

AGENDA



Recommendation for Council Action

AUSTIN CITY COUNCIL

Regular Meeting: August 23, 2018

Item Number: 034

Purchasing Office

Authorize negotiation and execution of a cooperative contract with Motorola Solutions, Inc., to provide the lease-purchase of portable radios, for a term of five years, in an amount not to exceed \$15,374,471. (Note: This procurement was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods required for this procurement, there were insufficient or no subcontracting opportunities therefore, no subcontracting goals were established).

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| Lead Department | Purchasing Office. |
| Fiscal Note | Funding in the amount of \$4,300,000 is available in Fiscal Year 2017-2018 Capital Budget of the Communications and Technology Management Department. Funding for the remaining contract term is contingent upon available funding in future budgets. |
| Purchasing Language | Multiple cooperative purchase programs were reviewed for these services. The Purchasing Office has determined this contractor best meets the needs of the departments to provide the services required at the best value for the City. |
| For More Information | Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov or to the buyer, Jim Howard, at 512-974-2031 or jim.howard@austintexas.gov . |
| Client Department(s) | Communications and Technology Management, Wireless Services Division. |

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Additional Backup Information:

The contract supports the ongoing lifecycle schedule for public safety radio replacement. The Communications and Technology Management -Wireless Services Division has been planning to lease-purchase 2,100 portable radios to replace the Austin Police Department's (APD) current portable radios. The current model in use will reach end-of-support in December 2018. The radio being proposed is part of a package that is a much higher tier radio model which includes encryption with over the air tactical programming.

The lease-purchase enables APD to deploy all the portable radios in the current fiscal year and prevents mixing the old fleet with the new fleet.

This approach has the following advantages:

1. All APD radios are replaced in the same calendar year, minimizing potential operational confusion when multiple models of portable radios are used by a department;
2. Zero-interest financing presents no extra cost to the City;
3. Funds for radio replacement already forecast can be used to make annual payments through the term of the lease-purchase contract;
4. The project includes an encryption key management system along with the encryption that is required to operate with Federal partners, which was used during recent incidents in Austin;
5. APD and its Police Technology Unit support this approach.

This lease-purchase option was used successfully in 2010 to replace a large number of public safety radios that were then at end-of-support. With the success of that effort in mind, we recommend using the same approach to fund APD's needed replacement radios in this fiscal year, so that the entire replacement fleet can be deployed as quickly as possible.

The State of Texas Department of Information Resources cooperative establishes competitively bid contracts that can be utilized by the State and other government agencies through a cooperative agreement. Cooperative agreements save taxpayer dollars by leveraging the State's volume-buying power to drive down costs on hundreds of contracts through a streamlined cooperative purchasing program.

This contract is necessary to replace discontinued portable radio models and to continue guaranteed service by Motorola on these radios.