



# County of Monterey

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

## Board Report

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**File #: A 24-222, Version: 1**

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- a. Approve and authorize the Chief Information Officer to execute a non-standard Agreement with Motorola Solutions, Inc., incorporating the terms of Sourcewell Contract Number 042021-MOT, for “Public Safety Communications Technology and Hardware Solutions” as needed for a term beginning upon the effective date of the Board resolution and ending June 23, 2025, for a total contract amount of \$2,000,000; and
- b. Approve and authorize the Chief Information Officer or his designee, to execute order confirmations and such documents as are necessary to implement the agreement for the County’s purchase of products, services, and support; and
- c. Accept non-standard Agreement provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer or designee to sign up to three (3) additional amendments to this Agreement, each extending the term by one year, where the additional costs per year do not exceed 10% (\$200,000) of the annual payment amount of \$2,000,000 scheduled in the original one-year contract, bringing the maximum additional compensation to \$200,000 per additional one-year term with a potential overall Agreement aggregate not to exceed amount of \$2,600,000.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Chief Information Officer to execute a non-standard Agreement with Motorola Solutions, Inc., incorporating the terms of Sourcewell Contract Number 042021-MOT, for “Public Safety Communications Technology and Hardware Solutions” as needed for a term beginning upon the effective date of the Board resolution and ending June 23, 2025, for a total contract amount of \$2,000,000; and
- b. Approve and authorize the Chief Information Officer or his designee, to execute order confirmations and such documents as are necessary to implement the agreement for the County’s purchase of products, services, and support; and
- c. Accept non-standard Agreement provisions as recommended by the Chief Information Officer; and
- d. Authorize the Chief Information Officer or designee to sign up to three (3) additional amendments to this Agreement, each extending the term by one year, where the additional costs per year do not exceed 10% (\$200,000) of the annual payment amount of \$2,000,000 scheduled in the original one-year contract, bringing the maximum additional compensation to \$200,000 per additional one-year term with a potential overall Agreement aggregate not to exceed amount of \$2,600,000.

### SUMMARY:

The Information Technology Department (ITD) procures public safety communications technology products and services for the county-wide public safety radio communications system and associated radio communication sites. Motorola Solutions Incorporated will provide mission-critical communication products and hardware solutions that can be integrated into a wide range of agencies' equipment with greater proficiency and efficiency. The approval of this agreement will allow ITD to purchase necessary public safety technology products and services at a discounted rate through a cooperative agreement competitively bid through Sourcewell.

### DISCUSSION:

The State of Minnesota legislature adopted Resolution No. 2020-19 for the Sourcewell cooperative contract. It provides registered members with an efficient procurement process by putting forth a Request For Proposal (RFP) for national, competitive solicitations that meet or exceed the needs of participating agencies and permitting Sourcewell to procure products from nationally acclaimed providers.

The County of Monterey is a registered member (ID# 18170) of Sourcewell. Membership allows the County to piggyback off Sourcewell's negotiated contract terms for awarded solicited proposals. This procurement process provides an effective, efficient mechanism for the procurement of public safety communications technology and hardware solutions related products and services certifying the judicious use of public funds.

Sourcewell entered into an agreement with Motorola Solutions, Inc. on July 4, 2021, with an expiration date of June 23, 2025. The solicitation Request for Proposal (RFP) #042021 includes public safety communications technology and hardware solutions.

The Information Technology Department provides significant support for the Next Generation Radio System (NGEN) project, which is comprised of twenty-eight public safety agencies throughout Monterey County.

The NGEN project involves installing and upgrading radio transmit sites throughout Monterey County as well as primary and backup system cores at the Information Technology and Emergency Communications Departments. Motorola Solutions Inc. provides public safety mission-critical land mobile radio systems, hardware, and subscriber unit solutions, ensuring that the County's public safety communication system is available to the maximum number of first responders possible and is operated and maintained efficiently and effectively.

Approval of this non-standard Agreement will allow the County to procure products and services at a discounted rate. As such, the Chief Information Officer recommends the approval of this non-standard Agreement with Motorola Solutions Inc., which utilizes the Sourcewell Cooperative Agreement.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed this non-standard Agreement. Auditor-Controller reviewed the Agreement and does not agree to the non-standard payment provisions.

**FINANCING:**

Required funding for each request will be sourced from the requesting customer and will have written authorization to support before the expenditure. Any requests related to NGEN will be pre-approved and discussed with both the NGEN user group and the Emergency Communications Department as they manage those funds.

**BOARD OF SUPERVISORS STRATEGIC INITIATIVES:**

The communication sites provide critical radio communications to the County of Monterey.

☐ Economic Development  
☐ Administration  
☐ Health & Human Services  
☒ Infrastructure  
☒ Public Safety

Prepared by: Teresa Meister, Management Analyst II, 759-6938

Approved by:

\_\_\_\_\_  
Date: \_\_\_\_\_  
Eric A. Chatham, Chief Information Officer, 759-6920

Attachments:  
Motorola Solutions, Inc. Sourcewell Contract