



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: September 5, 2024

To: Robert J. Bruner, Acting City Manager

From: Megan Schubert, 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: Standard Purchasing Resolution 4: State of Michigan MiDEAL Cooperative Purchase - Motorola Radio System Hardware

History

In June of 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; and 6 Control Stations. This left the TFD with an initial deficit of: 29 Portable Radios; 6 Mobile Radios; and 1 Control Station; which due to our deployment model, would have a significant impact on fireground operations. In August of 2021, City Council approved the purchase of additional radios and equipment (Resolution #2021-08-131-J-4c). While this purchase increased the equipment allocation it still left the TFD short radios, however would provide for the initial rollout of the new OCP25 radio system and provide basic operations. The new OCP25 radio system went live in November of 2023. After 8 months of daily use, an internal review of our equipment was conducted to evaluate our deployment, taking into consideration firefighter safety, incident management & mitigation as well as fiscal responsibility. The TFD has identified additional equipment is required to maintain continuity of operations, resulting in an additional purchase of: 4 Portable Radios; 1 Control Station; and miscellaneous chargers, batteries and microphones.

Purchasing

- Pricing for the purchase of additional radios, microphones, and batteries has been secured from *Motorola Solutions, Inc. of Schaumburg, IL* per the MiDEAL Cooperative Contract 190000001544, as detailed in quotation #2745495, dated August 9, 2024.
- City Council authorized participation in the Cooperative Purchasing Programs on February 5, 2024 (Resolution #2024-02-031-J-5).



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Financial

Funds for this project are budgeted and available in the Fire Department Capital Fund under Project Number 2025C0012 for the 2025 fiscal year. Expenditures will be charged to account number 401.336.343.978.020, General Equipment Communications.

Recommendation

City Management recommends a contract be awarded to *Motorola Solutions, Inc. of Schaumburg, IL*, for the procurement of additional radios, microphones, and batteries for the Troy Fire Department, for an estimated total cost of \$42,723.17, as detailed in the attached quote and as per the MiDEAL Cooperative Contract 190000001544; not to exceed budgetary limitations.



TROY FIRE DEPT, CITY OF
MOTOROL APX RADIOS
08/09/2024

08/09/2024

TROY FIRE DEPT, CITY OF
500 W BIG BEAVER
TROY, MI 48084

RE: Motorola Quote for MOTOROL APX RADIOS
Dear Shawn Hugg,

Motorola Solutions is pleased to present TROY FIRE DEPT, 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 TROY FIRE DEPT, CITY OF with the best products and services available in the communications industry. Please direct any questions to EDWARD HORVATH at EDHORVATH@CALLMC.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,

EDWARD HORVATH
Sr. Account Executive

Motorola Solutions Manufacturer's Representative

Billing Address:
 TROY POLICE DEPT, CITY OF
 500 W BIG BEAVER
 TROY, MI 48084
 US

Shipping Address:
 TROY POLICE DEPT, CITY OF
 500 W BIG BEAVER
 TROY, MI 48084
 US

Quote Date:08/09/2024
 Expiration Date:10/08/2024
 Quote Created By:
 EDWARD HORVATH
 Sr. Account Executive
 EDHORVATH@CALLMC.COM
 3132183450

End Customer:
 TROY FIRE DEPT, CITY OF
 Shawn Hugg
 shawn.hugg@troymi.gov
 248-524-3422

Contract: 35115 - STATE OF MICHIGAN,
 MA# 190000001544
 Payment Terms:30 NET

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000 XE				
1	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	2	\$3,595.00	\$2,696.25	\$5,392.50
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	2	\$6.00	\$4.50	\$9.00
1b	Q361AR	ADD: P25 9600 BAUD TRUNKING	2	\$330.00	\$247.50	\$495.00
1c	QA02006AA	ENH: APX6000XE RUGGED RADIO	2	\$880.00	\$660.00	\$1,320.00
1d	QA00580AC	ADD: TDMA OPERATION	2	\$495.00	\$371.25	\$742.50
1e	Q887AU	ADD: 5Y ESSENTIAL SERVICE	2	\$306.00	\$306.00	\$612.00
1f	H122BR	ALT: 1/4 WAVE 7/8 STUBBY (NAR6595)	2	\$26.00	\$19.50	\$39.00
1g	QA09006AA	ADD: ADAPTIVE NOISE SUPPRESSION	2	\$165.00	\$123.75	\$247.50
1h	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	2	\$0.00	\$0.00	\$0.00
1i	QA09001AB	ADD: WIFI CAPABILITY	2	\$330.00	\$247.50	\$495.00
1j	Q498AY	ENH: ASTRO 25 OTAR W/ MULTIKEY	2	\$814.00	\$610.50	\$1,221.00



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1k	H38BT	ADD: SMARTZONE OPERATION	2	\$1,320.00	\$990.00	\$1,980.00
1l	QA09113AB	ADD: BASELINE RELEASE SW	2	\$0.00	\$0.00	\$0.00
1m	QA07680AA	ADD: MULTI SYSTEM OTAR	2	\$165.00	\$123.75	\$247.50
1n	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	2	\$567.00	\$425.25	\$850.50
1o	QA01771AB	ENH: ENHANCEMENT LEVEL 2	2	\$220.00	\$165.00	\$330.00
1p	Q629AK	ENH: AES ENCRYPTION AND ADP	2	\$523.00	\$392.25	\$784.50
1q	H799AU	ADD: TEST RESULTS PRINTOUT	2	\$11.00	\$8.25	\$16.50
	APX™ 6000 Series	APX6000 XE				
2	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	2	\$3,595.00	\$2,696.25	\$5,392.50
2a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	2	\$6.00	\$4.50	\$9.00
2b	Q361AR	ADD: P25 9600 BAUD TRUNKING	2	\$330.00	\$247.50	\$495.00
2c	QA02006AA	ENH: APX6000XE RUGGED RADIO	2	\$880.00	\$660.00	\$1,320.00
2d	QA00580AC	ADD: TDMA OPERATION	2	\$495.00	\$371.25	\$742.50
2e	Q887AU	ADD: 5Y ESSENTIAL SERVICE	2	\$306.00	\$306.00	\$612.00
2f	H122BR	ALT: 1/4 WAVE 7/8 STUBBY (NAR6595)	2	\$26.00	\$19.50	\$39.00
2g	QA09006AA	ADD: ADAPTIVE NOISE SUPPRESSION	2	\$165.00	\$123.75	\$247.50
2h	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	2	\$0.00	\$0.00	\$0.00
2i	QA09001AB	ADD: WIFI CAPABILITY	2	\$330.00	\$247.50	\$495.00
2j	Q498AY	ENH: ASTRO 25 OTAR W/ MULTIKEY	2	\$814.00	\$610.50	\$1,221.00
2k	H38BT	ADD: SMARTZONE OPERATION	2	\$1,320.00	\$990.00	\$1,980.00
2l	QA09113AB	ADD: BASELINE RELEASE SW	2	\$0.00	\$0.00	\$0.00
2m	QA01427AB	ALT: IMPACT GREEN HOUSING	2	\$28.00	\$21.00	\$42.00
2n	QA07680AA	ADD: MULTI SYSTEM OTAR	2	\$165.00	\$123.75	\$247.50
2o	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	2	\$567.00	\$425.25	\$850.50



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

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
2p	H799AU	ADD: TEST RESULTS PRINTOUT	2	\$11.00	\$8.25	\$16.50
2q	QA01771AB	ENH: ENHANCEMENT LEVEL 2	2	\$220.00	\$165.00	\$330.00
2r	Q629AK	ENH: AES ENCRYPTION AND ADP	2	\$523.00	\$392.25	\$784.50
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
3	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	1	\$3,383.12	\$2,537.34	\$2,537.34
3a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	1	\$6.00	\$4.50	\$4.50
3b	W665BF	ADD: BASE STATION OP APX	1	\$77.00	\$57.75	\$57.75
3c	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	1	\$0.00	\$0.00	\$0.00
3d	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	1	\$879.00	\$659.25	\$659.25
3e	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	1	\$480.00	\$480.00	\$480.00
3f	G91AF	ADD: CNTRL STATION PWR SUPPLY	1	\$296.00	\$222.00	\$222.00
3g	GA00235AA	ADD: NO GPS ANTENNA NEEDED APX	1	\$0.00	\$0.00	\$0.00
3h	GA00580AA	ADD: TDMA OPERATION	1	\$495.00	\$371.25	\$371.25
3i	G66BJ	ADD: DASH MOUNT E5 APXM	1	\$138.00	\$103.50	\$103.50
3j	G51AU	ENH: SMARTZONE OPERATION APX6500	1	\$1,320.00	\$990.00	\$990.00
3k	G142AD	ADD: NO SPEAKER APX	1	\$0.00	\$0.00	\$0.00
3l	GA01620AA	ADD: MULTI SYSTEM OTAR	1	\$165.00	\$123.75	\$123.75
3m	G799AD	ADD: PRINTED TEST RESULTS APX	1	\$11.00	\$8.25	\$8.25
3n	GA01607AA	ADD: NO WI-FI ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
3o	GA09001AA	ADD: WI-FI CAPABILITY	1	\$330.00	\$247.50	\$247.50
3p	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	1	\$814.00	\$610.50	\$610.50
3q	QA01771AB	ENH: ENHANCEMENT LEVEL 2	1	\$220.00	\$165.00	\$165.00
3r	G89AC	ADD: NO RF ANTENNA NEEDED	1	\$0.00	\$0.00	\$0.00
3s	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	\$0.00	\$0.00	\$0.00



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
3t	G806BL	ENH: ASTRO DIGITAL CAI OP APX	1	\$567.00	\$425.25	\$425.25
3u	GA01670AA	ADD: APX E5 CONTROL HEAD	1	\$717.00	\$537.75	\$537.75
3v	QA09113AB	ADD: BASELINE RELEASE SW	1	\$0.00	\$0.00	\$0.00
3w	W382AM	ADD: CONTROL STATION DESK GCAI MIC	1	\$186.00	\$139.50	\$139.50
3x	G361AH	ENH: P25 TRUNKING SOFTWARE APX	1	\$330.00	\$247.50	\$247.50
	APX™ Radio Management	RADIO MANAGEMENT				
4	T7914A	RADIO MANAGEMENT ONLINE	1	\$0.00	\$0.00	\$0.00
4a	UA00049AA	ADD: RADIO MANAGEMENT LICENSES ONLINE	5	\$110.00	\$82.50	\$412.50
5	DSMFBW7463	WIDEBAND FIBERGLASS OMNI ANTENNA 746-869 NFM BULKHEAD	1	\$368.00	\$276.00	\$276.00
6	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	3	\$509.76	\$382.32	\$1,146.96
7	PMMN4107BBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,XE500 REMOTE SPKR MIC WITHOUT CHANNEL KNOB, BLACK	6	\$594.00	\$445.50	\$2,673.00
8	NNTN8860ATAA	TAA CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US	4	\$225.70	\$169.28	\$677.12
Subtotal						\$56,396.20
Total Discount Amount						\$13,673.03
Grand Total						\$42,723.17(USD)

Notes:

- Pricing contained herein does not include the one-time MPSCS activation fee of \$250.00 per radio. Total for this quote would be \$1,250.00 invoiced by MPSCS directly to your department.
Radio programming services will be performed by Oakland County/CLEMIS radio department.
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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)