

**TO:** James L. App, City Manager  
**FROM:** Dennis J. Cassidy, Chief of Police  
**SUBJECT:** Police Equipment Purchase – Motorola Hand-held radios  
**DATE:** December 19, 2006

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**NEEDS:** For the City Council to consider authorizing the Police Department to purchase handheld radios through an established bid award to Motorola through the Western States Contracting Alliance.

**FACTS:**

1. In September, 2006, the City Council authorized the purchase of 10 handheld radios through an equipment grant awarded by the State Law Enforcement Services Fund (SLESF) grant.
2. Purchases exceeding \$5,000 require a competitive bid process by City purchasing rules.
3. City purchasing rules allow for purchases under contracts established by the State of California that are currently in effect.
4. The Western States Contracting Alliance has a current competitive bid award to Motorola for the HT1250 radio that provides for a 34% markdown from a list price of \$990 per radio. (See details in the attached quotation and contract award)

**ANALYSIS & CONCLUSION:** The Police Department is expanding its supply of handheld radios. Purchasing policy requires a competitive bid process due to the amount of the proposed purchase. An existing bid award meets policy requirements and allows for this purchase with Council authorization.

**POLICY REFERENCE:** City purchasing policy.

**FISCAL IMPACT:** No General Fund impact, as this purchase will be made with previously allocated grant funding.

**OPTIONS:**

- a. Adopt Resolution No. 06-xxx authorizing the Police Department to purchase 10 Motorola HT1250 handheld radios and accessories in accordance with contract number 02702 of the Western States Contracting Alliance.
- b. Amend, modify, or reject the above option.



**MOTOROLA**

**Customer Connection Quotation**

1307 E Algonquin Rd Schaumburg, IL 60196

Date: Nov. 29, 2006

Quote #: 112906rhq1

Prepared By: Rodney Hughes

Phone: 805-390-7782

Fax: 800-526-8639

CUSTOMER #:

PREPARED FOR: Lisa Solomon

COMPANY: Paso Robles Police Department

PHONE: (805) 227-7520

FAX: (805) 237-4138

Bill To Please Advise

Address:

Ship to Please Advise

Address:

**Equipment Details and Pricing**

<u>Qty.</u>	<u>Model</u>	<u>Description</u>	<u>List Price</u>	<u>Unit Price</u>	<u>Total Price</u>
10	AAH25RDF9AA5 N	HT1250 403-470 MHZ 128 CH 1-4W DISPLAY-LIMITED KEYPAD includes single unit rapid charger, belt clip, 2 year warranty and antenna ENH: ONE (1) YEAR EXPRESS SERVICE PLUS	990.00	\$653.40	\$6,534.00
10	Q884		31.00	\$31.00	\$310.00
10	QA00100	REMOTE SPKR MIC NOISE CANCEL (same as AAHMN9053)	72.50	\$61.63	\$616.30
10	HNN9009 R	NIMH, 1900 MAH 7.5V BATTERY	75.00	\$51.00	\$510.00
10	HLN9998	LEATHER KEYPAD CASE WITH SWIVEL PROGRAMMING/INSTALLATION OF RADIOS	59.00	\$50.15	\$501.50
10			76.22	\$76.22	\$762.20
EQUIPMENT TOTAL					\$9,234.00
TAX @ 7.25%					\$669.47

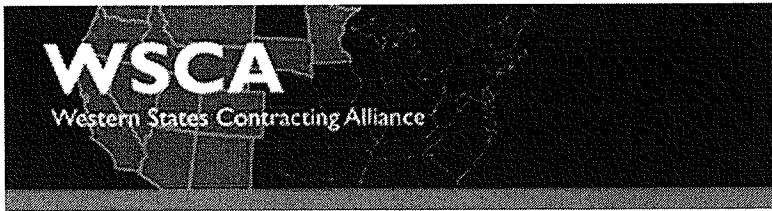
SHIPPING: FOB DESTINATION  
PROGRAMMING NOT APPLICABLE  
INSTALLATION NOT APPLICABLE

**QUOTE PAGE TOTAL**

**\$9,903.47**

**THIS QUOTE IS BASED ON THE FOLLOWING:**

- This quotation is provided to you for information purposes only and is not intended to be an offer or a binding proposal. If you wish to purchase the quoted products, Motorola will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged. Thank you for your consideration of Motorola products.
  - Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.
  - Purchaser will be responsible for shipping costs, which will be added to the invoice.
  - Prices quoted are valid for thirty(30) days from the date of this quote.
  - Unless otherwise stated, payment will be due within thirty days after invoice. Invoicing will occur concurrently with shipping.
- MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.**
- MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.**

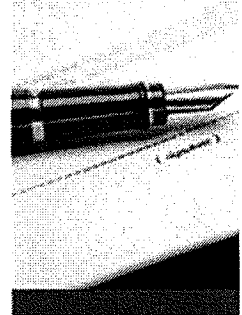


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States

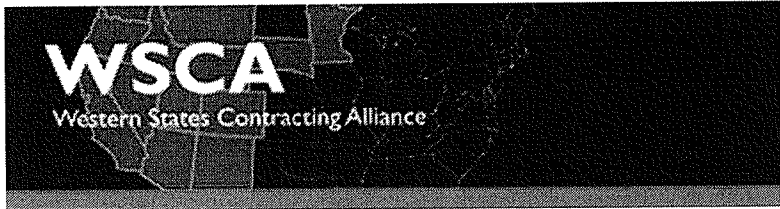
**CALIFORNIA**

Theresa LeClaire  
 Procurement Division  
 Department of General Services  
 707 3rd Street West  
 Sacramento, CA 95605  
 Phone: 916/375-4383  
 Fax: 916/375-4463  
[theresa.leclaire@dgs.ca.gov](mailto:theresa.leclaire@dgs.ca.gov)



SELECT A CONTRACT

- Computers
- Breast Pumps
- Data Communications
- Electronic Monitoring
- Fuel Cell Power Units
- Industrial Supply
- Infant Formula
- Lab Supplies
- Mailroom Equipment
- Public Safety Radio
- Quick Copy (Printing)
- Small Package Deliver
- Strategic Sourcing
- Vehicle Lifts
- Wireless



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## Contracts

### PUBLIC SAFETY COMMUNICATION

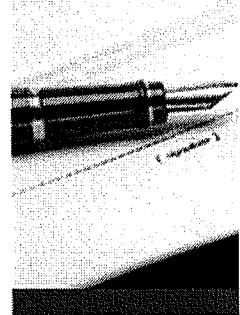
Radio Equipment: The State of Washington is the lead state for the WSCA Public Safety Communication solicitation. **Final RFP and Amendments.**

Click here for **CURRENT CONTRACT INFORMATION.**

### **Sales Report**

For additional information, please contact Keith Armstrong (360)902-7420.

- [Contract Status Report Word \(30 KB\)](#)



### SELECT A CONTRACT

- Computers
- Breast Pumps
- Data Communications
- Electronic Monitoring
- Fuel Cell Power Units
- Industrial Supply
- Infant Formula
- Lab Supplies
- Mailroom Equipment
- Public Safety Radio
- Quick Copy (Printing)
- Small Package Deliver
- Strategic Sourcing
- Vehicle Lifts
- Wireless

# Western States Contracting Alliance

## Current Contract Information

### PHASE I - SOLE SOURCE/INSTALLED BASE AWARD Phase I Awards PHASE II - COMPETITIVELY BID EQUIPMENT

Effective Date: October 27, 2006

**Contract number:** 02702 **Commodity code:** 5820  
(replaces 03599, 08497, 02899)

**Contract title:** WSCA Public Safety Communication Equipment

**Purpose:** Update Current Contract Information to reflect a 24-month extension, effective October 27, 2006.  
**Note:** The revised Current Contract Information is still being updated and will be posted shortly.

**Original award date:** October 30, 2003

**Current extension period:** October 30, 2006 through: October 29, 2008

**Contract term:** Not to exceed 10 years

**Contract type:** This contract is designated as **convenience** use.

**Scope of contract** This contract is awarded to **multiple** contractor(s).

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**Notice to Washington State Agencies subject to the policies of the Washington State Information Services Board under Chapter 43.105 RCW, your purchase may require prior approval from the Department of Information Services (DIS) and the Information Services Board (ISB).**

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Washington State Department of General Administration  
Office of State Procurement, PO Box 41017, Olympia, WA 98504-1017

The State of Washington is an equal opportunity employer. To request this information in alternative formats call (360) 902-7400, or TDD (360) 664-3799.

Radio Contract REV 2003-04-01

**Primary user agency(ies):** Western States Contracting Alliance State and local agencies.

**For use by:** **General use:** All State Agencies, Political Subdivisions of: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Minnesota, Montana, Oregon, Oklahoma, South Dakota, Utah and Washington, Wisconsin and Qualified Non-profit Corporations, Materials Management Center, Participating Institutions of Higher Education (College and Universities, Community and Technical Colleges). **Various use:** All governmental agency

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<b>Term worth:</b>	<b>\$500,000,000</b>			
<b>Current participation:</b>	<b>\$0.00 MBE</b>	<b>\$0.00 WBE</b>	<b>\$500,000,000.00</b>	<b>\$0.00 EXEMPT</b>
<b>Current Participation:</b>	<b>MBE 0%</b>	<b>WBE 0%</b>	<b>OTHER 0%</b>	<b>EXEMPT 0%</b>
<b>Recovered material:</b>	Contract vendors are providing sub-contractors who are qualified WBE's. Contact contractor's for returning recoverable materials at the end of the equipment life cycle.			

**This page contains key contract features. Find detailed information on succeeding pages. For more information on this contract, or if you have any questions, please contact your local agency Purchasing Office, or you may contact our office at the numbers listed below.**

Contract Consultant:	Keith Armstrong
Phone Number:	(360) 902-7420
Fax Number:	(360) 586-2426
Email:	karmstr@ga.wa.gov

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Unit Manager, Dale Colbert

**Visit our Internet site:** <http://www.ga.wa.gov/purchase>

**WESTERN STATES CONTRACTING ALLIANCE  
CONTRACT: 02702 PUBLIC SAFETY COMMUNICATIONS EQUIPMENT  
AND SERVICE CONTRACT.**

**SCOPE OF THE CONTRACT**

**The purpose** of this convenience, multi-state, contract is for the purchase of Public Safety Communication Equipment, and programs, as they are needed. The WSCA directors may authorize state and local governmental entities throughout the nation (NASPO) the use of this contract subject to approval of the local state purchasing director and local statutory provisions. The selected contractors shall accept purchase orders from and deliver products to approved purchasing entities. Contractors are required to offer warranty and maintenance services on products purchased under these agreements. Only Manufacturers submit proposals for products and/or services that they themselves produce in Phase I and/or Phase II. Phase I and Phase II are as follows:

Phase I is a sole source and/or installed base contract.

Phase II is competitively bid contract.

“**WSCA**” Means the Western States Contracting Alliance, a cooperative group contracting consortium for state government departments, institutions, agencies and political subdivisions (i.e., colleges, school districts, counties, cities, etc.) for the states of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington, and Wyoming.

**WSCA Background Information:** WSCA was formed in October 1993. The purpose of WSCA is to establish the means by which participating states may join together in cooperative multi-state contracting, to ensure the commitment of each participating state and to provide regular and ongoing assistance to participating states in researching, developing, and administering procurement and contractual specifications and requirements. WSCA maintains a cooperative relationship with the National Association of State Purchasing Officials (NASPO). The mission of WSCA is to implement multi-state contracts to achieve cost-effective and efficient acquisition of quality products and services and to promote interoperability and sharing amongst the WSCA participants.

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<b>Products/Services available:</b>	Public Safety Communication Equipment
<b>Related product contracts:</b>	Radio, Gateway devices, Towers, Microwave, Waveguides, Antennas, Power Supplies

**NOTES:**

State Agencies: Submit Order directly to Contractor for processing. Political Subdivisions: Submit orders directly to Contractor referencing State of Washington contract number. If you are unsure of your status in the State Purchasing Cooperative call (360) 902-7415.

Only authorized purchasers included in the Western States Contracting Alliance (WSCA) there local governments, poly-sub, and non-profits may use the contract.

Contract Terms: This Document includes by reference all terms and conditions published in the original **RFP and Specification Documents.**

**SPECIAL CONDITIONS:**

Refer to the original RFP, Amendments and Specifications for all terms, conditions and equipment specifications.

**Phase I****Phase I Awards**

**PHASE 1, WAS NOT COMPETITIVELY BID AND CONTRACTS WERE BASED ON SOLE SOURCE, SPECIAL MARKET CONDITIONS:**

**All purchase entities must check with there laws governing sole source, special market conditions before using the Phase 1 contract. Phase 1 contract was based on special market conditions, an installed base and only vendor able to provide the replacement equipment.**

<b>Equipment Category</b>	<b>Status of Award</b>	<b>Date of Award</b>
Category 1, Radios	Awarded	November 25, 2003
Category 2, Aviation Radios	Awarded	November 25, 2003
Category 3, Dual Receiver Radio	Re-bid 2004	First Qtr 2004
Category 4, Gateway Devices:	Awarded	November 25, 2003
Category 5, Microwave	Awarded	November 25, 2003
Category 6, Towers	Awarded	November 25, 2003
Category 7 Microwave Antennas, Waveguide & Associated Hardware	Awarded	November 25, 2003
Category 8, Test Equipment	Awarded	November 25, 2003

<b>Contractors:</b>		
	Aeroflex	Page 13
	Alcatel	Page 20
	Ceragon Networks	Page 42
	Daniels Electronics	Page 44
	EF Johnson Company	Page 47
	Eltek	Page 108
	General Dynamics	Page 112
	Harris Corporation	Page 117
	Icom America, Inc.	Page 130
	JPS/Raytheon	Page 133
	Kenwood	Page 138
	M/ACOM	Page 158
	Motorola	Page 180
	Radian Communication Services, Inc	Page 202
	Radio Frequency System	Page 206
	RELM (King)	Page 226
	Sinclair Technologies	Page 229
	SmartLink Radio Networks	Page 233
	Tait North America, Inc.	Page 238
	Valmont	Page 240
	Vertex	Page 244



<b>WSCA RFP DISCOUNT MATRIX</b>		<b>REVISED 7/1/06</b>	
RADIO MODEL SERIES (REFER TO MANUF. PRICE PAGES):	DISCOUNT %	CALIFORNIA, OREGON DISCOUNT %	OKLAHOMA, KANSAS DISCOUNT %
<b>P25 DIGITAL MOBILE/DESKTOP RADIOS:</b>			
XTL5000 MOBILE	21.5%	20.5%	21%
XTL5000 HIGH PERFORMANCE MOBILE DATA MODEMS	10%	9%	9.5%
XTL2500 MOBILE	18%	17%	17.5%
XTL1500 MOBILE	18%	17%	17.5%
<b>P25 DIGITAL PORTABLE RADIOS:</b>			
ASTRO XTS5000	21.5%	20.5%	21%
ASTRO XTS2500	26.5%	25.5%	26%
ASTRO XTS1500	18%	17%	17.5%
PDR3500 PORTABLE REPEATER	8.5%	7.5%	8%
<b>ANALOG MOBILE/DESKTOP RADIOS:</b>			
PM1500 (P25 UPGRADEABLE)	30%	29%	29.5%
CDM SERIES (750, 1250, 1550, 1550LS+)	28%	27%	27.5%
CM200, CM300	15%	14%	14.5%
PM400	15%	14%	14.5%
<b>ANALOG PORTABLE RADIOS:</b>			
HT1250, HT1250LS+, HT1550XLS	35%	34%	34.5%
HT750	35%	34%	34.5%
EX500, EX600XLS	20%	19%	19.5%
CP100, CP150, CP200	20%	19%	19.5%
MT1500 (P25 UPGRADEABLE)	23%	22%	22.5%
PR1500 (P25 UPGRADEABLE)	30%	29%	29.5%
PR860	20%	19%	19.5%
PR400	15%	14%	14.5%
<b>INFRASTRUCTURE / FIXED EQUIPMENT:</b>			
QUANTAR BASE/REPEATER STATIONS	23%	22%	22.5%
MTR2000 BASE/REPEATER STATIONS	30%	29%	29.5%
DIU-3000 DIGITAL INTERFACE UNITS	15%	14%	14.5%
ASTRO-TAC 3000 VOTING SYSTEM	15%	14%	14.5%
SPECTRA-TAC VOTING SYSTEM	15%	14%	14.5%
QUANTAR VOTING RECEIVERS	15%	14%	14.5%
GOLD ELITE CONSOLES (Gateway)	18.5%	17.5%	18%
TRUNKED CONTROLLERS (Gateway)	18.5%	17.5%	18%

RESOLUTION NO. 06-XXX  
A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF  
EL PASO DE ROBLES AUTHORIZING THE PURCHASE OF RADIO  
EQUIPMENT IN ACCORDANCE WITH THE WESTERN STATES  
CONTRACTING ALLIANCE CONTRACT NUMBER 02702

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WHEREAS, the City Council of El Paso de Robles authorized the Police Department to purchase of 10 handheld radios through an equipment grant awarded by the State Law Enforcement Services Fund (SLESF) grant; and

WHEREAS, purchases exceeding \$5,000 require a competitive bid process by City purchasing rules; and

WHEREAS, City purchasing rules allow for purchases under contracts established by the State of California that are currently in effect; and

WHEREAS, the Western States Contracting Alliance (WSCA) has a current contract with Motorola for the HT1250 radio that meets the criteria of our purchasing needs;

NOW, THEREFORE, BE IT HEREBY RESOLVED that the City Council of the City of El Paso de Robles does authorize the Police Department to purchase Motorola HT1250 handheld radios in accordance with the Western States Contracting Alliance (WSCA).

APPROVED AND ADOPTED by the City Council of the City of El Paso de Robles this 19<sup>th</sup> day of December, 2006 by the following vote:

AYES:  
NOES:  
ABSENT:  
ABSTAIN:

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Frank R. Mecham, Mayor

Attest:

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Deborah Robinson, Deputy City Clerk