

**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors
FROM: Brett Wood, Purchasing Manager
DATE: September 11, 2012
SUBJECT: Approve the Award of Multiple Blanket Purchase Orders with Motorola Solutions, Inc and Tescos, Inc for Motorola Two-Way Radios and Compatible Parts and Accessories

ACTION REQUESTED

1. Approve the award of multiple blanket purchase orders with Motorola Solutions, Inc of Schaumburg, IL and Tescos, Inc of Hunt Valley, MD for Motorola brand radios and compatible parts and accessories in the total aggregate amount of \$200,000, funds are included in the FY2012-13 department budgets for these expenses resulting in no additional net county cost, and authorize the Purchasing Manager to sign and transfer funds between the resulting Blanket Purchase Orders.

BACKGROUND

Administrative Services, Telecommunications Division and various other Departments require annual Blanket Purchase Orders (BPOs) for the purchase of Motorola brand portable and mobile radios and compatible parts and accessories on an as-needed basis.

In 2011, BPOs were awarded to Motorola Solutions and Tescos on behalf of the Telecommunications Division for the period through September 30, 2012. The department continues to have a requirement to purchase Motorola portable and mobile radios and related parts and accessories and submitted requests to renew their BPOs for another term.

Motorola Solutions has submitted pricing for the Motorola P25 portable and mobile radios configured per the County's requirements and as directed by Telecommunications. The XTL/XTS portable and mobile radios are priced at 30% off, the APX portable and mobile radios are priced at 20% off, and parts will be priced at 21% off. Pricing is based on the Western States Contracting Alliance (WSCA) contract pricing structure. Tescos agreed to a one-year renewal at the same pricing and terms as the existing BPO. Contract pricing and terms are the result of an informal bid solicitation. Purchasing Policy Manual Section 1.3(o) allows for the renewal of these contracts based on the vendors' satisfactory contract performance.

In the past, the Telecommunications Division replenished radio supplies used by other County departments. Telecommunications is now requiring the various County departments to purchase their own supplies, and as a result new Countywide BPOs will be executed. The County will use the pricing indicated above to execute Countywide BPOs with Motorola Solutions and Tescos.

FISCAL IMPACT

693

Board Memo
Re: Motorola Radios and Accessories
Page 2 of 2

The BPOs resulting from this recommendation will be awarded to Motorola Solutions in the total aggregate amount of \$100,000 and Tessco in the total aggregate amount of \$100,000 for the period of October 1, 2012 through September 30, 2013. Each department is responsible for budgeting properly for its own expenditures from the Countywide BPOs.

cc: Kathy Buchanan, Deputy Director of Information Technology
Andy Marks, Information Technology Manager