



AGENDA REPORT

Library and Community Service

DATE:	September 23, 2025
TO:	Mayor Martinez and Members of the City Council
FROM:	Sam Vaughn, ONS and CCRP Deputy Director Michael Romero, CCRP Program Manager Joan Binalinbing, Associate Administrative Analyst
Subject:	Purchase of Hand and Mobile Encrypted Radios from Motorola Solutions, Inc. for the ROCK Program
FINANCIAL IMPACT:	The proposed \$43,406 expenditure for the one-time purchase of 6 encrypted hand radios and 2 mobile radios is included within the fiscal year 2025-2026 budget, Community Crisis Response Program (Account String: 01401113 - 400201).
PREVIOUS COUNCIL ACTION:	None.
STATEMENT OF THE ISSUE:	The Community Crisis Response Program's field responders need radios that provide direct access to the police communication dispatch center for communication and responder safety. The radios need to comply with the California Department of Justice (CA DOJ) directive mandating that all public law enforcement agencies encrypt their radios.

RECOMMENDED ACTION:	APPROVE the purchase of six (6) hand encrypted radios and two (2) mobile radios from Motorola Solutions, in an amount not to exceed \$43,406.21 for the Community Crisis Response Program – Community Services (Sam Vaughn 510-620-5404/Michael Romero 510-620-6791/Joan Binalinbing 510-620-6531).
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DISCUSSION:

The Community Crisis Response Program (CCRP) will function as an additional response related to non-violent and non-medical, low-acuity calls. The safety and welfare of CCRP Community Intervention Specialists, Reach Out with Compassion and Kindness (ROCK) responders, is extremely important for management. ROCK responders will be delivering crisis services to the Richmond community after appropriate direction from Richmond’s Communication Dispatch center (Dispatch) while on Richmond Fire’s channel. The program will be comprised of extensively trained mobile community responders that can respond in a respectful and non-stigmatizing manner. They will be trained in proper usage of the radios and communication with Dispatch.

ROCK Responders understand that calls may become escalated and may be exposed to hostile individuals and unsafe situations. Other situations can also include the safety and the wellbeing of the community members needing additional support from Richmond Police, Fire, or EMS. For safety purposes, ROCK responders are assigned individual portable radios that provide direct access to Dispatch. These radios are a necessary tool not just for receiving calls for a ROCK response, but for responder and community member safety. The radios will allow calls for immediate help on behalf of the community members in crisis.

In 2023, the Richmond Police Department, which includes Dispatch, and the Richmond Fire 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. Due to this, CCRP's Community Intervention Specialists need to use equipment that is compatible with the encryption and radio frequencies Dispatch uses. Therefore, staff are requesting approval to purchase radios to retain communication with Dispatch. The price of each radio includes programming to the required specifications and radio channels, as well as encryption.

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 (Attachment 1). Motorola Solutions is the only provider which can supply the encryption for the Motorola system used by Community Crisis Response and the Richmond Police Department’s Dispatch.

ATTACHMENTS

Attachment 1 – Sole Source
Attachment 2 – Motorola Quote

I.T. – RELATED PURCHASES AUTHORIZATION

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

Date 4/15/25
 Requested Vendor MOTOROLA SOLUTIONS v# 2940
 Vendor Address 500W MONROE STREET
CHICAGO, IL 60661
 Contact Person MICHAEL LARSON
 Email Address MICHAEL.LARSON@MOTOROLASOLUTIONS.COM
 Phone No (530) 333-7584 Fax # _____

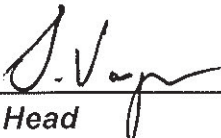
<u>Quantity</u>	<u>Item</u>	<u>Unit Price</u>	<u>Total</u>
<u>2</u>	<u>SEE ATTACHED QUOTE FOR APX6000</u>	<u>\$ _____</u>	<u>\$ _____</u>
<u>6</u>	<u>SEE ATTACHED QUOTE FOR APX6500</u>	<u>\$ _____</u>	<u>\$ _____</u>
_____	_____	<u>\$ _____</u>	<u>\$ _____</u>
Total \$			<u>40,818.51</u>

Purpose

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

For purchase of Motorola APX 600 portable radios plus antennas and mobile radio equipment to be used
 by CCRP's Community Intervention Specialists. This includes the necessary software features for encryption and connection
 on the East Bay Regional Communications Systems Authority (EBRCSA) network and the RPD Communication systems.

Requested by


 Department Head
4.15.25
 Approval Date

Sue Hartman Digitally signed by Sue Hartman
 IT Director Date: 2025.04.18
16:37:15 -07'00'
 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 ^X_____

If NO, please answer the following questions:

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

Can other vendors provide an ADA compliant product? Explain _____

Will this item be used by City employees? Yes ^X_____ 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

- | | |
|-------------------------------------|-----------------------------|
| • <i>World Wide Web</i> | • <i>Phones</i> |
| • <i>Scanners</i> | • <i>Apps</i> |
| • <i>Printers</i> | • <i>Information Kiosks</i> |
| • <i>Copiers</i> | • <i>ATMs</i> |
| • <i>PDA's</i> | • <i>Multimedia</i> |
| • <i>Computers</i> | • <i>Videos</i> |
| • <i>Computer Software</i> | • <i>Fax Machines</i> |
| • <i>Computer Operating Systems</i> | |



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 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: \$ 40,818.51 Funding Source (Account String) 01401113-400201-RI200

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 Community Intervention Specialists. 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 the Community Crisis Response Program 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. Due to this, CCRP's Community Intervention Specialists need to use equipment that is compatible with the encryption and radio frequencies RPD uses. Therefore, staff is requesting approval to purchase radios to retain communication with Dispatch and RPD 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.*

CCRP Community Intervention Specialists (CIS) will be deployed by Richmond's Communications Center (Dispatch). The program will function as an additional safety response tool in the City's safety infrastructure while also supporting our law enforcement by reducing the over reliance on RPD/RFD/EMS related to non-violent and non-medical low-acuity calls. CIS Responders understand that calls may become escalated and may be exposed to hostile individuals and unsafe situations. For safety purposes, CIS responders are assigned individual portable radios that provide direct access to the police communication dispatch center. These radios are a necessary tool for responder 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 Services - Community Crisis Response Program

Requester Name and Title: Michael Romero, CCRP Program Manager

Note: Requester must be able to defend this justification.

Date: 4/15/25

Phone: 510-620-6791

Department Director (Print) Sam Vaughn

(Sign) *S. Vaughn*

Date: 4.15.25

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

Finance Director:

APPROVED: *Sam Vaughn*

DATE: 5 /19/2025

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.

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

Quote Date:03/26/2025
 Expiration Date:09/26/2025
 Quote Created By:
 Michael Larson
 Michael.Larson@
 motorolasolutions.com

End Customer:
 RICHMOND, CITY OF

Contract: 39229 - CONTRA COSTA
 COUNTY, CA
 AGREEMENT: STATE OF CALIFORNIA

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	2	\$3,764.00	\$2,335.56	\$4,671.12
1a	GA00250AA	ADD: GNSS/BT-WIFI THRU MNT ANT, 17FT LOW LOSS PFP-100A/ 240, QMA	2	\$118.00	\$73.22	\$146.44
1b	HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM	2	\$604.80	\$604.80	\$1,209.60
1c	GA00580AA	ADD: TDMA OPERATION	2	\$530.00	\$328.87	\$657.74
1d	G66BJ	ADD: DASH MOUNT E5 APXM	2	\$148.00	\$91.83	\$183.66
1e	G51AU	ENH: SMARTZONE OPERATION APX6500	2	\$1,412.00	\$876.15	\$1,752.30
1f	GA09001AA	ADD: WI-FI CAPABILITY	2	\$353.00	\$219.04	\$438.08
1g	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	2	\$71.00	\$44.06	\$88.12
1h	G444AH	ADD: APX CONTROL HEAD SOFTWARE	2	\$0.00	\$0.00	\$0.00
1i	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	2	\$16.00	\$9.93	\$19.86
1j	G806BL	ENH: ASTRO DIGITAL CAI OP APX	2	\$607.00	\$376.64	\$753.28
1k	GA01670AA	ADD: APX E5 CONTROL HEAD	2	\$767.00	\$475.92	\$951.84
1l	W22BA	ADD: STD PALM MICROPHONE APX	2	\$85.00	\$52.74	\$105.48
1m	QA09113AB	ADD: BASELINE RELEASE SW	2	\$0.00	\$0.00	\$0.00



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
1n	GA01630AA	ADD: SMARTCONNECT	2	\$0.00	\$0.00	\$0.00
1o	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	2	\$0.00	\$0.00	\$0.00
1p	G361AH	ENH: P25 TRUNKING SOFTWARE APX	2	\$353.00	\$219.04	\$438.08
	APX™ 6000 Series	APX6000				
2	H98UCD9PW5BN	APX6000 7/800 MHZ MODEL 1.5 PORTABLE	6	\$3,506.00	\$2,175.47	\$13,052.82
2a	HA00690AA	ADD: 7Y ESSENTIAL SERVICE HTP	6	\$386.00	\$386.00	\$2,316.00
2b	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	6	\$0.00	\$0.00	\$0.00
2c	Q361AR	ADD: P25 9600 BAUD TRUNKING	6	\$353.00	\$219.04	\$1,314.24
2d	H38BT	ADD: SMARTZONE OPERATION	6	\$1,412.00	\$876.15	\$5,256.90
2e	QA00580AC	ADD: TDMA OPERATION	6	\$530.00	\$328.87	\$1,973.22
2f	QA01768AA	ENH: ENHANCED ZONE BANK	6	\$89.00	\$55.22	\$331.32
2g	QA09113AB	ADD: BASELINE RELEASE SW	6	\$0.00	\$0.00	\$0.00
2h	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	6	\$607.00	\$376.64	\$2,259.84
3	PMMN4099CL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	6	\$152.54	\$122.02	\$732.12
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	6	\$199.56	\$149.67	\$898.02

Subtotal \$39,550.08

Estimated Tax \$3,856.13

Grand Total \$43,406.21(USD)

Notes:



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