

November 30, 2015

FOR YOUR INFORMATION MEMO

To: Mayor and Members of Council
From: Harry Black, City Manager **HB**
Subject: Motorola Radios

This memo is in relation to questions that came up during the November 23rd Budget and Finance Meeting. The Emergency Ordinance is to authorize the City Manager to make a direct award contract to Motorola, Inc. to purchase 1,546 APX radios and accessories to upgrade the radios used by the Cincinnati Police Department (CPD). Motorola is the single available source for these units.

CPD's current fleet of Motorola radios will reach obsolescence in 2018. The City is in the process of upgrading its 800MHz radio communication system in line with the State of Ohio's Multi Agency Radio Communications System (MARCS). Replacing the current fleet of radios, in conjunction with the upgrade, avoids the logistical issues associated with bringing the radios out of service to reprogram them to work on the new MARCS. In addition, the cost to reprogram the old units is approximately \$100,000.

The City currently uses Motorola for its emergency radio infrastructure (e.g., radio caches, software, and management tools). Using another vendor's radios would greatly increase costs due to the need for additional service contracts, parts inventory, officer and support staff training, and new programming software. Also, the Cincinnati Fire Department (CFD) utilizes these new radios; CPD's transition to these same radios would ensure uninterrupted communications ability between the two respective agencies. Furthermore, the Enterprise Technology Services Department (ETS) services mobile and portable radios for all City Departments. This work is not outsourced to any vendors. ETS is trained on the use of Motorola programming software and also maintains an inventory of spare parts for making repairs to Motorola APX radios.

The pricing that the City is receiving from Motorola is based on the State of Ohio term contract (i.e., STS #573077) which was competitively let. The pricing on the contract is discount based and represents a 25% discount off of list price. Furthermore, the City has negotiated an additional discount of 15% and will receive an additional \$175,000 discount should the order be placed prior to December 11, 2015. Failure to place the order before the aforementioned date could put the City at risk of losing out on the aforementioned discounts which would increase the City's purchase price for the radios by approximately \$985,150.

As this is strictly a commodity purchase (i.e., the City is only buying radios and accessories for the radios), there is no way to subcontract any portion of this contract to any vendor that provides a commercially useful function for this transaction.

Based on the above facts, the City Administration is recommending approval of the Emergency Ordinance (Doc. #201501506) to authorize the City Manager to contract with Motorola, Inc. to purchase of 1,546 APX radios and accessories to upgrade the radios used by Cincinnati Police.