



# Monterey County

**Item No.**

## Board Report

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

**Legistar File Number: A 20-415**

**October 20, 2020**

**Introduced:** 10/5/2020

**Current Status:** Criminal Justice - Consent

**Version:** 1

**Matter Type:** BoS Agreement

- a. Authorize the Contracts/Purchasing Officer or Contracts Purchasing Supervisor to execute an Agreement with Motorola Solutions, Inc, for the leasing of portable digital radios for the period of November 1, 2020 through November 1, 2025, in the maximum amount of \$398,415;
- b. Accept non-standard contract provisions as recommended by the Chief Probation Officer;
- c. Authorize the Contract/Purchasing Officer or Contracts Purchasing Supervisor and the Chief Probation Officer to sign and execute the appropriate documents and verifications when required; and
- d. Authorize the Contracts/Purchasing Officer or Contracts Purchasing Supervisor to issue purchase orders on an as-needed basis pursuant this Agreement over the period of November 1, 2020 through November 1, 2025.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Authorize the Contracts/Purchasing Officer or Contracts Purchasing Supervisor to execute an Agreement with Motorola Solutions, Inc, for the leasing of portable digital radios for the period of November 1, 2020 through November 1, 2025, in the maximum amount of \$398,415;
- a. Accept non-standard contract provisions as recommended by the Chief Probation Officer;
- b. Authorize the Contract/Purchasing Officer or Contracts Purchasing Supervisor and the Chief Probation Officer to sign and execute the appropriate documents and verifications when required; and
- c. Authorize the Contracts/Purchasing Officer or Contracts Purchasing Supervisor to issue purchase orders on an as-needed basis pursuant this Agreement over the period of November 1, 2020 through November 1, 2025.

### SUMMARY:

It is requested that the Board authorize the Contracts/Purchasing Officer or Contracts Purchasing Supervisor to sign a non-standard Agreement with Motorola Solutions, Inc, and to issue purchase orders on an "as needed" basis, in the aggregate amount not to exceed \$398,415 over the period November 1, 2020 through November 1, 2025. At this time, the Probation Department requires fifty-five (55) new handheld digital radios to support the execution of their duties.

### DISCUSSION:

County radio infrastructure to support their law enforcement operations within the county. Current radios are no longer being manufactured and are not under warranty. With battery replacement expensive and outdated technology causing substandard capability issues, the radios are incapable of functioning at a minimum safe level in numerous locations within the county.

The improved multi-band functionality will allow probation officers to communicate in any area within

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the county, thereby improving officer safety. County radio personnel have recommended the Motorola radio conversion. Several relevant improvements provided by these new radios include:

- a. Improved connectivity and operability in the field
- b. Improved sound quality
- c. Multi-band vs analog single-band
- d. Improved technology from existing radios
- e. Better ergonomic feel for the operators
- f. Decreased maintenance issues from current radios

The proposed Lease Agreement is non-standard for the County and is based upon the Vendor's standard agreement and leasing terms. The Board has previously approved similar lease agreements with Motorola Solutions for the Sheriff's Office, the Office of the Public Defender and the Office of the District Attorney. The lease is necessary to replace older radios which are past their useful life.

This agreement provides these state-of-the-art multi-band radios to the Probation Department from November 1, 2020 through November 1, 2025. After the submission of a fully executed Equipment-Lease Purchase Agreement, Lease Number 24934, to Motorola Solutions, Inc, the final version of the lease will be prepared by Motorola Solutions, Inc. and completed as authorized herein.

OTHER AGENCY INVOLVEMENT:

The Agreement was approved as to form by County Counsel, but not as to risk, as the terms and conditions of the lease documents, including indemnification, are non-standard, and Motorola did not provide the required insurance information. The Auditor/Controller has approved the agreement as to fiscal provisions.

FINANCING:

The total purchase price for the portable radios, accessories, and tax is \$398,415.25 for five years. The first payment under this lease, in the amount of \$79,683.05, is due in Fiscal Year 2021-22. This payment and the four subsequent annual payments of \$79,683.05 will be incorporated as mission-critical safety equipment in the budget development process of FY 2021-22 and subsequent fiscal years.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This recommendation supports key objectives of: 1) Infrastructure, by providing staff with new equipment to increase operational efficiencies; and 2) Public Safety, by enhancing public safety communications which assist Probation personnel in offender supervision and community safety.

- Economic Development
- Administration
- Health & Human Services
- Infrastructure
- Public Safety

Prepared by: Wendi Reed, Management Analyst II, ext. 3985  
 Approved by: Todd Keating, Chief Probation Officer, ext. 3913

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Attachments:

Board Report

Agreement with Motorola Solutions FY 22-25

Exhibit A Cost and Equipment List

Exhibit B Motorola Contractual Terms

Exhibit C Motorola Software License Agreement

Exhibit D Cooperative Purchasing Program of Houston-Galveston Area Council of Governments  
("HGAC") and Motorola's master agreement with HGAC, executed July 25, 2018,  
and identified as Contract No. RA-05-15

Exhibit E Monterey County Scope of Services

Exhibit F Equipment Lease Purchase Agreement Delivery and Acceptance

d.