



AGENDA REPORT

Community Development

DATE:	December 3, 2024
TO:	Mayor Martinez and Members of the City Council
FROM:	Lina Velasco, Director of Community Development Eva Mann, Code Enforcement Manager
Subject:	Purchase of Encrypted Radios for Code Enforcement
FINANCIAL IMPACT:	The one-time purchase of 11 encrypted hand radios is expected to cost \$75,079.72. The funds have been budgeted in the FY24/25 budget, account string: 01163019-400603.
PREVIOUS COUNCIL ACTION:	N/A
STATEMENT OF THE ISSUE:	New radios are needed to comply with the California Department of Justice (CA DOJ) directive mandating that all public law enforcement agencies encrypt their radio telecommunications by 2023. Given the nature of the Code Enforcement Division’s work, they are provided with radios providing direct access to the police communication dispatch center for officer safety. The current radios are being phased out and need to be updated and replaced to transition to the new encryption and radio frequencies.
RECOMMENDED ACTION:	APPROVE the purchase of 11 encrypted hand radios from Motorola Solutions, for an expected total cost of \$75,079.72 for Code Enforcement – Community Development Department (Lina Velasco/Eva Mann 510-621-1283).

DISCUSSION:

The safety and welfare of City personnel is extremely important and a high priority for management and supervision. Code Enforcement Officers are responsible for the enforcement of private property violations, including vehicle abatement, and vacant structures. In addition, Code Enforcement provides regulatory oversight of commercial cannabis activities as well as alcohol and tobacco retailers. These functions may also require the issuance of administrative citations. Their work often exposes them to hostile individuals and unsafe situations. For safety purposes, Code Enforcement Officers are assigned individual portable radios that provide direct access to the police communication dispatch center. These radios are a necessary tool for officer safety.

In 2023, the Richmond Police Department began transitioning to new encrypted radios provided by Motorola Solutions to comply with the California Department of Justice (CA DOJ) directive mandating that all public law enforcement agencies encrypt their radio telecommunications by 2023. Once this transition is complete, the current radios used by Code Enforcement will become obsolete, and incompatible with the new encryption and radio frequencies. Therefore, City staff are requesting approval to purchase these new radios to maintain access for Code Enforcement Officers.

The initial selection of Motorola Solutions Inc. to be the sole provider of radio equipment was made by the East Bay Regional Communications Systems Authority (EBRCSA), of which, the City of Richmond is a member, to ensure continued interoperability across participating agencies. The price of each radio includes programming to City-requested specifications and radio channels, as well as encryption. Motorola Solutions is the only provider which can supply the encryption for the Motorola system used by Code Enforcement and the Richmond Police Department.

DOCUMENTS ATTACHED:

Attachment 1 – Motorola Quotation

Attachment 2 – Motorola Sole Source

Billing Address:
 RICHMOND, CITY OF
 450 CIVIC CENTER PLZ
 RICHMOND, CA 94804
 US

Quote Date:10/22/2024
 Expiration Date:01/20/2025
 Quote Created By:
 Michael Larson
 Michael.Larson@
 motorolasolutions.com

End Customer:
 RICHMOND, CITY OF

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000				
1	H98UCD9PW5BN	APX6000 7/800 MHZ MODEL 1.5 PORTABLE	11	\$3,213.00	\$2,345.49	\$25,800.39
1a	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	11	\$110.00	\$80.30	\$883.30
1b	HA00690AA	ADD: 7Y ESSENTIAL SERVICE HTP	11	\$386.00	\$386.00	\$4,246.00
1c	Q361AR	ADD: P25 9600 BAUD TRUNKING	11	\$330.00	\$240.90	\$2,649.90
1d	QA00580AC	ADD: TDMA OPERATION	11	\$495.00	\$361.35	\$3,974.85
1e	QA01768AA	ENH: ENHANCED ZONE BANK	11	\$83.00	\$60.59	\$666.49
1f	Q498AY	ENH: ASTRO 25 OTAR W/ MULTIKEY	11	\$814.00	\$594.22	\$6,536.42
1g	H38BT	ADD: SMARTZONE OPERATION	11	\$1,320.00	\$963.60	\$10,599.60
1h	QA09113AB	ADD: BASELINE RELEASE SW	11	\$0.00	\$0.00	\$0.00
1i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	11	\$567.00	\$413.91	\$4,553.01
1j	Q629AK	ENH: AES ENCRYPTION AND ADP	11	\$523.00	\$381.79	\$4,199.69
1k	H122BR	ALT: 1/4 WAVE 7/8 STUBBY (NAR6595)	11	\$26.00	\$18.98	\$208.78
2	PMNN4485A	BATT IMPRES 2 LIION R IP68 2550T	11	\$168.63	\$126.47	\$1,391.17
3	PMMN4099BL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	11	\$132.00	\$105.59	\$1,161.49



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
4	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	11	\$186.50	\$139.88	\$1,538.68
Subtotal						\$68,409.77
Estimated Tax						\$6,669.95
Grand Total						\$75,079.72(USD)

Notes:



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Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



City of Richmond Sole Source Justification

THIS FORM MUST BE COMPLETED AND APPROVED PRIOR TO ANY PURCHASE

Contact the Purchasing Division and discuss your rationale before completing this form. If Purchasing can help you make this a competitive purchase, then this form will not be required.

Attach this completed/approved form to requisitions when competitive quotes/bids/proposals are not solicited. (Required for requisitions > \$3,000)

Requested Sole Source Supplier:

Company Name: Motorola Solutions **Contact Name:** Michael Larson

Address: 500 W Monroe Street

City: Chicago **State:** IL **Zip Code:** 60661

Phone Number (530) 333-7584 **E-Mail** michael.larson@motorolasolutions.com

Duration of Contract: Product purchase only

Estimated Cost: \$ 75,079.72 **Funding Source (Account String)** 01163019-400503

Is the product/service IT related? Yes No **If Yes, please attach the approved IT Authorization Form**

For Product: Is the recommended company the manufacturer of the product? Yes No

For Product: Does the manufacturer sell the item(s) through distributors? Yes No

Description of Product or Service:

Describe the full scope of work or service contemplated including installation if required; items should include brand, model and part number if applicable; (if additional space is needed, include them in a separate page)

For purchase of Motorola APX6000 portable radios to be used by Code Enforcement Officers. This includes the necessary software features for encryption and connection on the East Bay Regional Communications Systems Authority (EBRCSA) network and with the Richmond Police Department communication systems.

Sole Source Rationale: PLEASE ANSWER ALL THE FOLLOWING QUESTIONS: Explain why the recommended company is the only company that can meet the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job? It is important to sufficiently address the key reason for awarding an order/contract without soliciting competitive bids. The rationale must be clear and convincing, avoiding generalities and unsupported conclusions.

The initial selection of Motorola Solutions Inc. to be the sole provider of radio equipment was made by the East Bay Regional Communications Systems Authority (EBRCSA), of which, the City of Richmond is a member, to ensure continued interoperability across participating agencies. The price of each radio includes programming to City-requested specifications and radio channels, as well as encryption. Motorola Solutions is the only provider which can supply the encryption for the Motorola system used by Code Enforcement and the Richmond Police Department.

(if additional space is needed, include them in a separate page)

Complete the following checklist

A specific contractor is the only source of the required item because (check all that apply):

- The required items are **proprietary to the Contractor**, and contractor solely transacts (sells) direct to the customer. (There are no dealers or distributors for contractor).
- The required items are **proprietary to the Contractor**, and **contractor does not sell direct to the customer**. Contractor solely distributes the item or service through only one dealer or distributor in the United States. (There are no dealers or distributors for contractor).

Note: If item or service is available from more than one source, the item or service may be treated as proprietary, but must be competitively solicited from multiple (two or more) sources.

- A specific item is needed:
 - To be compatible or interchangeable with existing hardware
 - As spare or replacement hardware For the repair or modification of existing hardware
- Federal or state grant names vendor as condition of funding. (Attach copy of grant that names vendor)
- There is a **substantial risk** in contracting with any other contractor, (e.g., only one contractor has been successful to date in implementing a difficult manufacturing process or the **services sought**). *In a brief explanation, provide supporting evidence of why other contractors are considered to be unable to overcome the substantial risk.*

In 2023, the Richmond Police Department began transitioning to new encrypted radios provided by Motorola Solutions to comply with the California Department of Justice (CA DOJ) directive mandating that all public law enforcement agencies encrypt their radio telecommunications by 2023. Once this transition is complete, the current radios used by Code Enforcement will become obsolete, and incompatible with the new encryption and radio frequencies. Therefore, staff is requesting approval to purchase these new radios to maintain access for Code Enforcement Officers. The price of each radio includes programming to the required specifications and radio channels, as well as encryption. Motorola Solutions is the sole provider of the encryption necessary for the Motorola system.

- Continuation of prior Work** – Additional item, service or work required, but not known to have been needed when the original order was placed with vendor, and it is not feasible or practicable to contract separately for the additional need. *Provide brief explanation and supporting evidence.*

Code Enforcement Officers are responsible for the enforcement of private properties violations, including vehicle abatement, and vacant structures. In addition, Code Enforcement provides regulatory oversight of commercial cannabis activities, and alcohol and tobacco retailers. These functions may also require the issuance of administrative citations. Their work often exposes them to hostile individuals and unsafe situations. For safety purposes, Code Enforcement Officers are assigned individual portable radios that provide direct access to the police communication dispatch center. These radios are a necessary tool for officer safety.

(if additional space is needed, include them in a separate page)

I acknowledge the City's requirements for soliciting competitive quotes/bids for purchases over \$3,000.00 and the criteria for justification for Sole Source purchases. I have gathered the required information, have made a concerted effort to review comparable/equal equipment/services (e.g., market research), and further affirm that there is no conflict of interest involved in the selection made.

Department: Community Development Department - Code Enforcement Division

Requester Name and Title: Eva Mann, Code Enforcement Manager

Date: 11-20-2024

Note: Requester must be able to defend this justification.

Phone: 510-621-1283

Department Director (Print) Lina Velasco

(Sign) *[Signature]*

Date: 11/20/2024

for

Submit completed form to the Purchasing Division (Prior to submission to City Manager)

Finance Director:

APPROVED: *[Signature]*

DATE: 11/20/2024

NOT APPROVED: _____

COMMENTS:

City Manager
(Under \$10,000.00)

City Clerk Attesting to Council Approval
(Over \$10,000.00) (Copy of Minutes may be substituted)

Note: Richmond Municipal Code Section 2.52.326 Sole Source Procurement requires final approval by the City Manager and/or City Council. Sole Source must be approved by Finance Director, PRIOR to Council Approval.

PROCEDURE

Sole Source purchase/service are exceptions to the normal bidding process and require a detailed justification. In processing Sole Source requests for supplies, services and/or equipment, the Purchasing Division adheres to and is governed by the principles set forth in City of Richmond Municipal Code Section 2.52.326 Sole Source Procurement.

If you are requesting a particular vendor, brand or product, you must make this fact clear on your Sole Source form. Your request will then be restrictive and non-competitive, and will fall into a sole source category. If the sole source justification is approved, the requisition can be expedited without the normal bidding requirements.

Such a request should not be made unless you are confident that your request is reasonable and appropriately justified to meet the City's requirements and withstand any possible audit. The City's requirements and the format for submitting such requests are contained herein. Sole Source form must be signed by authorized department representative(s). The certification will remain on file for audit purposes.

The following factors **DO NOT** apply to sole source requests and should not be included in your sole source justification. They will not be considered and only tend to confuse the evaluation process.

1. Personal preference for product or vendor.
2. Cost, vendor performance, and local service (these are generally considered award factors in competitive bidding).
3. Features which exceed the minimum department requirements.

I.T. – RELATED PURCHASES AUTHORIZATION

Form must be fully completed and signed prior to information technology related purchases

Date 11-7-2024

Requested Vendor MOTOROLA SOLUTIONS v# 2940

Vendor Address 500 W MONROE STREET
CHICAGO, IL 60661

Contact Person MICHAEL LARSON

Email Address michael.larson@motorolasolutions.com

Phone No (530) 333-7584 Fax # _____

<u>Quantity</u>	<u>Item</u>	<u>Unit Price</u>	<u>Total</u>
11	SEE ATTACHED QUOTE FOR APX6000	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
Total			\$ <u>75,079.72</u>

Purpose

This section must be completed with respective price quote(s) included with form:

For purchase of Motorola APX6000 portable radios ^{and antennas} to be used by Code Enforcement Officers. This includes the necessary software features for encryption and connection on the East Bay Regional Communications Systems Authority (EBRCSA) network and with the Richmond Police Department communication systems.

Requested by



Department Head



IT Director

11-7-24

Approval Date

11-7-24

Approval Date

ADA (American with Disabilities Act) Compliance Access and Accommodation

Compliance with the accessibility requirements of Section 508 of the Rehabilitation Act of 1973: In order to improve accessibility of existing technology and therefore increase the successful employment of individuals with disabilities, particularly blind and visually impaired, deaf and hard-of-hearing persons please answer the following questions:

Is this item ADA Compliant? Yes _____ No _____

If NO, please answer the following questions:

Will this item be used by the public? Yes _____ No _____

Can other vendors provide an ADA compliant product? Explain

Will this item be used by City employees? Yes _____ No _____

Categories for Information Technology (IT) Product

- **Software applications and operating systems**
- **Web-based information and applications**
- **Telecommunications products**
- **Video and multimedia products**
- **Desktop and portable computers**
- **End user hardware**

Examples of Information Technology (IT) Products

- | | |
|---|---|
| <ul style="list-style-type: none">• World Wide Web• Scanners• Printers• Copiers• PDA's• Computers• Computer Software• Computer Operating Systems | <ul style="list-style-type: none">• Phones• Apps• Information Kiosks• ATMs• Multimedia• Videos• Fax Machines |
|---|---|