



AGENDA REPORT

Fire Department

DATE:	September 12, 2023
TO:	Mayor Martinez and Members of the City Council
FROM:	Angel Montoya, Fire Chief Aaron Osorio, Deputy Fire Chief
Subject:	Computer Aided Dispatch System Services and Equipment for Fire Department
FINANCIAL IMPACT:	Total expenditures for Fiscal Year 2023 – 2024 are \$438,862.50 for the Mark43, Inc. initial licensing and setup fees, procurement of GETAC v110 hardware, and labor cost of installing hardware and accessories into fire department vehicles. The total cost of the project is approximately \$555,862.50. Remaining expenditures will be budgeted accordingly in subsequent fiscal years. Account Strings: 01204022-400209; 01204022-400501; 01204022-400341.
PREVIOUS COUNCIL ACTION:	March 28, 2023
STATEMENT OF THE ISSUE:	The Richmond Fire Department’s current hardware and software does not support the technology required to provide top-quality emergency services. The Department is seeking City Council approval to upgrade their Computer Aided Dispatch System, related software, and vehicle fleet hardware and accessories to be better prepared for emergency situations.

RECOMMENDED ACTION:	APPROVE a second amendment to the contract with Mark43, Inc. in the amount of \$188,800, for a new total contract not to exceed amount of \$2,615,800 to upgrade the Richmond Fire Department's Computer Aided Dispatch (CAD) system software and for annual service costs; APPROVE a purchase order with DuraTech USA, Inc. in the amount of \$175,000 including a \$1,787.21 contingency to purchase related computer hardware and accessories; APPROVE a contract with Stommel, Inc. dba Lehr in the amount of \$192,062.50, with a term beginning September 16, 2023 through December 31, 2023, to install the hardware and accessories to Fire Department vehicles; and ADOPT a resolution amending the Fire Department's fiscal year 2023-24 budget and appropriating \$438,862.50 to cover the costs of the upgrade – Fire Department (Chief Angel Montoya 510-307-8041/Deputy Chief Aaron Osorio 510-307-8021).
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DISCUSSION:

On March 28, 2023, the Richmond City Council adopted Resolution No. 32-33 to appropriate \$241,550 from the General Fund to upgrade the Mark43 Fire Computer Aided Dispatch (CAD) as part of the Fiscal Year (FY) 2022-23 Mid-Year budget adjustments.

The additional appropriation approved during mid-year adjustments included the following items: (a) Mark 43 software upgrade and first-year cost of service; (b) computer hardware cost; and (c) apparatus accessories. The Department is now submitting the contractual documents necessary to consummate the transaction with Mark43.

Additionally, the budget adjustments submitted during the FY 2022-23 mid-year review did not include the cost of labor to install the hardware in the Fire Department apparatus and vehicles. Therefore, the Department is seeking additional appropriation to cover the labor cost of the installation of computer hardware for thirty-five (35) Fire Department apparatus and vehicles.

Considering that the contractual documents for this project were not presented and approved by the City Council during FY 2022-23, the Department is now seeking City Council approval to appropriate \$438,862.50 into the Department's current fiscal year budget. The appropriation is needed to initiate the upgrade in FY 2023-24. The breakdown of the project for FY 2023-24 is as follows:

Cost Type	Description	Qty	Amount	Total Cost
Mark 43				
Mark 43 Software:	One-Time Fee/ First Year Service	1	\$ 71,800.00	\$ 71,800.00
DuraTech USA, Inc.				
Hardware:	GETAC V110	35	\$ 4,200.00	\$ 143,000.21
	Pass thru docs	35	\$ 650.00	\$ 30,212.58
	Contingency	1	\$ 1,787.21	\$ 1,787.21
Stommel, Inc. dba Lehr				
Accessories/ Labor Cost	Accessories/ Labor Cost	35	\$ 5,000.00	\$ 175,000.00
	Labor Sales Tax	1	\$ 17,062.50	\$ 17,062.50
Total:				\$ 438,862.50

The total cost of the addition of the Fire Department's CAD software and annual service fees is \$555,862.50. The remaining cost of the project will be budgeted accordingly in subsequent fiscal years.

Mark43, Inc.

The City, through the Richmond Police Department, already contracts with Mark43, Inc. for Computer Aided Dispatch software. The Richmond Fire Department ("Department") is seeking authorization to amend the current contract with Mark43, Inc. and add additional services to the agreement increasing the total contract by \$188,800. The additional services are as follows: (a) ANA 1: Analytics BI Suite Viewer, which is a pre-built library assets including statistical reports; (b) CAD 3: Fire First Responder, which is an enhanced view for dispatch and fire personnel to assign tasks and view real-time events, units, and mobile GPS location on map.

The payment schedule for the Mark43, Inc. contract is as follows:

Year	Due Date	Base
1	Year 1 Payment, due per the following schedule:	\$71,800
	<i>Effective Date</i>	\$35,900
	<i>Application Setup</i>	\$17,950
	<i>Cutover/Go-Live</i>	\$17,950
2	Year 2 Payment, due on Effective Date anniversary	\$39,000
3	Year 3 Payment, due on Effective Date anniversary	\$39,000
4	Year 4 Payment, due on Effective Date anniversary	\$39,000
	Total	\$188,800

DuraTech USA, Inc.

The Fire Department must purchase hardware that is compatible with the upgraded software provided by Mark43, Inc. The Richmond Police Department recently performed a similar system upgrade and utilizes hardware provided by GETAC. DuraTech USA, Inc. is the authorized dealer for GETAC equipment. Since the GETAC hardware is currently being used within the City and is confirmed to be compatible, the Fire Department is seeking approval of a purchase order in the amount of \$175,000 including a \$1,787.21 contingency to procure the equipment and allow for any minor pricing adjustments.

Stommel, Inc. dba Lehr

The Fire Department is requesting approval of a contract with Stommel, Inc. dba Lehr ("Lehr") in the amount of \$192,062.50, with a term beginning September 16, 2023 through December 31, 2023, to perform the installation of CAD hardware and accessories into 35 Department vehicles.

The Fire Department seeks to piggyback on the contract between the County of Placer ("County") and Lehr. The County conducted a competitive bidding process that opened on July 30, 2019, and closed on August 13, 2019. The County was "soliciting bids for the purchase and installation of emergency response vehicle equipment & related supplies for the Placer County Sherriff's Office and Placer County Fire Department. Placer County intends to award a supplier contract for the purchase emergency response vehicle equipment and installation services on an as-needed basis." Upon review, the County selected Lehr as the best most responsive proposer to meet the specifications, thereby awarding Lehr with Contract Number SCN104242.

Section 4.3 of the County's Request for Proposals (RFP) provides piggyback authority. "Other public agencies may elect to "piggyback" on the County's resulting agreement(s). It will be the responsibility of the other agencies to execute separate contracts with the successful bidder(s) at the same bid pricing (refer to this Bid's General Terms and Conditions, Section 22) through the end of the initial contract period. Any subsequent renewal pricing and terms successfully negotiated between Placer County and the successful bidder(s) would be made available to those other agencies."

After careful review of various purchasing options and pricing, City staff determined that it is in the best interest of the City of Richmond and the Department to utilize the RFP and contract of the County of Placer – County of Placer Bid # 20000 and Contract Number SCN105300. The City of Richmond has worked with Lehr for many years and has been satisfied with their work. Furthermore, Lehr is familiar with the layout of the Department vehicles since they have installed most of the dispatch and communications systems on the Department's fleet.

Summary

The Fire Department requests that the above items be approved, as the items are an integral part of the Department's intended Mark43 CAD upgrade. The upgrade will improve the technology of the City's current dispatch system, where the City will be able to dispatch the closest available unit when a citizen calls for emergency services, improve response times, and provide better and more efficient service to the community during emergencies.

DOCUMENTS ATTACHED:

Exhibit 1: Mark43 Original Agreement

Exhibit 2: Mark43 First Amendment

Exhibit 3: Mark43 Proposed Second Amendment

Exhibit 4: County of Placer Bid #20000 and Contract Number SCN105300

Exhibit 5: Lehr Piggyback Pricing Letter and Quote

Exhibit 6: Lehr Standard Contract

Exhibit 7: GETAC V110 Quotation

Exhibit 8: Resolution