



## Interoffice Memorandum

October 3, 2022

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

*Carrie Mathes*  
FROM:

Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

CONTACT: Rafael Mena, Chief Information Officer, Information Systems and  
Services Division  
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SUBJECT: Approval of Contract Y23-102, Motorola Master Agreement

### ACTION REQUESTED:

Approval of Contract Y23-102, Motorola Master Agreement, with Motorola Solutions, Inc., in the contract award amount of \$2,750,000, for a one-year term. Further request authorization for the Procurement Division to renew the contract for four additional one-year terms.

### PROCUREMENT:

This contract will provide the Information Systems and Services Division (ISS) with the ability to purchase Motorola vehicle and handheld radios, parts, accessories, etc. It allows ISS to purchase items and services not under a maintenance agreement. These items typically include Motorola services such as cyber security for the public safety system, various Motorola applications and interfaces to the system, Motorola software products, and system expansion such as increasing radio system capacity with various Motorola electronic purchases. The purchases include items such as radio base stations, amplifiers, combiners, any proprietary hardware and software related to the Motorola platform. The performance period is January 1, 2023 through December 31, 2023.

### FUNDING:

Funding is available in a CIP and various departmental operating budgets.

### APPROVALS:

The Information Systems and Services Division concurs with this recommendation.

REMARKS:

Orange County has been using Motorola radio communications equipment and services since approximately 1962. This critical public safety radio communication system provides support to many County departments, including Corrections and the Convention Center, as well as Orange County Public Schools, LYNX, the Orlando Utilities Commission, local law enforcement agencies, fire rescue departments, hospitals, and medical services throughout Orange County.

In December, 1992, the Board approved an \$18.5 million system upgrade for a total of 10 tower/roof-top locations. In November 2010, the Board approved a \$20.7 million system with Motorola to expand the system to 17 tower/roof-top locations. Based on the volume of equipment, the maintenance requirements and the critical nature of public safety equipment, a procurement standardization was approved for Motorola Solutions, Inc. in October 2017 for public safety radio equipment.

Orange County has established Motorola equipment and services and has negotiated an agreement for a new Master Agreement which provides Orange County 5% – 27% savings from the Motorola list pricing.

The Board previously approved an existing maintenance and support agreement with Motorola until September 2026. This new contract will allow the County to purchase equipment and services to expand the public safety system as needed or enhance services.

A comparison of prices for similar services was conducted using the Broward County Sheriff's Office contract, Polk County contract, and NASPO Value Point contract for comparisons across Florida and the United States. The price analysis indicated the pricing for equipment and services is consistent with the process paid by these entities. Based on this analysis the price is considered reasonable.