



Interoffice Memorandum

August 4, 2020

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM: Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Information Systems and Services
Division
407-836-5200

SUBJECT: Approval of Contract Y21-100-MV, Maintenance and Support for the
County Motorola Communications Radio Systems, Equipment and Radios

ACTION REQUESTED:

Approval of Contract Y21-100-MV, Maintenance and Support for the County Motorola
Communications Radio Systems, Equipment and Radios, to Motorola Solutions, Inc. in
the contract award amount of \$12,525,081.57 for a six-year performance period
beginning October 1, 2020.

PROCUREMENT:

This contract will provide 24/7 repair, maintenance and support for County owned
Motorola radio infrastructure equipment, communications equipment, radios, 911 radio
dispatch consoles and microwave systems.

FUNDING:

Funding is available in account number 0001-031-0565-3820 for the estimated contract
award amount of \$1,930,808.79 for the first year.

APPROVALS:

The Information Systems and Services Division concurs with this recommendation.

REMARKS:

Motorola Solutions, Inc. was approved through the standardization process for services
and equipment in October, 2017.

The County through a contract with Motorola, Inc. completed a \$20,746,223 upgrade of
its 800 MHz radio system during May 2012. Also, the County purchased 1,301
Motorola radios, including software, for the Sheriff's Office for \$8,900,000. This system
supports the Sheriff's Office, Fire Rescue, Public Works, Utilities and other County
departments. It also provides communications services for other police and fire
departments throughout the County. This maintenance contract will support all aspects
of the system including portable and mobile radios, various antenna systems, 24/7
response on critical components and the system infrastructure.

Approval of Contract Y21-100-MV, Maintenance and Support for Motorola Communications Systems, Equipment and Radios

These purchases coupled with maintenance support for existing Motorola communications equipment drives the need for this contract with Motorola. The warranty for the upgrade of the 800 MHz radio system expired in January, 2014 and the warranty for the Sheriff's Office radios has also expired. This maintenance and support contract provides 24 hour service for the 800 MHz radio system and 911 radio dispatch consoles. It also provides repair and maintenance support for the mobile and portable radio equipment used in conjunction with the system. Therefore, maintenance and support services for the 800 MHz upgrade, the Sheriff's radios, other radios and communications equipment must be supported by this contract.

These Motorola systems, radios and other communications equipment are proprietary Motorola products. No other source is capable of providing the maintenance and software support to ensure optimum performance and reliability.

Although higher than the previous costs for this service due to the inclusion of additional requirements, the annual costs are considered reasonable because of the overall consistency with previous Motorola pricing.