



# REPORT TO COUNCIL

## City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
www. CityofSacramento.org

Consent Report  
**December 11, 2007**

**Honorable Mayor and  
Members of the City Council**

**Title:** Contract: Radio Equipment Maintenance Services

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution** authorizing the City Manager to execute a non-professional services agreement with Motorola, Inc., for radio equipment maintenance services for an amount not to exceed \$250,000 for the initial 6 month term (January 1, 2008 to June 30, 2008), renewable for four additional one year terms for an annual amount not to exceed \$450,000.

**Contact:** Karl Rosander, Information Technology Manager, 808-8262  
Xavier Covarrubias, Information Technology Supervisor, 808-8512

**Presenters:** None

**Department:** Information Technology

**Division:** Technical Support Services Division

**Organization No:** 1341

### **Description/Analysis**

**Issue:** In March 2007, Procurement Services competitively bid the replacement contract for radio equipment services that provide direct radio maintenance support for all City radios. Two bidders provided a response. Of the two bidders, one was found to be non responsive and the other, Motorola, was found to be the apparent low bidder, but had exceptions to the bid contract. On May 29, 2007, the City Council approved the following: reject the unresponsive bids, suspend competitive bidding, extend the current contract for 6 months with Motorola, and authorize the City Manager to conduct negotiations with Motorola to establish a new contract for radio equipment maintenance services (Reso 2007-317).

Staff requests that the City Council adopt the attached resolution authorizing the City Manager to execute a non-professional services agreement with Motorola, Inc.

**Policy Considerations:** This recommendation is in accordance with the FY-2007/08 Approved Budget document Strategic Planning Process. In particular, this recommendation is consistent with the Mayor and City Council's identified strategic planning focus area of Public Safety.

**Environmental Considerations:** None

**Rational for Recommendation:** Motorola, Inc. has provided radio maintenance services for the City of Sacramento for the last five years. All services have been provided in accordance with the current contract's Scope of Services, Terms, and Conditions. Motorola, Inc. provides essential City services that are necessary to maintain the City's high public health and safety standards. The City Council has authorized the City Manager to conduct negotiations with Motorola to establish a new contract for radio equipment maintenance services (Reso 2007-317).

**Financial Considerations:**

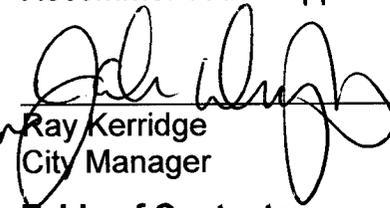
No additional funding is requested. Funding for the radio equipment maintenance services is budgeted in user organizations' operating and/or Capital Improvement Program (CIP) budgets.

**Emerging Small Business Development (ESBD):** N/A.

Respectfully Submitted by: Ignacio Estevez, Program Manager

Approved by:   
Stephen R. Ferguson  
for Chief Information Officer

Recommendation Approved:

  
Ray Kerridge  
City Manager

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**Attachment 1**

**Background**

In March 2007, Procurement Services issued a formal Invitation for Bid (IFB) for radio equipment maintenance services to replace the current contract held by Motorola, Inc. that was originally scheduled to expire on June 30, 2007.

On April 6, 2007, the City Clerk opened bids for IFB B071181080, Radio Equipment Services, with two firms submitting bids – Motorola, Inc., and Telepath Commercial Communications. A Price Analysis and Determination of Responsibility found Telepath Commercial Communications to be non-responsive. Pricing submitted by Motorola, Inc., was \$38,000 less per year than the amount proposed by Telepath Commercial Communications, resulting in a savings of \$190,000 over the life of the five year contract. However, Motorola, Inc., also submitted additional terms and conditions that were deemed substantial in nature, resulting in a non-responsive bid for Motorola.

Based on the favorable pricing offered by Motorola, Inc., combined with their positive performance under the current contract, staff believes that it is in the best interest of the City to negotiate a new contract with Motorola with mutually acceptable terms for the necessary radio equipment services.

Staff considerations and justifications to support this request:

Staff/Engineers Estimate:	\$450,000 was Staff's initial annual estimate.
Evaluation of Multi-Year Proposals:	The initial term of the contract is for six months. The contract may be extended for four additional one year terms, but may not exceed a total contract period of five years.
List of vendors/contractors bidding:	Motorola, Inc. Telepath Commercial Communications
RFP Issue date, number, and title:	March, 5, 2007, B071181080, Radio Equipment Services

**Attachment 2**

**RESOLUTION NO.**

Adopted by the Sacramento City Council

**EXECUTE A CONTRACT FOR RADIO EQUIPMENT MAINTENANCE SERVICES**

**BACKGROUND**

- A. Motorola, Inc. has provided radio maintenance services for the City of Sacramento for the last five years. All services have been provided in accordance with the contract's Scope of Services, Terms, and Conditions (City Agreement 2002-219). Motorola, Inc. provides essential City services that are necessary to maintain the City's high public health and safety standards.
- B. On March 5, 2007, Procurement Services competitively bid the replacement contract, and Motorola, Inc. was found to be the apparent low bidder. However, Motorola, Inc. also submitted additional terms and conditions with their bid that were deemed substantial in nature, resulting in a non-responsive bid.
- C. On May 29, 2007, the City Council approved rejecting bids, suspending competitive bidding, extending the current contract for 6 months with Motorola, and authorized the City Manager to conduct negotiations with Motorola to establish a new contract for radio equipment maintenance services (Reso 2007-317).

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:**

- Section 1. The City Manager is hereby authorized to execute a contract with Motorola, Inc. for Radio Equipment Maintenance Services, for an initial six month term (January 1, 2007 through June 30, 2007) for an amount not to exceed \$250,000.
- Section 2. The City Manager is hereby authorized to extend the contract for four additional one year terms for an annual amount not to exceed \$450,000.