



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: August 30, 2021

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager
Rob Maleszyk, Chief Financial Officer
Lisa Burnham, Controller
Richard Riesterer, Fire Chief
Peter Hullinger, Assistant Fire Chief
Shawn Hugg, Staff Lieutenant
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4: MiDeal Cooperative Purchasing Program – Motorola APX Radios and Accessories – Fire Department

History

In 2008, the Troy Fire Department moved away from VHF radios and became a principal in the implementation of the Harris OpenSky radio system. To provide a level of service and safety for incident management and mitigation, the Troy Fire Department has acquired a current inventory of the OpenSky equipment including: 118 Portable Radios; 45 Mobile Radios; 6 V-TAC Repeaters; 6 Pyramid OpenSky to VHF repeaters; 7 Control Stations; 203 VHF Motorola Minitor VI fire pagers; and a patch between OpenSky 800mhz system and VHF used for firefighter paging.

As technology continues to advance, the OpenSky system is reaching end of life and becoming obsolete. Oakland County, acting as the manager of the radio system, began researching and performing feasibility studies to upgrade or replace the radio system. In June 2019, Oakland County signed a \$46.9 million contract with Motorola Solutions to be the replacement radio system provider, to include all required infrastructure for the County, and is funded through the 911 Surcharge and bonds.

Subsequently, a survey was conducted in 2019 of all Oakland County police/fire departments, to develop a subscriber unit allocation matrix that would be supported by the project funding. Based on the results of the survey conducted, and the allocation matrix developed by Oakland County, the Troy Fire Department is to receive approximately \$1.08 million in radios and accessories including: 96 Portable Radios; 39 Mobile Radios, no ancillary support equipment; 6 Control Stations; and 200 Unication P25 compatible fire pagers. This left the TFD with a deficit of: 22 Portable Radios; 6 Mobile Radios; 1 Control Station; and 3 Fire Pagers, which due to our deployment model, would have a significant impact on fireground operations.



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Purchasing

An internal review of our radio fleet map was conducted to evaluate our deployment of equipment. Consideration was given to firefighter safety, incident management & mitigation and fiscal responsibility. The TFD identified additional equipment needed to maintain continuity of operations beyond the equipment being provided by Oakland County. This necessitated the purchase of 13 additional radios, microphones, apparatus headsets and batteries.

Motorola Solutions, Inc. of Schaumburg, IL is the awarded contracted vendor for the State of Michigan, MiDeal Purchasing Cooperative Contract #190000001544. City Council authorized participation in Cooperative Purchasing Programs on November 9, 2020 (Resolution #2020-11-165-J-8)

Pricing to purchase the APX6000XE Portable Radios and Accessories has been secured from ComSource Inc., the local dealer for Motorola Solutions, Inc., per the MiDeal Cooperative Purchasing Contract #190000001544, for an estimated cost of \$101,656.04 as detailed in the attached proposal dated July 14, 2021. Additionally, there is a required "user fee" totaling \$3,250. This fee is to be paid directly to Oakland County/State of Michigan (MPSCS) for radio system access of the additional purchased portable radios.

Financial

Funds are budgeted and available in the Fire Department Communications Capital Fund under Project Number 2022C0022 for the 2022 fiscal year. Expenditures will be charged to account number 401.336.343.7978.020.

Recommendation

City Management recommends awarding a contract to *Motorola Solutions, Inc. of Schaumburg, IL* for the purchase of the Motorola APX6000XE Portable Radios and Accessories for an estimated cost of \$101,656.04, as per the MiDeal Cooperative Purchasing Contract #190000001544 and grant authorization to pay \$3,250 to Oakland County/State of Michigan (MPSCS) for the user connection fees for an estimated total cost of \$104,906.04.



MOTOROLA

Date July 14, 2021
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Entity Troy Fire Department
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Equipment Details and Pricing

<u>Item</u>	<u>Qty</u>	<u>Model</u>	<u>Description</u>	<u>MSRP</u>	<u>MiDeal Disc. %</u>	<u>Unit Price</u>	<u>Total Price</u>
APX6000XE PORTABLE RADIO							
1	13	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE-ENHANCED	\$ 3,026.00	30%	\$ 2,118.20	\$ 27,536.60
1A	13	Q806	ADD: ASTRO DIGITAL CAI OPERATION	\$ 515.00	30%	\$ 360.50	\$ 4,686.50
1B	13	H38	ADD: SMARTZONE OPERATION	\$ 1,200.00	30%	\$ 840.00	\$ 10,920.00
1C	13	Q361	ADD: P25 9600 BAUD TRUNKING	\$ 300.00	30%	\$ 210.00	\$ 2,730.00
1D	13	QA00580	ADD: TDMA OPERATION	\$ 450.00	30%	\$ 315.00	\$ 4,095.00
1E	13	QA01771	ENH: ENHANCEMENT LEVEL 2	\$ 200.00	30%	\$ 140.00	\$ 1,820.00
1F	13	QA09006	ADD: ADAPTIVE NOISE SUPPRESSION	\$ 150.00	30%	\$ 105.00	\$ 1,365.00
1G	13	QA02006	ENH: APX6000XE RUGGED RADIO	\$ 800.00	30%	\$ 560.00	\$ 7,280.00
1H	13	H122	ALT: 1/4- WAVE 7/800 GPS STUBBY (NAR6595A	\$ 24.00	0%	\$ 16.80	\$ 218.40
1I	13	Q887	ADD: 5Y ESSENTIAL SERVICE	\$ 216.00	30%	\$ 216.00	\$ 2,808.00
1J	13	H799	ADD: TEST RESULTS / RATED AUDIO PRINTOUT	\$ 10.00	30%	\$ 7.00	\$ 91.00
1K	13	Q498	ENH: ASTRO 25 OTAR W/ MULTIKEY	\$ 740.00	30%	\$ 518.00	\$ 6,734.00
1L	13	QA09001	ADD: WIFI CAPABILITY	\$ 300.00	30%	\$ 210.00	\$ 2,730.00
1M	13	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	\$ -	30%	\$ -	\$ -
1N	13	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	\$ 5.00	35%	\$ 3.50	\$ 45.50
1O	13	HKVN4821A	Device Management 3 Year Subscription	\$ 96.00	30%	\$ 62.40	\$ 811.20
1P	13	Q629	ADD: AES ENCRYPTION	\$ 475.00	30%	\$ 332.50	\$ 4,322.50
APX6000XE PORTABLE RADIO SUB TOTAL				\$ 8,507.00		\$ 6,014.90	\$78,193.70
APX6000 XE ACCESSORIES							
2	18	PMNN4547A	SPARE-BATT IMPRES 2 LIION TIA4950 R IP68 3100T	\$ 169.00	25%	\$ 126.75	\$ 2,281.50
3	14	NNTN7624C	VEHICULAR CHARGER PERMANENT MOUNT	\$ 472.00	25%	\$ 354.00	\$ 4,956.00
4	10	NNTN8575A	XE REMOTE SPEAKER MIC- GREEN	\$ 538.00	25%	\$ 403.00	\$ 4,030.00
5	14	PMLN6853A	BEHIND THE HEAD H/DUTY HEADSET/TIA	\$ 442.90	25%	\$ 332.18	\$ 4,650.52
6	14		RSM W/ DUAL MIC NOISE SUPPRESSION,				
			3.5MM	\$ 368.50	25%	\$ 276.38	\$ 3,869.32
7	12	RLN6554A	APX WIRELESS RSM W/ DUC	\$ 300.00	25%	\$ 225.00	\$ 2,700.00

Ed Horvath
ComSource Inc
41271 Concept Dr.
Plymouth, MI 48170
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734-459-0769 Fax

			APX6000 PORTABLE ACCESSORIES SUB TOTAL					\$22,487.34			
			INSTALLATION SERVICES								
8	13	LSV00Q00202A	DEVICE PROGRAMMING "ANY MODEL OF RADIO"		\$	75.00	0%	\$	75.00	\$	975.00
			INSTALLATION SUB TOTAL								\$975.00
			SYSTEM GRAND TOTAL								\$101,656.04
NOTES:		CUSTOMER IS RESPONSIBLE FOR PAYING ANY APPLICABLE USER FEES TO OAKLAND COUNTY AND/OR MPSCS.							MPSCS	\$3,250.00	
			PROJECT GRAND TOTAL								\$104,906.04

1. Quotes are **exclusive** of installation and programming charges unless expressly stated herein.
2. Prices quoted are exclusive of all applicable Federal Excise Taxes, State Sales and Use Taxes.
3. Prices are valid FOR 90 DAYS..
4. Standard Equipment Warranty Applies Unless Otherwise Specified
5. Standard Terms are: Net 30 Days from shipment
6. Shipment is approximately 2-4 weeks from receipt of order.
7. Prices are based on State of Michigan Contract # 190000001544
8. The purchase order will need to provide payment terms (Net 30), shipping address and made payable to Motorola Solutions, Inc., 1301 E. Algonquin Rd., Schaumburg, IL 60196