



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM



Date: August 18, 2025

To: Frank A. Nastasi, City Manager

From: Robert Bruner, Deputy City Manager  
Chris Wilson, Assistant City Manager  
Robert Maleszyk, Chief Financial Officer  
Kyle Vieth, Controller  
Peter Hullinger, Fire Chief  
Shawn Hugg, Deputy Fire Chief  
Emily Frontera, Purchasing Manager

Subject: Bid Waiver – Motorola Minitor 7 Pagers for the Troy Fire Department

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### **History**

The Troy Fire Department currently utilizes Motorola Minitor VI, VHF voice radio pagers as the primary alerting method to summon volunteer fire fighters for response to emergencies. The current model of pager was purchased in 2017, and is no longer covered under warranty. Due to their age, daily usage, and conditions they are exposed to during TFD operations, these pagers are beginning to fail, and have become cost prohibitive to repair and maintain.

### **Purchasing**

The current Motorola Minitor VI pagers were bid in 2017, with an award to *Leavitt Communications of Paradise Valley, AZ* at the October 9, 2017 City Council Meeting (Resolution #2017-10-165-J-4f). This vendor has a longstanding relationship with the Troy Fire Department, providing equipment, and the facilitation of warranty repairs. As the present vendor of record, *Leavitt Communications of Paradise Valley, AZ* was contacted for FY26 budgetary pricing of replacement equipment, Motorola Minitor 7 pagers, which was received at \$437.50 each, and was utilized to establish the Capital Improvement Fund budgetary request.

Currently, there is also a \$50 per pager rebate available from United Communications Corp., the Motorola Authorized Pager Distributor in the United States, if the Motorola Minitor 7 pager is purchased from an authorized dealer and prior to August 28, 2025. Utilizing this rebate program, from an authorized dealer, would net an additional \$7,500.00 savings on the purchase of the required one-hundred fifty (150) pagers.

The Motorola Minitor 7 pager is available for purchase on the State of Michigan MiDEAL, Master Agreement Contract # 210000000897, at a contract price of \$531.90 which is 10% off of the \$591.00 list price. However, as a State Contract, the \$50 per pager rebate would not apply (per terms of rebate).



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Additionally, to meet the August 28, 2025 timeline for purchase to obtain the rebate savings, there would not be sufficient time to complete the formal bid process, subsequently have it approved by City Council, and complete the purchase. To accommodate meeting the compressed timeline, pricing for one-hundred fifty (150) Motorola Minitor 7 pagers with a 5-year warranty and four (4) programming bases, was solicited from multiple authorized distributors, including from our current vendor of record, *Leavitt Communications of Paradise Valley, AZ*. The bid from Leavitt Communications, LLC is very competitive when checked against current market prices for this particular pager, at \$74,225.00 minus the \$7,500 rebate, totaling \$66,725.00. Additionally, *Leavitt Communications of Paradise Valley, AZ* has agreed to provide the City of Troy the rebate discount at the time of purchase, and manage the recovery of the rebate funds internally within their company. Comparative pricing, from an authorized dealer offering the available rebate, *Magnum Electronics of Dover, DE*, came in at \$87,047.80, minus the \$7,500 rebate, totaling \$79,547.80. The State of Michigan MiDEAL cooperative pricing, if purchased via the contract from an authorized vendor would total, as there is no rebate available, \$88,227.44.

Waiving the formal bid process and purchasing the one-hundred fifty (150) Motorola Minitor 7 pagers with a 5-year warranty and four (4) programming bases directly through *Leavitt Communications of Paradise Valley, AZ*, for an estimated total cost of \$66,725.00 as detailed in the attached quote, will allow the City to utilize the \$7,500 rebate and provide a net savings of \$21,502.44.

### **Financial**

Funds are budgeted and available in the Fire Department's Communications Capital Fund under Project Number 2026C0007 for the 2026 fiscal year. Expenditures will be charged to account number 401.336.343.978.020.

### **Recommendation**

In the best interest of the City of Troy, City Management recommends waiving the bid process and awarding a contract to *Leavitt Communications of Paradise Valley, AZ* to purchase one-hundred fifty (150) Motorola Minitor 7 pagers with 5-year warranty and four (4) programming bases for an estimated total cost of \$66,725.00, which includes a rebate \$7,500 if purchased by August 28, 2025.



Leavitt Communications LLC  
 7508 North Red Ledge Dr.  
 Paradise Valley, AZ 85253-2850  
 Phone: 847-955-0511  
 Fax: 270-447-1909

**QUOTATION**

**100002636**

**Bill To:**  
 City of Troy Fire  
 500 West Big Beaver Road  
 Troy, MI 48084

**Ship To:**  
 City of Troy Fire  
 500 West Big Beaver Road  
 Troy, MI 48084

Date: 01/28/2025	Customer Rep: Philip Leavitt	Terms: NET 30 DAYS
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Qty	Item	Description	Unit Price	Extended
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*If an order is received by 28 August 2025, you will be entitled to the \$50.00 per pager (\$7,500.00) discount line on my quote. Any order received 29 August or later will NOT receive the discount.*

150	M7:A03JAC9KA1AN	Minitor 7 VHF 5 Channel I.S. Pager 151-174.995 mhz w/Battery, Charger & 2 Year Factory Warranty & Desk Charger list \$591.00  List price \$591.00 each	437.50	65,625.00
150	M7:ZRAA0641AA	3 Year Extended Warranty (to 5 Years) list \$60.00  List price \$60.00	54.00	8,100.00
4	M7:RLN6568	Minitor 7 Programming Kit list \$95.23  List price \$95.23	87.50	350.00
1	Freight	Shipping & Handling Shipping charges to be determined	150.00	150.00
-1	Promotion Discount	Discount	-7,500.00	-7,500.00

**Our FEIN # is 20-1566622**

Cage Code 33KG2

Subtotal : \$66,725.00  
 Tax : \$0.00  
 Total Quote : \$66,725.00

Phone #	Fax #	Email	Web Site
847-955-0511	270-447-1909	pcleavitt@leavittcom.com	http://www.leavittcom.com

Thank you for this opportunity.