



# 2.44

DEPARTMENT OF FINANCE  
PROCUREMENT SERVICES DIVISION

CENTRAL SERVICES  
CONTRACT SERVICES  
OFFICE OF SMALL BUSINESS DEVELOPMENT  
PURCHASING

CITY OF SACRAMENTO  
CALIFORNIA

June 10, 2005  
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City Council  
Sacramento, California

Honorable Members in Session

**SUBJECT: AUTHORIZATION TO PURCHASE HANDHELD MOBILE IDENTIFICATION UNITS (UPGRADED RADIOS), SUPPORT SYSTEM, AND ACCESSORIES THROUGH A COOPERATIVE PURCHASE AGREEMENT**

**LOCATION AND COUNCIL DISTRICT: D-All**

**RECOMMENDATION:**

Staff recommends that City Council authorize the Procurement Services Manager to use a cooperative purchase contract between Motorola, Inc. and Western States Contracting Alliance (WSCA), Contract #02702-Phase I, to purchase 433 handheld mobile identification units (upgraded radios) and support system in the total amount of \$1,324,939.51.

**CONTACT PERSON:** Bob Mitchell, Police Dept., Communications Captain, 433-0653  
Ken Stuber, IT Communication Engineer, 808-8511  
Christine Slay, Sr. Buyer, Procurement Services, 808-6344

**FOR COUNCIL MEETING:** June 28, 2005

**SUMMARY:**

City of Sacramento Police Department has implemented a radio communications interoperability project, supported by grant funding that was approved by City Council on December 14, 2004, which should extend the life of the existing radio system for approximately 7 years. This purchase will upgrade the current analog system to digital technology, which is key to the success of this project. Therefore, staff recommends that City Council authorize the Procurement Services Manager to purchase radios and a support system through the use of a competitively bid cooperative purchase contract between Motorola, Inc. and Western States Contracting Alliance (WSCA), Contract #02702-Phase I, in the total amount of \$1,324,939.51.



**BACKGROUND:**

On December 14, 2004, the Sacramento City Council approved the Sacramento Police Department's acceptance of an interoperability grant from the U.S. Department of Justice, Office of Community Oriented Policing Services in a total amount of \$8,000,000.00 to improve and enhance regional radio communications compatibility in the Sacramento area. One of the motivating factors behind this grant is that the current 800 MHz radio system is analog, is no longer being manufactured, and in less than 4 years will not be supported with maintenance. While a complete replacement and upgrade to a federally compliant system for the entire Sacramento region is expected to cost nearly \$60 million, this grant will help finance the system upgrades to improve performance and enhance the capability of the communications equipment for both the Department and region as a whole.

Motorola, the current provider of the City's radio system, is no longer manufacturing analog equipment. The radios proposed for this purchase have digital technology and are being complimented with a SmartNet/SmartZone operational networking system that operates much like a cellular telephone system with multiple tower sites, and is able to provide public safety radio communications to any, or all cell sites over large geographical areas to many users simultaneously. The grant funds would allow the City's Police Department to upgrade 433 analog radios with Motorola's XTS2500 AstroDigital Portable Model II and Model III radios, connect all of these with the AstroDigital SmartNet/SmartZone Operational system, and add the necessary accessories (i.e. speaker mics, chargers, batteries, and carrying cases).

The Police Department recommends the purchase of this upgraded radio system through a cooperative purchase agreement that Motorola, Inc., has with Western States Contracting Alliance (WSCA), Contract No. 02702-Phase 1. This and other procurement opportunities exist when governmental entities join to increase the pricing competitiveness in contracting and lower operating cost through volume purchasing. Cooperative buying also allows for leveraging internal and external resources to maximize cost saving opportunities for the City. Through the use of this and other cooperative agreements, the City of Sacramento has the potential to save time and money, in addition to improving the overall effectiveness of its purchasing process.

Therefore, it is recommended that City Council authorize the Procurement Services Manager to execute a contract with Motorola, Inc., 6450 Sequence Drive, San Diego, CA, to purchase the digital radios, support system, and accessories through the use of the WSCA Contract #02702-Phase I, in the total amount of \$1,324,939.51.

**FINANCIAL CONSIDERATIONS:**

As was stated in the Council Report of December 14, 2004, the grant funds would be used as follows:

• Motorola SmartZone 4.1	\$6,450,000
• Telephone Equipment Hardware Interface	\$ 150,000
• Handheld Mobile Identification Units	\$1,325,000
• Supplies to support installation, testing, etc.	\$ 64,180
• Necessary travel for conferences and equipment testing	\$ 10,820
<b>TOTAL</b>	<b>\$8,000,000</b>

Sufficient funds for this purchase have been approved by City Council in the staff report of December 14, 2004 and are available in the Grant Operating budget 255-OGR-G534.

**ENVIRONMENTAL CONSIDERATIONS:**

None


**POLICY CONSIDERATIONS:**

The recommendations in this report are in accordance with provisions of the City Code section 3.56.240, which allows for the use of legal contracts of other governmental jurisdictions or public agencies without separate competitive bidding by the City upon approval of the City Council.

**ESBE CONSIDERATIONS:**

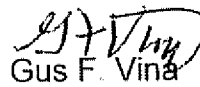
Cooperative Purchasing Agreements are created, evaluated and awarded by other governmental agencies that may or may not have similar emerging and small business programs (ESBE). However, the Procurement Services Division shall consider other alternatives if it is determined that using cooperative contracts have a negative impact on small businesses. Motorola, Inc., is not certified as an ESBE firm.

Respectfully Submitted,



Chris Stewart  
Procurement Services Manager

Approved:



Gus F. Vina  
Director of Finance

**RECOMMENDATION APPROVED:**



ROBERT P. THOMAS  
City Manager

TABLE OF CONTENTS

- 1) Resolution, page 4

**RESOLUTION NO.**

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF \_\_\_\_\_

**RESOLUTION AUTHORIZING THE PURCHASE OF HANDHELD MOBILE IDENTIFICATION UNITS (UPGRADED RADIOS) THROUGH A COOPERATIVE PURCHASE AGREEMENT**

BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO THAT:

1. In the best interest of the City of Sacramento and in accordance with City Code section 3.56.240, additional competitive bidding is suspended for the purchase of handheld mobile identification units (upgraded radios), support system, and accessories and;
2. The Procurement Services Manager is hereby authorized to execute the necessary purchase from Motorola, Inc., 6450 Sequence Drive, San Diego, CA, through the use of a cooperative purchase agreement with Western States Contracting Alliance (WSCA), Contract No. 02702 Phase I, in the total amount of \$1,324,939.51.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

\_\_\_\_\_  
FOR CITY CLERK USE ONLY

RESOLUTION NO \_\_\_\_\_

DATE ADOPTED: \_\_\_\_\_