

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

TO: Honorable Board of Supervisors

FROM: Brett Wood, Purchasing Manager *BW*

DATE: September 24, 2013

SUBJECT: Portable and Mobile Two-Way Radios and Compatible Parts and Accessories –
Motorola Solutions, Inc, Sutter Buttes Communications, Inc., and Vincent
Communications, Inc.

ACTION REQUESTED

1. Approve the annual renewal of blanket purchase orders with Motorola Solutions, Inc of Schaumburg, IL and Sutter Buttes Communications of Yuba City, CA for portable and mobile radios and compatible accessories in the total aggregate amount of \$230,000, funds are included in the FY2013-14 department budgets for these expenses resulting in no additional fiscal impact to the General Fund;
2. Approve the award of competitive Bid No. 10293 to Vincent Communications, Inc of Fresno, CA for digital Project 25 mobile and portable radios and accessories in the maximum amount of \$48,000, funds are included in the FY2013-14 department budget for these expenses resulting in no additional impact to the General Fund, and approve the option to renew for two additional one-year terms as long as the renewal amounts do not exceed 10 percent of the recommended contract amount of \$48,000; and
3. Authorize the Purchasing Manager to sign 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, Kenwood, and Bendix King brand portable and mobile radios and compatible parts and accessories on an as-needed basis.

Last year, BPOs were awarded for the period through September 30, 2013. The County continues to have a requirement to purchase 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 Project 25 (P25) portable and mobile radios configured per the County's requirements and as directed by Telecommunications. The APX portable and mobile radios are priced at 20% off and parts will be priced at 21% off. Pricing is based on the Los Angeles County contract pricing structure. Sutter Buttes Communications agreed to a one-year renewal at the same pricing and terms as the existing BPO for Kenwood mobile radios. Contract pricing and terms are based on the Western States Contracting Alliance (WSCA). Purchasing Policy Manual Section 1.3(o) allows for the renewal of these contracts based on the vendors' satisfactory contract performance.

The Procurement Services Division developed Invitation for Bids (IFB) No. 10293 for Placer County Fire Department's Kenwood and Bendix King digital P25 radio and equipment requirements. The IFB was distributed via the County's electronic bidding system to twenty-nine potential bidders and was

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also posted on Procurement's website. Thirty vendors accessed the IFB and a total of two bids were received.

The bid requested pricing for estimated annual quantities of typical portable and mobile radio equipment purchased by the department. Vincent Communications, Inc. is the lowest responsive bidder.

FISCAL IMPACT

The BPOs resulting from this recommendation will be awarded in the total aggregate amount of \$278,000 for the period of October 1, 2013 through September 30, 2014. Each department is responsible for budgeting properly for its own expenditures.

- cc: Dieter Wittenberg, Information Technology Manager
- Kim Davis, County Executive Office Senior Administrative Services Officer
- Shelley Beninga, County Executive Office Accountant Auditor I