

AGENDA REPORT

TO: Mayor Pat Humphrey and the Clare City Commission
FROM: Ken Hibl, City Manager
DATE: August 2, 2018
RE: Equipment Purchase – 800mhz Portable Police Radios

For the Agenda of August 6, 2018

Background. The City's approved Fiscal Year 2018/2019 Budget and Capital Improvement Program Schedule includes the purchase of new 800mhz portable police radios. In completing its due diligence to procure these radios, our police department determined (*see copy of att'd email of Captain Saad – sole source justification*) that they need to stay with time & use-proven Motorola radios vs. the slightly less expensive 800mhz portable Kenwood radios recently purchased by the Clare Fire Department for the reasons outlined in the referenced email. Crouch Electronics is the Michigan State Contract provider for the Motorola radios; consequently, we are assured that this is the best governmental purchase price available for these radios and justifies the sole source purchase of the radios from that company. The City Commission is asked to approve the sole source equipment purchase using the state purchasing system *the City's approved Fiscal Year 2018/2019 Budget and Capital Improvement Program Schedule includes \$11,000 for the purchase of new 800mhz portable police radios.*

Issues & Questions Specified. Should the City Commission approve the sole source purchase of four 800mhz Portable Police Radios and needed accessories?

Alternatives.

1. Approve the purchase.
2. Not approve the purchase.
3. Direct that additional quotes be requested.
4. Set this matter aside for future consideration and deliberation at a future scheduled meeting.

Financial Impact. This purchase is included in the City's approved FY2018/19 Budget; \$11,000 was budgeted for this purchase.

Recommendations. I concur with Captain Saad's recommendation to purchase four Motorola 800mhz portable radios from Crouch Electronics for the Clare Police Department at a cost not to exceed \$9,999.76 by adoption of Resolution 2018-087 (*copy att'd*).

Attachments.

1. Quotes
2. Resolution 2018-087.



Quote Number: QU0000445934
 Effective: 11 JUL 2018
 Effective To: 10 OCT 2018

Bill-To:
 CLARE POLICE DEPARTMENT
 207 WEST FIFTH STREET
 CLARE, MI 48617
 United States

Ultimate Destination:
 CLARE POLICE DEPARTMENT
 207 WEST FIFTH STREET
 CLARE, MI 48617
 United States

Attention:
Name: Dave Saad
Phone: (989) 386-2121

Sales Contact:
Name: Kevin Courtney
Email: kevinc@chrouch.com
Phone: (231) 972-0339

Contract Number: MICHIGAN STATE CONTRACT
Freight terms: FOB Destination
Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	Your price	Extended Price
1	4	H51UCF9PW6AN	APX 4000 7/800 MHZ MODEL 2 PORTABLE	\$1,268.90	\$5,075.60
1a	4	QA04865AA	ADD: TWO KNOB CONFIGURATION	-	-
1b	4	H885BK	ADD: 3Y ESSENTIAL SERVICE	\$90.00	\$360.00
1c	4	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SIN	\$1,014.87	\$4,059.48
1d	4	QA01833AD	EXTREME NOISE REDUCTION	\$16.16	\$64.64
2	4	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	\$44.76	\$179.04
3	4	PMMN4050A	MICROPHONE,IMPRES REMOTE SPEAKER MIC, NC	\$65.25	\$261.00

Total Quote in USD

TOTAL
 \$9,999.76
 2,499 EACH

- * This quote contains items with approved price exceptions applied against it
- * This quote contains items that reflect discounts from approved total Price Exception of (\$5273)

Customer is responsible for the \$250.00 per unit MPSCS activation fees.

THIS QUOTE IS BASED ON THE FOLLOWING:

1 This quotation is provided to you for information purposes only and is not intended to be an offer or a binding proposal.

If you wish to purchase the quoted products, Motorola Solutions, Inc. ("Motorola") will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged.

Thank you for your consideration of Motorola products.

- 2 Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.
- 3 Purchaser will be responsible for shipping costs, which will be added to the invoice.
- 4 Prices quoted are valid for thirty(30) days from the date of this quote.
- 5 Unless otherwise stated, payment will be due within thirty days after invoice. Invoicing will occur concurrently with shipping.

Date: 07/12/2018
To: Motorola Solutions Inc
1301 E. Algonquin Rd.
Schaumburg, IL 60196

From: Clare Police Department

Bill to Address: Clare Police Department
207 West Fifth Street
Clare, MI 48617

Subject: Notice to Proceed for Motorola Solutions Inc quote number QU0000445934 dated "07/11/2018" in the amount of \$9,999.76.

This document serves as notice to proceed and proof of funds encumbered for the above referenced quote/proposal. The terms and conditions of "Michigan State Contract" apply to this purchase order. "Clare Police Department" agrees to pay Net 30 Terms upon delivery of the order.

Ultimate Destination:
Clare Police Department
207 West Fifth Street
Clare, MI 48617

Please ship to:
Chrouch Communications, Inc.
6644 9 Mile Road
Mecosta, MI 49332

Payments can be authorized based solely on this document. I submit that I am a duly authorized employee of our organization and that my signature makes this a legal and binding document.

Signed,

Dave Saad, Captain
Clare Police Department

Billing Address:
 Clare Police Department
 207 W. Fifth St.
 Clare, MI 49617
 United States

Quote Date:06/28/2018
 Expiration Date:08/16/2018
 Quote Created By:
 Brent Schnell
 Sr. Account Manager
 brentaschnell@gmail.com
 6307505474

Customer:
 Clare Police Department
 Brian Gregory
 bgregory@cityofclare.org
 989-386-2121

Contract:
 MICHIGAN STATE, OF

Line #	Item Number	Description	Qty	Sale Price	Ext. Sale Price
	APX™ 4000 Series	APX4000			
1	H51UCF9PW6AN	APX 4000 7/800 MHZ MODEL 2 PORTABLE	1	\$1,472.25	\$1,472.25
1a	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	1	\$1,177.50	\$1,177.50
1b	H885BK	ADD: 3Y ESSENTIAL SERVICE	1	\$90.00	\$90.00
1c	QA04865AA	ADD: TWO KNOB CONFIGURATION	1	\$0.00	\$0.00
1d	H842BJ	ADD: SINGLE UNIT PACKAGING	1	\$0.00	\$0.00
2	NNTN8575ABLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT CABLE BLACK	1	\$360.00	\$360.00
3	NNTN8844A	CHARGER, MULTI-UNIT, IMPRES 2, 6-DISP, NAVLA-PLUG, ACC USB CHGR	1	\$937.50 156.25	\$937.50 156.25

SINGLE CHARGER

250.00 MPSCS ACTIVATION

\$3506.00
 TOTAL EACH
 x 4
 14,024.00 TOTAL



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 Purchase Terms and Conditions govern the purchase of the Products.



Customer #: 71618
Quote Number #: 71618

Prepared By: Tyler Stegman
Email: tsteigman@procomminc.net

Office: 989-772-3751
Mobile: 989-317-7938

Date: 7/16/2018
Expiration: 10/16/2018

Prepared For: Clare Police Department
Company: Captain David A Saad
Phone: 989-386-2121
Email: dsaad@cityofclare.org

Bill to: Clare Police Department
Address: 207 West 5th Street
Clare, MI 48617

Ship to: Pro Comm Inc
Address: 2099 Independence Drive
Mt. Pleasant, MI 48858

Line Qty Model Description

- 4 APX4000 MODEL 2 PORTABLE RADIO
- 4 H51UCF9PW6AN APX4000 71800MHZ MODEL 2 PORTABLE
- 4 QA04865AA ADD: TWO KNOB CONFIGURATION
- 4 H885BK ADD: 3Y ESSENTIAL SERVICE
- 4 QA02756AB ENH: 3600 OR 9600 TURKING BAUD SIN
- 4 PMPN4174A SINGLE UNIT DESKTOP CHARGER
- 4 PMMN4069A SPEAKER MICROPHONE WITH WINDPORTING AND 3.5MM JACK
- 4 PROGRAMMING

Michigan State Contract #071B2200101 Discount (25%)

THIS QUOTE IS BASED ON THE FOLLOWING:

- 1 Thank you for your consideration of Motorola products.
- 2 Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.
- 3 Prices quoted are valid for thirty(30) days from the date of this quote (unless expressly stated).
- 4 MPSCS radio activation fees, if applicable, are the responsibility of the customer.

Line	Qty	Model	Description	Unit Price	Extended Price
4		APX4000 MODEL 2 PORTABLE RADIO		\$ 7,852.00	
4		H51UCF9PW6AN APX4000 71800MHZ MODEL 2 PORTABLE		\$ -	
4		QA04865AA ADD: TWO KNOB CONFIGURATION		\$ 360.00	
4		H885BK ADD: 3Y ESSENTIAL SERVICE		\$ 6,280.00	
4		QA02756AB ENH: 3600 OR 9600 TURKING BAUD SIN		\$ 277.00	
4		PMPN4174A SINGLE UNIT DESKTOP CHARGER		\$ 484.00	
4		PROGRAMMING		\$ 60.00	
Michigan State Contract #071B2200101 Discount (25%)					
Total					\$ (3,687.24)



MOTOROLA SOLUTIONS

+250.00 MPSCS ACTIVATION X 4 = 1,000.00

\$ 12,625.76 TOTAL

3,156.44 EACH

MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.

Ken Hibl

From: Ken Hibl
Sent: Thursday, August 02, 2018 6:58 AM
To: Ken Hibl
Subject: FW: 800 radios

From: Dave Saad
Sent: Tuesday, July 17, 2018 1:50 PM
To: Steven Kingsbury; Ken Hibl
Cc: Brian Gregory; Dave Saad
Subject: RE: 800 radios

Good morning,

It was our hope to purchase 6 radios this year with the \$11,000 amount available. We were initially quoted for the APX6000 portable as this is the standard unit used by law enforcement. These are proven durable and are water proof, built tough with a metal frame covered by rubber/plastic and expected to be the same quality we have currently come to rely upon. Unit cost for these had a "sale" price of \$2,269.50. Purchasing these with the needed accessories such as chargers, microphones, etc plus activation and programming we would have been able to purchase two with the funds available.

We therefore looked into the APX4000 which is the next step down but still quality for daily law enforcement use. We received a unit cost of \$1,930.00 each by Crouch. Total bid amount was \$11,625.76. Crouch contacted Motorola on our behalf requesting a cheaper price and were able to get the unit cost down to \$1,268.90 but more importantly lower the entire cost of purchase to \$9,999.76, allowing us to add in the MPSCS activation fee and get us under the \$11,000.00 amount available. Crouch also added on a three year warranty at no cost. None of the other quotes were comparable.

I have reviewed the Kenwood quote the fire department submitted to our commission. We are concerned how with how these radios will hold up to the daily use by our officers. Unlike firefighters who use them only during calls, we use our radios daily for 12+ hours. Some of our current Motorola radios were purchased in early 2000 and the others in 2009. Of those only one is not operational and that is because parts are no longer available. Besides replacing batteries these have been used without failure. APX4000 have been purchased by the county for deputies the past three years and they have had no issues. If needed batteries can be exchanged during an incident by officers. The Kenwood radio is \$254.00 cheaper per unit but is not tried and tested for the long term. Motorola also offers a 3yr instead of 12 month warranty. For these reasons we strongly recommended staying with Motorola.

Captain David A Saad
Clare Police Department
207 W 5th Street
Clare, MI 48617

"If you find yourself in a fair fight, your tactics suck!" - Colonel Jeff Cooper

RESOLUTION 2018-087

A RESOLUTION OF THE CLARE CITY COMMISSION APPROVING THE PURCHASE OF 800MZH PORTABLE POLICE RADIOS.

WHEREAS, the City's approved Fiscal Year 2018/2019 Budget and Capital Improvement Program Schedule includes \$11,000 for the purchase of new 800mhz portable police radios; and

WHEREAS, the Clare Police Department conducted a due diligence search to purchase these radios at the best possible price through the State of Michigan Contract; and

WHEREAS, the sole source vendor under said state contract is Crouch Electronics; and

WHEREAS, said vendor has provided the City a purchase quote of \$9,999.76 for the purchase of four Motorola 800mhz portable radios and all required accessories; and

WHEREAS, the City Staff has recommended the purchase of said radios for said cost from said sole source vendor; and

WHEREAS, the City Commission has reviewed and considered said recommendations and determined the recommendations to be sound and prudent.

NOW THEREFORE BE IT RESOLVED THAT the City Commission of the City of Clare hereby approves the sole source purchase of four 800mhz portable police radios and all required accessories and authorizes the expenditure of funds to facilitate said purchase from Crouch Electronics for a purchase price not to exceed \$9,999.76.

ALL RESOLUTIONS AND PARTS OF RESOLUTIONS INsofar AS THEY CONFLICT WITH THE PROVISIONS OF THIS RESOLUTION BE AND THE SAME ARE HEREBY RESCINDED.

The Resolution was introduced by Commissioner _____ supported by Commissioner _____. The Resolution declared adopted by the following roll call vote:

YEAS:

NAYS:

ABSENT:

Resolution approved for adoption on this 6th day of August 2018.

Diane Lyon, City Clerk