



**MEMORANDUM  
PROCUREMENT**  
County of Placer

**TO:** Honorable Board of Supervisors **DATE:** September 28, 2021  
**FROM:** Todd Leopold, County Executive Officer  
**BY:** Brett Wood, Purchasing Manager  
**SUBJECT:** Motorola Brand Portable and Mobile Radios and Accessories – Motorola Solutions, Inc.

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**ACTION REQUESTED**

1. Approve a renewal of a Countywide agreement with Motorola Solutions, Inc. of Schaumburg, IL for Motorola brand portable and mobile radios and compatible accessories, in the maximum amount of \$200,000 for the period of October 1, 2021 to September 30, 2022.
2. Approve the option to renew the agreement for two (2) additional one-year periods in a maximum amount of \$220,000 annually.
3. Authorize the Purchasing Manager to sign all required documents subject to departmental concurrence and available funding.

**BACKGROUND**

The Information Technology Department, Telecommunications Division maintains the County's Public Safety radio network. The network is comprised of digital radio infrastructure and of thirty-six conventional two-way radio repeater systems, two public safety dispatch centers, and approximately one thousand eight hundred mobile/portable radio units. County departments such as the District Attorney's Office, Department of Public Works, Facilities Management, Probation, the Sheriff's Office, and Placer County Fire purchase Motorola brand portable and mobile radios which are compatible with and supported by the County's Public Safety radio systems.

On October 23, 2018, your Board approved the annual renewal of an agreement with Motorola Solutions, Inc. of Schaumburg, IL for the countywide purchase of Motorola brand portable and mobile radios and compatible parts and accessories on an as-needed basis. The most recent agreement expires September 30, 2021.

Motorola Solutions has agreed to renew for another one-year term with pricing discounts subject to the Houston-Galveston Area Council (HGAC) Agreement 18-00196. HGAC is a regional council of governments governed by a board comprised of 35 elected officials from 13 county regions. The HGAC awards all contracts, which are made available to local governments nationwide, by virtue of a public competitive process. The same terms and conditions between the County and Motorola set forth in Placer County Contract No. KN020988 will continue to be

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honored. The portable and mobile radios are priced at 25% off and accessories will be priced at 15% off.

The award amount 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 proceed with an award in a maximum aggregate amount of \$200,000 to Motorola Solutions for Motorola brand portable and mobile radios and compatible accessories for the period from October 1, 2021, through September 30, 2022.

**FISCAL IMPACT**

Departments utilizing the Countywide agreement are responsible for budgeting properly within their respective operating budgets. Funds are not encumbered until purchases are made against the agreement.

**ATTACHMENTS**

N/A