

PLACER COUNTY
ADMINISTRATIVE SERVICES DEPARTMENT
MEMORANDUM

TO: Honorable Board of Supervisors

FROM: Clark L. Moots, Director of Administrative Services
Jerry Gamez, Information Technology Manager

DATE: May 26, 2009

SUBJECT: Recommendation to Approve the Sole Source Award of Phase III, Step B of the Countywide Interoperable Radio Network Project in the Amount of \$998,754 to Motorola, Inc.

ACTION REQUESTED

Authorize the Director of Administrative Services to negotiate a contract in the amount not-to-exceed of \$998,754 for the purchase of digital radio infrastructure; approve the sole source award of Phase III, Step B of the Countywide Interoperable Radio Network Project to Motorola, Inc.; authorize the Purchasing Manager to sign the resulting contract with Motorola Inc. upon County Counsel approval; approve a Budget Revision to the Countywide Systems Fund; add the appropriate components to the Countywide Systems Fund's Master Fixed Asset List; approve Phase III, Step B Training Plan; and authorize the Director of Administrative Services and the Purchasing Manager to take all other actions necessary to implement the project.

CURRENT ISSUE

This action will allow for the second (Step B) of five steps in the implementation of Phase III of the Countywide Interoperable Radio Network Project to commence. This five-step approach to implement Phase III of the Countywide Interoperable Radio Network Project is consistent with the Strategic Plan approved by your Board in 2003 and provides Placer County with the ability to migrate its present legacy radio systems onto a new digital radio platform in a fiscally responsible manner. Step B will significantly enhance our ability to migrate non public safety users onto a "live environment", provide the County with a viable roadmap towards interconnectivity between other P25 systems defined as the "Systems to Systems" approach thus increasing the County's opportunity to obtain additional grant funding.

FISCAL IMPACT

In 2003, the Procurement Services Division released Request For Information (RFI) No. 9085 in an effort to develop a list of qualified firms who could deliver a complete countywide, multi-site, VHF, Project 25 compliant, digital trunking system solution. The results of the RFI identified Motorola, Inc. as the only qualified firm to provide a Countywide Interoperable Radio Network solution. Section 1.3 (I) of the Purchasing Policy Manual provides for the sole source procurement of a commodity or service which can only be purchased from one supplier, usually because of its technological, specialized, or unique character.

Funds for the acquisition of Phase III, Step B in the amount of \$998,754 are comprised of the Assistance to Firefighter's Grant (\$462,999) and the Countywide Systems Fund (\$535,755) as outlined in the attached Step B Implementation Funding Summary. Funding for the Site Development costs are included in the FY04 Community Oriented Policing Services Grant (\$96,076), FY05 Community Oriented Policing Services Grant (\$115,484) and the Countywide Systems Fund (\$300,800) as outlined in the attached Site Development Funding Summary. Funds to support the requested Training Plan are included in the Telecommunications Division's Budget Unit. The Grant awards are reimbursement type grants. A budget revision to the Countywide Systems Fund is attached to support this purchase.

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RECOMMENDATION

Authorize the Director of Administrative Services to negotiate a contract in the amount not-to-exceed of \$998,754 for the purchase of digital radio infrastructure; approve the sole source award of Phase III, Step B of the Countywide Interoperable Radio Network Project to Motorola, Inc.; authorize the Purchasing Manager to sign the resulting contract with Motorola Inc. upon County Counsel approval; approve a Budget Revision to the Countywide Systems Fund; add the appropriate components to the Countywide Systems Fund's Master Fixed Asset List; approve Phase III, Step B Training Plan; and authorize the Director of Administrative Services and the Purchasing Manager to take all other actions necessary to implement the project.

BACKGROUND

During the past six years, Placer County has made significant progress in developing and adopting a regional radio strategy that meets new federal standards and significantly enhances interoperability requirements amongst public safety agencies. On February 4, 2003, your Board approved the Countywide Radio Network Strategic Plan which provided a solution for upgrading the County's aging radio communications systems to a state-of-the-art communications network that incorporates the latest in standards-based technology, meets Federal Communications Commission's (FCC) Public Safety Frequency Spectrum requirements and significantly enhances interoperability capabilities essential to effectively protect and serve the citizens of Placer County. This solution is a three-phased approach to implement a new Countywide Interoperable Radio Network Project to replace the County's current 36 legacy radio systems.

Implementing the Countywide Interoperable Radio Network Project during these uncertain economic times continues to be technologically challenging, administratively complex and will require approximately \$22,000,000 in infrastructure improvements and \$4,000,000 in new end user radio equipment. It is expected that this project will be completed over the next several years. To date approximately \$9 million in Federal Congressional Earmarks, Homeland Security Grants and County Funds have been acquired and allocated towards the implementation of the Countywide Interoperable Radio Network Project.

In an effort to migrate the County's present legacy radio systems onto a new digital radio platform in a fiscally responsible manner, the Administrative Services Department (Department) was directed by the County Executive Office to develop a five-step plan for implementation of Phase III of the Countywide Interoperable Radio Network Project. The Five-Step Phase III Implementation Plan is defined as follows:

- Step A - Master Site/Dewitt Radio Site/Dispatch Upgrade
- Step B - West Basin Simulcast/Network Monitoring System
- Step C - I-80 Corridor Simulcast/Intelli-site Repeaters
- Step D - Tahoe Basin Simulcast
- Step E - OES Conventional Analog System/Spare Kit

On March 11, 2008, your Board approved the sole source award of Phase III, Step A of the Countywide Interoperable Radio Network Project in the amount of \$3,460,294 to Motorola, Inc. As a result of your Board's action, Phase III, Step A is now complete. With the successful implementation of this initial step, the foundation of a phased state-of-the art radio communications network has been developed. In addition, Placer County's investment in acquiring the necessary VHF Public Safety radio frequencies for the countywide radio communications network are protected by meeting the FCC's build-out dates of February 2009.

Your leadership and continued support of this mission critical interoperable communications project will ensure the County's Public Safety Agencies have the necessary tools to meet their day-to-day communications needs and effectively respond to any disaster, whether natural or man-made.

PROBLEM STATEMENT

Over the past several years, State and Federal funding sources have experienced a significant decrease due to competing priorities. Because of the cost and magnitude of the project and the current lack of available funding within the federal and local government budgets, it has been determined that Phase III cannot be fully implemented in a single step.

Efforts to identify available funding sources continue and on October 2, 2007, Placer County executed a Countywide Interoperable Communications System Cooperative Agreement with the Placer County Unincorporated Fire Protection Districts/Departments to seek grant funding for infrastructure costs associated with fire service operation requirements. As a result of this agreement, the Administrative Services Department established a contract with a firm specializing in grant writing services to assist with the development of comprehensive interoperable radio communications grants.

On March 2, 2009, the U.S. Department of Homeland Security's Assistance to Firefighter's Grant Office notified the Placer Hills Fire Protection District that their regional grant submittal requesting funding to support the Countywide Interoperable Radio Communications Project had been funded in the amount of \$462,999. Agencies represented in this regional grant award include the Placer Hills Fire Protection District, the Foresthill Fire Protection District and the Dutch Flat Fire Protection District. The grant period is identified as February 20, 2009 through February 19, 2010 and requires 10% in matching funds. The total funding being applied towards the project is \$462,999 comprised of \$416,700 in federal funds and \$46,299 in matching funds.

Today the Department is requesting your Board's approval of a budget revision to the Countywide Systems Fund to allocate the Assistance to Firefighter's Grant award in the amount of \$462,999 and appropriate funding within the Countywide Systems Fund currently allocated towards the Countywide Interoperable Radio Network Project to be utilized to implement a portion of Phase III, Step B.

The Department has identified the Penryn and Iron Mine Radio Sites as the two most viable facilities to provide the greatest radio coverage in a phased implementation approach. These sites will enhance our ability to continue to test multiple subscriber units in a "live environment", allow for non public safety users including the Department of Public Works, Transit and Animal Control to be migrated onto the new network and provide the County with a viable roadmap towards interconnectivity between other P25 systems defined as the "Systems to Systems" approach thus increasing the County's opportunity for obtaining additional grant funding.

In 2003, as a result of Request for Information (RFI) No. 9085, the Procurement Division identified Motorola, Inc. as the only qualified firm to provide a complete countywide, multi-site, VHF, Project 25 compliant, digital trunking solution. Section 1.3(I) of the Purchasing Policy Manual provides for the sole source procurement of a commodity or service which can only be purchased from one supplier, usually because of its technological, specialized, or unique character.

On April 24, 2009, County staff received a proposal from Motorola, Inc. to implement multiple scenarios of Phase III, Step B and direction has been provided to Motorola to deliver a revised proposal for the purchase of the required digital radio infrastructure to implement the Penryn and Iron Mine Radio Sites. County staff estimates the cost to implement these two sites as \$998,754. This estimate is based on Motorola's Western States Contracting Alliance (WSCA) contract pricing structure utilized to implement Phase III, Step A.

Other actions necessary to implement Phase III, Step B include new or modifications to existing Public Safety Site Lease Agreements, site development upgrades to support new digital radio technologies and the adoption of a comprehensive training plan to support the Countywide Interoperable Radio Network's digital radio technologies.

The Department is seeking your Board's approval for the Director of Administrative Services to modify the existing Public Safety Site Lease Agreements and/or enter into new less costly agreements to support the deployment of new digital technologies in remote mountaintop locations. These agreements are required due to the phased implementation of the Countywide Radio Network Project. The existing tower and shelter facilities were designed over 20 years ago, do not meet new digital technology requirements, and are not sized or engineered to support additional radio infrastructure. These Public Safety Radio locations include Iron Mine, Foresthill, Mt. Pluto, Beacon Hill and Gold Run. As new agreements are identified the Department continues to work closely with the Facility Services' Property Management Division, County Counsel and Risk Management to ensure these agreements meet County policies and projects goals.

Currently grant funding for the purchase of radio towers, antenna equipment, emergency generators, environmental controls, grounding units, security fencing and related site development costs for the Foresthill and Iron Mine Public Safety Radio Site exists. These funding sources are identified in Attachment A and include grants from the Office of Community Oriented Policing Services (COPS), the Countywide Systems Fund and a planned cellular company partner. The Department is seeking your

Board's approval to negotiate and execute the necessary contracts to support the upgrade of these Public Safety Radio Sites in accordance with the Essential Services Act of 1986.

In addition, our Radio Services Group and Motorola's Engineering Division have identified a comprehensive training plan that provides County staff with the knowledge and skill sets necessary to support the Countywide Interoperable Radio Network's advanced digital technologies. Motorola's "Factory Certification" training center is located in Schaumburg, Illinois. Chapter 2 of the Administrative Rules requires that your Board approve out-of-state travel costing more than \$3,500. The cost for training is \$27,800 and travel associated with attending this training is estimated at \$8,000 as identified in Attachment B.

In order to move forward with the implementation of this portion of Phase III, Step B of the Countywide Interoperable Radio Network Project including upgrading existing radio facilities to support new digital radio technologies, providing County staff with the knowledge and skill sets to support these new digital radio technologies and continue with our efforts to implement the final phase of the Countywide Radio Network Strategic Plan in a fiscally sound manner, your Board's approval is being requested. Efforts to secure federal and state funding for the implementation of Steps B through E will continue and the implementation of these steps will be contingent upon available funding and future approval by your Board.

FISCAL IMPACT

In 2003, the Procurement Services Division released Request For Information (RFI) No. 9085 in an effort to develop a list of qualified firms who could deliver a complete countywide, multi-site, VHF, Project 25 compliant, digital trunking system solution. The results of the RFI identified Motorola, Inc. as the only qualified firm to provide a Countywide Interoperable Radio Network solution. Section 1.3 (l) of the Purchasing Policy Manual provides for the sole source procurement of a commodity or service which can only be purchased from one supplier, usually because of its technological, specialized, or unique character.

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Respectfully submitted,

Clark L. Moots
Director of Administrative Services

Cc: Richard E. Colwell, Chief Assistant County Executive Officer
Edward Bonner, Sheriff-Coroner-Marshal
Rui Cunha, Emergency Services Program Manager
Ian Gow, Placer Hills Fire Protection District
Kurt Snyder, Foresthill Fire Protection District
Jim Boggan, Purchasing Manager

Attachments

**ADDITIONS TO MASTER FIXED ASSET LIST
COUNTYWIDE SYSTEMS FUND
303010**

<u>QTY</u>	<u>DESCRIPTION</u>	<u>UNIT COST</u>	<u>TOTAL COST</u>
1	Countywide Radio Project Phase III, Step B Comprised of the Iron Mine Radio Infrastructure & Foresthill Radio Infrastructure	\$998,754	\$998,754
<hr/>			
	Total Fixed Asset Additions		\$998,754

PLACER COUNTY

BUDGET REVISION

PAS DOCUMENT NO. _____

POST DATE:

DEPT NO.	DOC TYPE	Total \$ Amount	TOTAL LINES
10	BR	1,284,698.00	4

- Cash Transfer Required
 Reserve Cancellation Required
 Establish Reserve Required

my

- Auditor-Controller
 County Executive
 Board of Supervisors

ESTIMATED REVENUE ADJUSTMENT											APPROPRIATION ADJUSTMENT										
DEPT NO.	T/C	Rev	Fund	Sub Fund	OCA	PCA	OBJ 3	PROJ	PROJ DTL	AMOUNT	DEPT NO.	T/C	Rev	Fund	Sub Fund	OCA	PCA	OBJ 3	PROJ	PROJ DTL	AMOUNT
10	006		250	104	303010		2530 2780			462,999.00	10	015		250		303010		2555			179,350.00
											10	014		250		303010		4451			179,350.00
											10	014		250		303010		4451			462,999.00
TOTAL										462,999.00	TOTAL										821,699.00

REASON FOR REVISION: Budget revision to add Assistance to Firefighter's Grant (\$462,999) to the Countywide Systems Fund for the Countywide Radio Project and adjust current appropriated dollars within the Countywide Radio Fund to Obj4451, Fixed Asset Purchases, to accomodate Phase III, Step B of the Countywide Interoperable Radio Network Project.

Prepared by Sandy Hammock Ext 4226
 Department Head [Signature]
 Board of Supervisors _____

Date: 5/26/09
 Page: _____

Budget Revision # _____ FOR INDIVIDUAL DEPT USE

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