

**Date action is requested:** 8/9/2019

**Title:** Motion 2019-04 Approval of Motorola contract

**Attachments:** Motorola Proposal Cover Letter, Section 7 Pricing Summary (link to detailed contract document available [here](#))

**Type of action:** Motion

**SUBMITTED BY:** Tim Hannah, Assistant Director Technical Services

**RECOMMENDATION:** It is recommended that the South Sound 911 Board of Directors authorize a contract with Motorola to provide 38 radio consoles and necessary communications components need for the new Public Safety Communications Center (PSCC) with an amount not to exceed \$4,814,456 excluding applicable state sales tax.

**BACKGROUND:** In the new PSCC, there are programmed to be 58 console positions for call-takers and dispatchers when fully operational after opening. 20 of these positions will be for the call takers, which do not require radio console equipment. The 38 other consoles for radio records, dispatch and training need the necessary radio equipment (MCC 7500e consoles) to communicate with the public safety agencies. Radio consoles at LE Comm will remain in place for back-up operations but the 11 consoles currently at Puyallup will be relocated to the new PSCC in the special events section. Motorola is the current provider of our radio system equipment for both radio systems used. Motorola project management and engineering will assist with coordinating closely with the radio system owners at the City of Tacoma and Pierce County. Due to our continued partnership with Motorola, equipment pricing and incentives were given based off the Washington State Patrol Narrow banding contract from 2011.

**ALTERNATIVES:** Move all existing radio consoles from current facilities to the PSCC in a manner to time the moves in order to prevent operational impacts. This would also leave our backup facility without radio equipment needed for dispatch purposes.

**FINANCIAL IMPACT:** See attached PSCC Budget Summary. Motorola components part of the Technology Budget.

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Executive Director Review \_\_\_\_\_



August 5, 2019

Mr. Mark Mears  
South Sound 911  
955 Tacoma Ave. S., Suite 102  
Tacoma WA 98402

Subject: New Public Safety Communications Center (PSCC) MCC7500E

Dear Mr. Mears:

Motorola Solutions, Inc. (“Motorola”) is pleased to have the opportunity to provide South Sound 9-1-1 with quality communications equipment and services. The Motorola project team has taken great care to propose a solution that will meet your needs and provide unsurpassed value for many years to come. We have tailored the enclosed firm offer to Sound South 911 based on the given requirements for the new Public Safety Communications Center.

To best meet the functional and operational specifications of this solicitation, Motorola’s solution includes a combination of hardware, software, and services. Specifically, this solution provides:

- Thirty Eight MCC 7500E Dispatch Console Positions
- Forty Six APX Consolettes
- Relocation of eleven existing MCC7500 Consoles
- Eight GGM 8000 Conventional1 Channel Gateways
- Two GCP 8000 Conventional Site Controllers
- Four SDM 3000 Site Managers
- Two Nokia SAR-8 MPLS Routers & Aviat Microwave Backhaul

This proposal consists of this cover letter and the Communications System and Service Agreement (CSSA), together with its Exhibits. This proposal shall remain valid for a period of 60 days from the date of this cover letter. Motorola has priced this project using the WSP Narrow banding Contract #05711 and has provided additional incentives contingent upon a fully executed CSSA and Lease by August 23, 2019.

South Sound 911 may accept the proposal by delivering to Motorola the signed CSSA. Alternatively, Motorola would be pleased to address any concerns you may have regarding the proposal. Any questions can be directed to your Account Manager, Nicole Jackson at 847-420-8989.

We thank you for the opportunity to furnish South Sound 911 with “best in class” solutions and we hope to strengthen our relationship by implementing this project. Our goal is to provide you with the best products and services available in the communications industry.

Sincerely,  
Motorola Solutions, Inc.



Micah Applewhite  
MSSSI Vice President

SECTION 7

# PRICING SUMMARY

## 7.1 SOLUTION PRICING

	Summary	WSP #05711 Contract Pricing
Consolettes, Channel Gateways, Site Managers, MPLS and Microwave	<ul style="list-style-type: none"> <li>- Forty-Six (46) APX Consolettes</li> <li>- Eight (8) GGM 8000 Conventional1 Channel Gateways</li> <li>- Two (2) GCP 8000 Conventional Site Controllers</li> <li>- Four (4) SDM 3000 Site Managers</li> <li>- Two (2) Nokia SAR-8 MPLS Routers &amp; Microwave Backhaul</li> </ul>	\$995,226
Consoles	<ul style="list-style-type: none"> <li>- Thirty-Eight (38) MCC 7500</li> </ul>	\$2,145,015
System Integration	<ul style="list-style-type: none"> <li>- System Integration and Project Management</li> </ul>	\$1,984,215
Total Before Price Incentive		\$5,124,456
Pricing Incentive Discount	*Signed contract must be returned by August 23rd and accept shipment in 2019	(\$310,000)
<b>Total System Pricing</b>		<b>\$4,814,456</b>
Total System Pricing with Estimated Tax	10.2% tax applied to Equipment and System Integration	\$5,305,532

## 7.2 MAINTENANCE SERVICES

ASTRO 25 Maintenance Services	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Technical Support, Network Event Monitoring, Onsite Support, Annual Preventative, Maintenance, Network Hardware Repair & Updates, Advanced Replacement, Security Monitoring and Remote Security Patch Installation	\$129,238	\$137,321	\$140,112	\$142,492	\$144,919	\$147,533

SUA - System Upgrade Agreement	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Lifecycle Services/SUA II (for Dispatch Console and MPLS Subsystem only. Microwave not included)	\$66,894	\$67,333	\$67,756	\$68,253	\$144,126	\$69,229

\*MPLS hardware replaced in year 6

\*Maintenance pricing does not include estimated taxes, if any

