



MEMORANDUM
COUNTY EXECUTIVE OFFICE
Procurement Services Division
County of Placer

TO: Board of Supervisors
DATE: July 27, 2021

FROM: Todd Leopold, County Executive Officer
By: Brett Wood, Purchasing Manager

SUBJECT: Increase Contract for Digital APCO 25 Compliant Mobile and Portable Radios - Silverado Avionics Inc.

ACTION REQUESTED

Approve an increase to an existing contract with Silverado Avionics Inc., of Napa, CA for digital APCO 25 compliant mobile and portable radios and accessories in the amount of \$75,000 resulting in a revised maximum amount of \$175,000 for the period through December 31, 2021.

Authorize the Purchasing Manager to sign the resulting documents.

BACKGROUND

On March 9, 2021, the Purchasing Manager approved the award of a contract to Silverado Avionics Inc. of Napa, CA for digital APCO 25 compliant mobile and portable radios and accessories for the period of April 1, 2021 through March 31, 2022 on behalf of Placer County Fire (PCF). The contract is based on a contract awarded by NASPO ValuePoint to BK Technologies for public safety communication equipment, resulting in cooperative Contract No. 0613. This contract makes these products available to local government agencies, including Placer County, and is valid through December 31, 2021 with two additional one-year renewal options. Silverado Avionics Inc. is an authorized distributor of BK Technologies, manufacturer of APCO 25 radios.

Procurement Policy Section 3.5(a) permits contracting with a vendor that was awarded an agreement by another public agency as the result of a competitive process without further competitive bidding by Placer County. The NASPO ValuePoint contract meets this criterion.

PCF was awarded a grant to purchase updated mobile and portable radios and accessories which consumed nearly all the available contract amount. PCF has determined that an additional \$75,000 will be needed to pay for radios and accessories through the end of the contract period, December 31, 2021.

The requested increase exceeds the Purchasing Manager's authority and requires your Board's approval in accordance with the Procurement Policy. Therefore, your Board's approval is required to increase the contract in the amount of \$75,000 for a revised maximum amount of \$175,000 for the period through December 31, 2021.

FISCAL IMPACT

Funding will be provided by Placer County Fire's FY 2021-22 Adopted Budget. Funds are not encumbered until purchases are made against the contract.

