



AGENDA REPORT

Fire Department

DATE:	May 5, 2026
TO:	Mayor Martinez and Members of the City Council
FROM:	Aaron Osorio, Fire Chief Rico Rincon, Deputy Fire Chief Den Mark Marcelo, Admin Services Coordinator
Subject:	Purchase of Portable and Mobile Radios from Motorola Solutions, Inc.
FINANCIAL IMPACT:	The proposed not-to-exceed \$1.5 million expenditure will be funded across multiple fiscal years. A total of \$75,000 is included in the approved fiscal year 2025-2026 Fire Department budget. Funding for fiscal year 2026–27 and subsequent fiscal years will be supported by existing grants received by the Fire Department and supplemented, if awarded, by congressional grants for which the department has applied (Account Strings: 01204022-400363, 01203722-400363, and 10706022-400363).
PREVIOUS COUNCIL ACTION:	None.
STATEMENT OF THE ISSUE:	The Richmond Fire Department (“Department”) frontline portable radios (Model # APX 7000 XE) have exceeded their service life. In addition, the Department is in the final stages of completing its Type I apparatus (fire engine) build-out and must purchase and install mobile radios (Model # APX 8500) before placing the apparatus into service. Portable and mobile radios are critical, as they serve as the primary means of communication between crews, the Richmond Communications Center, Richmond units, and regional public safety agencies within the East Bay Regional Communications System Authority (EBRCSA) during emergency responses.

RECOMMENDED ACTION:	APPROVE a standing purchase order with Motorola Solutions, Inc. to purchase portable and mobile radios in an amount not to exceed \$1,500,000 for a term ending May 6, 2029, with the possibility of two one-year extension options in a not to exceed \$250,000 – Fire Department (Chief Aaron Osorio 510-307-8021/Chief Rico Rincon 510-307-8041/Den Mark Marcelo 510-307-8038).
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DISCUSSION:

The Richmond Fire Department (“Department”) is a full-service, all-risk department serving more than 115,000 residents during critical emergencies. With seven fire stations strategically located throughout the City, fire personnel rely on radios to communicate with the Richmond Communications Center, Richmond units, and other public safety agencies participating in the East Bay Regional Communications System Authority (EBRCSA) during emergency responses, making these systems a critical component of daily operations and response coordination.

The Department’s frontline portable radios, used by fire personnel during emergency responses, have exceeded their expected service life. The last purchase of portable radios occurred in 2012, and Motorola radios are designed to remain fully operational for approximately 7–10 years. As a result, the current radios are now well beyond their recommended operational life, increasing the risk of equipment failure during critical incidents.

To ensure reliable and safe communications, the Department intends to replace 50 portable radios for frontline personnel and 15 portable radios for Command Staff and Fire Prevention Services Division personnel in Fiscal Year 2026–27, and to purchase additional spare units in subsequent fiscal years. Replacing aging equipment is essential for maintaining dependable communication, ensuring fire personnel can coordinate effectively during emergency responses.

The Department is also in the final stages of completing the build-out of two (2) new Type I apparatus (fire engines) to replace older frontline units. Before these apparatus can be placed into service, the Department must purchase and install mobile radios, which are essential for transmitting and receiving communications during emergency responses. Without radios, the apparatus cannot be fully operational or safely integrated into emergency operations, compromising both crew safety and effective coordination with other units and regional agencies.

In addition to equipping the new apparatus, the Department intends to phase out aging mobile radios installed in existing fire apparatus, replacing them in the order they were originally purchased. Mobile radios will also be procured for any future apparatus or support vehicles as they are built out, ensuring that all equipment remains interoperable, reliable, and fully operational.

Equipping fire personnel and apparatus with interoperable communications equipment ensures reliable, real-time coordination with local and regional public safety agencies, enhances the Department's ability to respond efficiently to emergencies, and supports seamless communication during multi-agency incidents.

Recommendation

City staff recommend that City Council approve a standing purchase order with Motorola Solutions, Inc. to purchase portable and mobile radios and associated components in an amount not to exceed \$1,500,000, which includes a contingency to account for potential price increases. The cost of each radio quoted by Motorola includes public agency pricing, programming to the City's specifications, and the assignment of radio channels to ensure full operational readiness (Attachment 1).

Sole Source Justification

The City of Richmond is a member of the East Bay Regional Communications System Authority (EBRCSA), which selected Motorola Solutions, Inc. as the sole provider of radio equipment for the regional communications network. The communications infrastructure built by EBRCSA is compatible exclusively with Motorola equipment, and radios from other manufacturers have limited functionality and are not compatible with the system (Attachment 2). As a result, the City of Richmond public safety departments and ROCK Program rely on Motorola radios to communicate with the Richmond Communications Center and their respective units.

SYNERGISTIC POLICIES:

The City Council recently approved the purchase of portable and mobile radios from Motorola Solutions, Inc. for the ROCK Program in September 2025, and the Richmond Police Department in November 2025, ensuring that public safety and community crisis personnel have reliable communication capabilities during incidents. This purchase of portable and mobile radios by the Fire Department supports City Council priorities related to maintaining effective emergency response services and enhancing public safety by ensuring reliable communications for all public safety and crisis response personnel.

Investing in new portable and mobile radios will improve operational readiness, support interoperability with partner agencies, and uphold the highest standards of safety for both firefighters and the public they serve. These radios are the primary means for crews to communicate with the Richmond Communications Center, Richmond units, and regional public safety agencies operating on the East Bay Regional Communications System Authority (EBRCSA) network. Replacing outdated equipment is a critical step in ensuring that the Department's communication systems remain fully functional, reliable, and capable of supporting modern emergency response operations.

DOCUMENTS ATTACHED:

Attachment 1 – Quote

Attachment 2 – Sole Source Justification