



# COUNTY OF HUMBOLDT

## Legislation Details (With Text)

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**File created:** 12/4/2018      **In control:** County Administrative Office  
**On agenda:** 12/18/2018      **Final action:** 12/18/2018  
**Title:** Motorola Solutions, Inc. Communications System and Services Agreement  
**Sponsors:**  
**Indexes:** Core Roles - Protect vulnerable populations, Core Roles - Provide for and maintain infrastructure  
**Code sections:**  
**Attachments:** 1. Staff Report, 2. Radio System Replacement Project RFP, 3. RFP Attachment H Pricing Workbook, 4. RFP Attachment G, 5. RFP Addendum 1, 6. RFP Addendum 2, 7. RFP Addendum 3, 8. Motorola Solutions RFP Response, 9. Motorola Solutions Communications System and Services Agreement

Date	Ver.	Action By	Action	Result
12/18/2018	1	Board of Supervisors	approved	Pass

**To:** Board of Supervisors  
**From:** County Administrative Office

**Agenda Section:** Consent

**SUBJECT:**

Motorola Solutions, Inc. Communications System and Services Agreement

**RECOMMENDATION(S):**

That the Board of Supervisors:

1. Approve the selection of Motorola Solutions, Inc. as the entity to provide, install and test radio infrastructure equipment and software necessary to complete the Humboldt County Radio System Replacement Project;
2. Approve, and authorize the Chair of the Board to execute, the attached communications system and services agreement with Motorola Solutions, Inc.;
3. Authorize the County Administrative Officer, or a designee thereof, to execute any and all amendments and/or change orders to the attached communications system and services agreement with Motorola Solutions, Inc. after review and approval by County Counsel and Risk Management; and
4. Direct the Clerk of the Board to return two (2) fully executed original copies of the attached communications systems and services agreement to the County Administrative Office for further processing.

**SOURCE OF FUNDING:**

General Fund

DISCUSSION:

The county currently operates an analog, very high frequency (VHF), conventional radio system dispersed amongst seven (7) remote sites throughout the county, and accessed through a control station located on Mt. Pierce. The Mt. Pierce site is connected to the main dispatch point at the county courthouse via a 6GHz microwave link. The system consists of a number of standalone VHF repeaters serving the county's Sheriff's Office, Public Works, Department of Health and Human Services, Probation and District Attorney, Humboldt County Fire departments and county schools, as well as additional non-simulcast tactical low-band VHF channels for the county Office of Emergency Services. The system has undergone the narrowbanding process and is seeing a reduced level of service, particularly with in-building coverage. Narrowbanding refers to a requirement by the Federal Communications Commission that all existing licensees implement equipment designed to operate on channel bandwidths of 6.25 kHz or less. Furthermore, due to the general age of the system and its components, some portions of the system may have reached an end-of-life status with regards to vendor support. As a result, the county's current radio system does not provide sufficient coverage in many critical parts of the county.

On May 28, 2018, the County of Humboldt issued a Request for Proposals (RFP) for the purpose of selecting a qualified contractor to provide the products and services necessary to complete the Humboldt County Radio System Replacement Project. The proposals submitted in response to the RFP were evaluated and ranked by the county's selection committee. Staff is now returning to your Board in order to enter into a communications system and services agreement with the highest ranking proposer, Motorola Solutions, Inc. The attached communications system and services agreement with Motorola Solutions, Inc. has a term that continues until the date of final project acceptance, expiration of the warranty period or completion of the services, whichever occurs last. The maximum total amount payable by the county for the services rendered, and costs and expenses incurred, pursuant to the terms and conditions of the attached communications system and services agreement shall not exceed \$5,823,042.41.

Motorola Solutions, Inc., through the attached communications system and services agreement, is providing a state-of-the-art communications system for use by the Sheriff's Office and Public Works. This system will, for the first time in the county, interconnect all major radio sites into a cohesive system that will simultaneously rebroadcast all transmission to allow units from the southern portion of the county to communicate directly with units in the northern part of the county. In the current system, units transmitting from the southern portion of the county (e.g. Garberville, Shelter Cove, etc.) would routinely key up during times when northern units (e.g. Orrick, Willow Creek) were communicating with dispatch, or vice versa, with the result being garbled communications necessitating the need to repeat their transmissions. This repetition wastes valuable time and could present life-threatening situations to our deputies and citizens. Being able to communicate countywide also becomes critically important when considering the need to quickly disseminate information in emergencies, such as the case with wildfire. There are very recent examples in Northern California of wildfire quickly overwhelming fire resources requiring mass evacuations and intense coordination within the public safety community.

The new radio system will be highly fault tolerant wherein common network equipment that can affect multiple sites will be redundant to reduce the potential for a single point of failure. Each major site

will also be equipped with a direct current (DC) powered battery system that will maintain power for enough time to allow technicians to travel to the site during a power failure, investigate, and potentially rectify the problem. This type of system could potentially avoid issues that were experienced when the Mt. Pierce site went down for twelve (12) hours, which resulted in the reduced ability to dispatch 911 calls, again endangering our deputies and citizens.

Replacement of the county’s current radio system is expected to take approximately twenty (20) months to complete with a scheduled system acceptance date occurring in late August 2020.

Accordingly, staff recommends that the Board of Supervisors approve, and authorize the Chair of the Board to execute the attached communications system and services agreement with Motorola Solutions, Inc. Staff also recommends that the Board authorize the County Administrative Officer, or a designee thereof, to execute any and all amendments and/or change orders to the attached communications system and services agreement, after review and approval by County Counsel and Risk Management, in order to avoid unnecessary delays in the provision of necessary services and equipment.

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**FINANCIAL IMPACT:**

The maximum amount payable for the services rendered, and costs and expenses incurred, pursuant to the terms and conditions of the attached communications system and services agreement with Motorola Solutions, Inc. shall not exceed \$5,823,042.41. However, if by the end of the year the contract is not executed and first payment made, the contract would have a maximum amount payable of \$6,936,489.

By executing the contract before Dec. 21, 2018, and making the first payment before Dec. 31, 2018, the county will be able to take advantage of the following discounts built in to the contract:

- \$650,964 - system incentive
- \$500,000 - contract execution before Dec. 21, 2018
- \$135,525 - incentive to pay first milestone before Dec. 31, 2018

The above incentives amount to a total discount on the contract of \$1,286,489.

Your Board has allocated a total of \$4,006,206 for this project from the following sources:

<b>Fiscal Year</b>	<b>Allocated</b>	<b>Budget Unit</b>	<b>Notes</b>
FY 2016-17	\$54,698	1100-197 Measure Z - Contributions Other	Journal to IT, paid from Professional Service (118 - Information Technology)
FY 2017-18	\$359,658	1100-297 Sheriff Measure Z	Radio Infrastructure
FY 2017-18	\$750,000	3550-118 Information Technology	Radio Infrastructure-CCP Contribution
FY 2018-19	\$41,850	1100-297 Sheriff Measure Z	Radio Infrastructure

FY 2018-19	\$2,800,000	3550-118 Information Technology	Radio Infrastructure
Total allocated	\$4,006,206		

The remaining balance will be the responsibility of the General Fund. The Sheriff anticipates \$1 to \$2 million in salary savings in the Sheriff Operations and Jail budget units. These funds could be utilized to offset the additional expense associated to the Radio System Replacement Project.

The recommended actions support the Board of Supervisors' Strategic Framework by providing for and maintaining infrastructure, and protecting vulnerable populations.

OTHER AGENCY INVOLVEMENT:

None

ALTERNATIVES TO STAFF RECOMMENDATIONS:

The Board could choose not to approve the attached communications system and services agreement with Motorola Solutions, Inc. However, this alternative is not recommended since it would significantly delay completion of the Radio System Replacement Project.

ATTACHMENTS:

1. Radio Replacement Project Request for Proposal
2. RFP Attachment H Pricing Workbook
3. RFP Attachment G
4. RFP Addendum 1
5. RFP Addendum 2
6. RFP Addendum 3
7. Motorola Solutions Request for Proposal Response
8. Motorola Solutions Communications System and Services Agreement

PREVIOUS ACTION/REFERRAL:

Board Order No.: 18-1396

Meeting of: 11/6/18