that meets their needs. They have been a partner to the City of Piedmont in securing demo equipment for evaluation, running through various solution options and securing the best pricing and value. During this process they have demonstrated a high level of care in respect to offering advice and rapidly troubleshooting solutions when issues arise.

CDCE Inc. has various types of purchasing vehicles that help their customers satisfy competitive contract requirements efficiently. **CDCE, Inc. is a NASPO ValuePoint Contract holder for both Cradlepoint and Panasonic.** NASPO ValuePoint is the contracting arm of "NASPO" the National Association of State Procurement Officials, a unified, nationally focused cooperative alliance aggregating the demand of all 50 states, the District of Columbia and the US Territories, working together to pursue cooperative contracting opportunities and conduct competitive solicitations through the development of multi-state sourcing teams following the procurement laws of the state chosen to lead the procurement. The sourcing teams develop the request for proposals, evaluate responses and recommend awards to the NASPO ValuePoint Executive Council. Once awarded, master agreements are available to all states, their political subdivisions, and other eligible entities. NASPO ValuePoint provides the highest standard of excellence in public cooperative contracting. By leveraging the leadership and expertise of all states with the purchasing power of their public entities, NASPO ValuePoint delivers best value, reliable, competitively sourced contracts that offer public entities outstanding pricing and value adds. Since 1993 NASPO ValuePoint has been the cooperative purchasing arm of NASPO (the National Association of State Procurement Officials) encouraging, fostering and guiding the nation's most significant public contract cooperative. CDCE, Inc. is also a Woman Owned Business.



Why Cradlepoint

CDCE, Inc. also is a Cradlepoint Premier Partner and have a Cradlepoint 5G Specialization Certification. CDCE has a close relationship with Cradlepoint teams which helps streamline many of the moving parts of deploying a rugged mobile router. This includes offering detailed information about the corresponding antennas, their availability, and how to best deploy them. Over the past several years, Cradlepoint has emerged as an industry leader in the mobile connectivity space by offering units that have great quality, support and availability, as well as innovative, modular designs for a long form factor life span.

In particular, they are a great fit for Piedmont because they have the best in class connectivity and throughput. If there is cell signal, the Cradlepoint router solution will pull it and provide mission critical connectivity. They also have the platform to support secure connectivity and advanced features available such as breadcrumb connectivity mapping, out of band management, dual modem, and dual sim options. It is possible to view and manage multiple types of device from their NetCloud manager.

There is an amazing warranty for the units as well that is attached to the licensing of the Cradlepoint devices, so it is easy to get support, RMA and troubleshoot should the need arise.

In addition, the long life span of these devices helps reduce e-waste and eliminates the costly process of replacement for non-rugged devices and peripheral equipment (antennas).

Panasonic CONNECT

Why Panasonic

Panasonic Quality and Core Values

Long life - use expectancy

Durability and Rugged form factor

Best of class warranty options

Professional services:

- On-Site Service
- Deployment
- Fast and Easy RMA process
- Panasonic Portal for Basic Life Cycle Management
- Stable Footprint Value

Panasonic Values

Core Manufacturing – Panasonic is the only major manufacturer that designs, engineers, builds and tests its rugged mobile computers in its own factory – ensuring quality control, consistency and components are monitored every step of the way. This results in Toughbook's higher reliability rate, parts availability and better lifecycle management over other rugged computers.

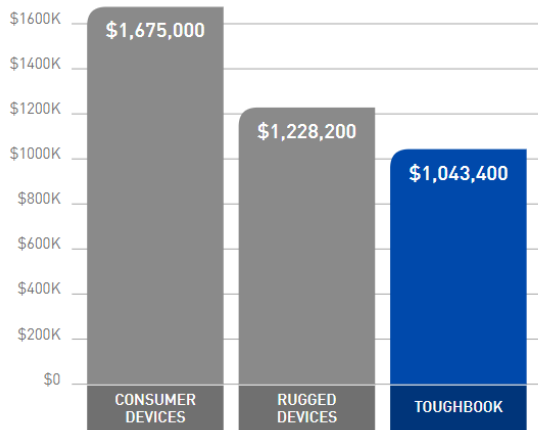
Battery Life & Hot-Swappable – Mission critical situations require a device that won't quit. As the world's leading battery manufacturer, Panasonic's battery life typically surpasses the competition, and in addition, many Toughbook computers offer long-life batteries and/or bridge batteries for hot swap battery replacement and continuous use without shutting down or hibernating.

Compliance – Keeping data secure is a crucial component for all public safety agencies, which is why Toughbook devices come with a Trusted Platform Module [TPM] 2.0 secure chip (or have the upgrade option). Furthermore, Toughbook products meet CJIS security requirements for two-factor authentication.

Failure Rates – Having your mobile computing device fail during an emergency, or even in daily use, is not an option, which is why Panasonic engineers its products to withstand whatever you might throw at them. Toughbook failure rates are the lowest in the industry. TOUGHBOOK rugged devices have the lowest failure rates in the industry and are 72% more reliable than other rugged devices (based on comparing device failure rates).

Compares Panasonic actual data for TOUGHBOOK computers to data gathered by IDC on consumer and rugged laptops, tablets, and handheld devices and reported in The Case for Deploying Rugged Devices in Your Organization. IDC (November 2021)

Panasonic TCO Calculator based on [IDC Research – Whitepaper - The Case for Deploying Rugged Devices in Your Organization \(Nov. 2021\)](#) TCO chart below, based on 5 year lifespan of 400 Toughbooks.



ESTIMATED TOUGHBOOK® SAVINGS

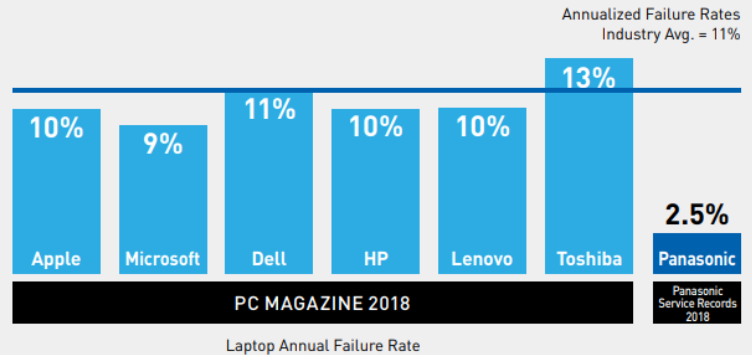
COMPARED TO:	CONSUMER DEVICES	RUGGED DEVICES
	\$631,600	\$184,800
	37.7%	15.0%

Average repair costs include annual break fix support, out-of-pocket costs, end-user lost productivity, IT repair time, and end-user and IT time to replace data. Actual repair costs may vary depending on models and circumstances involved. Results shown for non-Panasonic devices are based on average device acquisition costs, per-incident repair costs, and device failure rates as reported in the IDC white paper, The Case for Deploying Rugged Devices in Your Organization. Estimated savings calculations for Panasonic tablets utilize base model prices.

Prices are represented in USD.

INDUSTRY AVERAGE FAILURE RATE

Panasonic devices are over five times more reliable than the average laptop used by businesses across America.*



*Comparing Panasonic actual data for Toughbook family of devices to PC Magazine reader-reported data for competitors.

Durability

Since the 1960s, the U.S. Department of Defense (DOD) has set standards for rugged device performance. Through a series of tests collectively known as **MIL-STD-810G** (MIL-SPEC), manufacturers simulate how a mobile device will operate under a variety of extreme stressors and environmental conditions. Once a device passes certain MIL-SPEC certifications, it's approved for use by DOD workers.

This validation indicates that the device should be able to meet the demands of mobile professionals in challenging work environments. MIL-SPEC Change 1 is the specification's latest version and has become a common benchmark across the industry in validating whether or not a device can be considered rugged.

TRANSIT DROP *Method 516.7—Procedure IV*

The top height from which a device is dropped and still turns on and operates. Drops are one of the most common causes of damage to mobile devices, especially in nontraditional working environments. In this test, a device is dropped from various heights at 26 different angles onto 2-inch-thick plywood over a steel plate on concrete.

BLOWING RAIN *Method 506.6—Procedure I*

Ability to stay operational in a simulated rain- and windstorm. Few mission-critical workers can put their work on hold due to a rainstorm. This test blasts a device with 5.8 inches per hour or more of rain and 70 mph winds for 30 minutes per surface.

HIGH TEMPERATURE *Method 501.6—Procedure I & II*

Impact of extreme high temperatures on a device. Mobile workers need to trust that their devices have the ability to operate at extreme temperatures. For example, temperatures in a vehicle can reach 120°F in less than 40 minutes on a 93° day. This test determines if a device can continue to operate at 140°F for 30 minutes, as well as the nonoperational impacts of 160°F for 7 days.

TEMPERATURE SHOCK *Method 503.6—Procedure I*

Thermal shock impact on a device's screen readability and internal electronics. This tests how the device reacts to going from one extreme temperature to another, with three cycles of moving between 200°F and -60°F.

HUMIDITY *Method 507.6—Procedure I & II*

How a device handles humid environments and adapts to extreme weather. The device is first tested for a 15-day cycle between 91°F at 80% relative humidity and 160°F at 14% relative humidity. It's then tested in temperature cycles of 86°F to 140°F at 95% relative humidity.

HIGH ALTITUDE *Method 500.6—Procedure I & II*

Measures high-altitude impact on a device while it's being used and at rest. The reduced atmosphere at high altitudes makes it easier for vibrations to cause impacts between a device's needle and platter. This test measures device performance in an altitude chamber that simulates 15,000 feet or more above sea level under low pressure

SAND AND DUST *Method 510.6—Procedure I & II*

How a device handles dusty environments and desert sandstorms. This test blows dust and sand at an unsealed device over several hours in a 140°F environment.

LOW TEMPERATURE *Method 502.6—Procedure 1 & II*

Impact of extreme low temperatures on a device. To verify that a device can operate in extreme winter conditions without experiencing hard drive damage or SSD data loss, this test places the device in a -20°F environment for 30 minutes with the unit on and -60°F with it off.

VIBRATION *Method 514.7—Procedure I & II*

Reliability of device operation in environments with significant vibrations. Whether used in patrol cars, tanks, ambulances, forklifts or helicopters, mobile devices need to reliably function in heavy-vibration environments. This test simulates the vibrations typically experienced in flight or in an off-road vehicle.

EXPLOSIVE ATMOSPHERE Method 511.6—Procedure I

Verifies device won't cause an ignition in explosive gas environments. Places the device in a sealed chamber with highly flammable hexane, while under pressure ranging from 1.50 PSIA to 14.30 PSIA at a temperature of approximately 140°F

Ingress Protection

The CF-33 has an IP65 Ingress protection rating, certifying that it is dust and splashed water protected.

An IP rating is made up of two numbers: The first indicates protection against dust on a scale from 0 to 6, with 6 being the highest level of protection; the second is protection against liquids on a scale from 0 to 9, with 9 being the highest level of protection.

First numeral in IP rating—resistance to solid objects

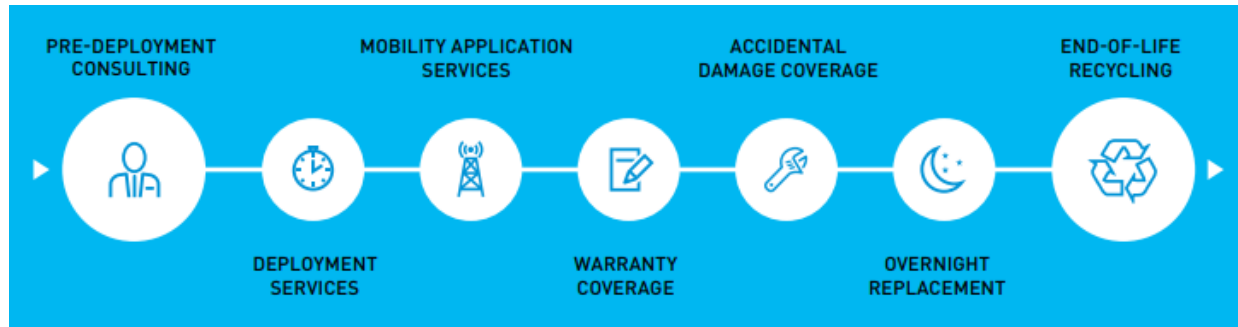
0	No protection
1	Protected against solid foreign objects of 50 mm and greater
2	Protected against solid foreign objects of 12.5 mm and greater
3	Protected against solid foreign objects of 2.5 mm and greater
4	Protected against solid foreign objects of 1.0 mm and greater
5	Dust-protected
6	Dust-tight

Second numeral in IP rating—resistance to water

0	No protection
1	Protected against vertically falling water drops
2	Protected against vertically falling water drops when device enclosure is tilted up to a 15° angle
3	Protected against water sprayed at a 60° angle
4	Protected against water splashed from any direction
5	Protected against jets of water hitting enclosure from any direction
6	Protected against powerful jets of water hitting enclosure from any direction
7	Protected against the effects of temporary immersion in water
8	Protected against the effects of continuous immersion in water
9	Protected against high-pressure and high-temperature water jets

Panasonic Time Saving Professional Services Options

After years of providing the most rugged computing devices in the industry, Panasonic has developed a robust roster of support services designed to free up IT resources, speed up deployment, reduce ownership costs and keep mobile workers productive. They provide a variety of support options spanning across the lifecycle of a device.



Deployment services

Our Deployment Services ensure that your TOUGHBOOK mobile computers arrive in the field quickly and ready to work. We offer two levels of deployment services (Premier and Bronze) ranging from initial services focused on getting your team ready to roll immediately to longer-term services that cover the life of the warranty.

- 100% Guaranteed Functionality – 48 hour stress testing
- Asset Tagging And Management – affix asset tags and compile all data in a deployment report that can be integrated into your asset management system.
- Disk Image Management - catalog your disk image(s) and keep them up to date as you make changes. As units come in for repair, we apply the latest images and return them to you with the updates applied.
- Online Service History Management – Service history is maintained on all computers and tablets to help you monitor service trends and identify potential user training needs
- Deployment Reports – Each Toughbook has a detailed report that can help track warranty renewals, manage wireless carrier contracts and general asset tracking
- Custom Bios - We work with your organization to create a custom BIOS that shows your company name on the splash screen, in addition to setting up security options such as password protection.
- Wireless Activation Service - We'll install SIM cards and coordinate wireless activation with your carrier of choice, so your Toughbook arrives prepared for WWAN access right out of the box.
- Absolute Activation Service - During device deployment, we can also install and activate Absolute®Data & Device Security (DDS). Even if someone completely wipes your hard drive, puts in a new drive and reloads their own software, your Absolute Activation Service will remain intact.

Warranties

Standard warranty. Our Standard warranty covers TOUGHBOOK® computers from defects in materials and workmanship for three years and includes a priority parts exchange program and repair service at no cost. It provides lifetime access to our U.S.-based technical support hotline; online access to drivers, first-aid disks, BIOS updates, tools, utilities and manuals; free overnight delivery of customer-replaceable parts and repaired units; and access to Panasonic field service personnel.

Extended warranty. Extend your Standard warranty up to two additional years, stretching coverage to match your refresh cycle. Extending your warranty delivers peace of mind, uninterrupted worker productivity and significant reduction in out-of warranty repair costs and IT workload.

Protection Plus (accidental damage coverage). Augment our Standard warranty with no-fault accident protection. Protection Plus covers one major repair each year. And in cases when the damage is beyond repair, we will replace the entire device. With Protection Plus, your workers experience minimal disruption, and your IT staff doesn't get sidetracked with unexpected repairs. This helps you develop predictable budgets for entire projects without surprises.

Ultimate Care warranty. Designed for organizations that operate in extremely challenging environments or wish to minimize risk for their mobile devices, this warranty offers the ultimate peace-of-mind coverage for unlimited device breakage. With Ultimate Care, you are covered for repairs (shipped overnight to and from our National Service Centers) or replacement of all major computer parts at no additional cost. This service can be customized to provide service-level guarantees for dead-on-arrival devices, help-desk waiting time, repair turnaround and even unit failure rates.

Original Battery warranty: Batteries supplied with the Product are covered under the warranty for one (1) year from date of purchase. Batteries purchased separately are covered under the warranty for one (1) year from the date of purchase. A replacement battery furnished under the Product warranty is covered for the remaining period of the one-year warranty on the original or purchased battery.

Smart Battery warranty. One of the most common sources of downtime (and frustration) for field workers is a drained battery. Our Smart Battery warranty monitors battery capacity so you are prepared to switch it out when you need to, eliminating overnight emergency replacements and keeping workers productive with fresh, new batteries.

Hard Drive No Return warranty. If your security policies dictate that you cannot return a hard drive for repair or replacement, you can keep your faulty drive and Panasonic will send you a replacement unit. You maintain complete control of your sensitive data at all times, as well as compliance with CJIS or HIPAA requirements.

Accessories Warranties:

- AC Adapter / Power Cord – 3 Years
- Memory Expansion Card (Panasonic furnished) – 3 Years
- xPAKs – 3 Years
- Desktop Port Replicator – 3 Years
- Backlit or Full-sized keyboard – 3 Years or assumes warranty of the unit in which it is installed
- Solid State Drive / Hard Drive (Internal) – 3 Years
- Separately purchased 2nd Solid State Drive / Hard Drive – 1 Year
- Optional Battery – 1 Year
- Battery Charger / Multi-Bay Battery Charger – 1 Year
- Stylus Pens & Digitizer Pens – 90 Days (physical damage excluded)
- SIM cards (Hardware Only) – 90 Days

REPLACEMENT PARTS - Panasonic will retain service replacement parts for the Products for at least 5 years from the end of production date, or 5 years from end of sale date, whichever comes later.

Stable Footprint Value Add

Panasonic knows that swapping out peripheral equipment every refresh is costly and time prohibitive. Their purpose built machines are thoughtfully designed to extend the compatibility of peripheral equipment as long as possible. A great example of this is for the previous model of fully rugged clamshell, the units had the same dock/form factor for 17 years. The CF-33 is very young in it's form factor life – it is only in Mark 2.