



TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager

DATE: August 22, 2017

TITLE: Motion to Approve Lease Purchase of Public Safety Subscriber Radios,
Accessories and Installation Services – Motorola Solutions, Inc. –
\$7,029,668

Recommendation

It is recommended that the City Commission approve a seven-year lease purchase for public safety subscriber two-way radios, accessories, peripheral equipment and installation services with Motorola Solutions, Inc. via Broward County Agreement No. R1422515R1/P1 in the amount of \$7,029,668:

- Lease purchase equipment total – \$6,383,588
- Lease Purchase seven-year financing at a rate of 2.47% – \$646,080

Background

The City's public safety entities currently utilize several types of Motorola's XTS series subscriber two-way radios in conjunction with the new mission-critical digital Associated Public Safety Communications Official Project 25 (APCO P25) Public Safety Radio System. The subscriber two-way radio is a vital mission-critical tool for first responders. A majority of the subscriber radios are exceeding twelve years in age, and the manufacturer has indicated the end of support life is in 2020. The current XTS series radios are only meeting the APCO P25 Phase I compliance.

Broward County has indicated their plan to implement a P25 Phase II compliant radio system. This will require P25 Phase II compliant two-way radios to function on the system. In addition, the City of Plantation has recently implemented a P25 Phase II compliant system.

In order for the City to meet current P25 Phase II compliance and to ensure system serviceability and interoperability with Broward County's analog system, the City's mission-critical public safety subscriber two way radios must be upgraded to the Motorola APX series radios. Therefore staff is recommending the replacement of the XTS series subscriber two-way radios with Motorola's current "APX" series. APX series subscriber two way radios will provide various features and digital capable

functionalities on Motorola's ASTRO 25 technology which will provide additional capabilities to City public safety users.

On June 16, 2015 the City Commission approved Commission Agenda Memo (CAM) 15-0636, authorizing equipment lease purchase and sales agreement upgrade for Public Safety Radio Communications System with Motorola Solutions Inc. in the amount of \$4,187,540.90. The CAM authorized the Mayor and the City Manager to execute the agreements, which were executed on June 26, 2015.

On April 19, 2016, the City Commission approved connectivity equipment and services Change Order No. 1 with Motorola Solutions, Inc. (CAM 16-0505), and in September 2016, staff successfully upgraded 12 Channels of the City's mission critical 800 MHz Public Safety Radio System to APCO P25 Technology Standards utilizing Motorola Solutions Inc.

Some of the features and functionalities include ergonomically designed, encrypted voice communications, integration with self contained breathing apparatus to provide intelligible voice and data communications, geographic positioning system, geofencing, man down sensor, WiFi, Bluetooth wireless technology, text messaging, and capability of use with body worn camera. In addition, the APX series will provide applications such as APX Personnel Accountability that allows incident command personnel to quickly and accurately account for first responders with APX radio roll call, interactive graphic user interface and over the air programming, over the air rekey. Additionally, the Motorola APX series subscriber two-way radios will continue to function and provide interoperability with local government users on the City's analog radio system and Broward County current system. Interoperability is imperative among the disciplines to effectively provide service to the community.

Pursuant to Section 2-181(7) and (8) Code of Ordinances of the City of Fort Lauderdale, Florida, this purchase will be made in accordance with Broward County Contract No. R1422515R1/P1 from Motorola Solutions, Inc., in the amount of \$6,383,588, whereby such contract or formal bid followed formal bid procedures of sealed written bids, public opening, and legal advertising.

This Broward County Agreement provides a turnkey replacement of various communications subsystems operated by the county and is integral to the public safety communications of Broward County and its municipalities. Furthermore, City staff was able to negotiate additional discount savings of \$224,110, in addition to the standard Broward County discount of \$120,316.

Resource Impact

There will be a fiscal impact to the City of \$6,383,588 contingent upon the approval of the Consolidated Budget Amendment CAM #17-0841.

Once approved, funds for this purchase in the amount of \$6,383,588 will be available in the 2017 CIP account listed below:

Funds available as of August 14, 2017					
ACCOUNT NUMBER	INDEX NAME (Program)	CHARACTER CODE/ SUB-OBJECT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	PURCHASE AMOUNT
581-P12320.581-6564	Public Safety Subscriber Radios- Technology Upgrade	Capital Outlay/ Equipment Purchases	\$0	\$0	\$6,383,588
PURCHASE TOTAL ►					\$6,383,588

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative included in the Public Safety Cylinder of Excellence

- Goal 9: Be the safest urban coastal City in South Florida through preventative and responsive police and fire protection;
- Objective 2: Provide quick and exceptional fire, medical, and emergency response

This item is also in furtherance of the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Ready*.

Related CAM

CAM 17-0841 – Consolidated Budget Amendment

Attachments

- Exhibit 1 – FTL APX Offer Letter
- Exhibit 2 – FTL Incentive Letter
- Exhibit 3 – FTL APX Migration Equipment List
- Exhibit 4 – FTL APX Migration Statement of Work
- Exhibit 5A – Broward County Agreement - Part 1 of 2
- Exhibit 5B – Broward County Agreement –Part 2 of 2
- Exhibit 6 – Motorola Lease Agreement

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