



# County of Monterey

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

## Legislation Details (With Board Report)

<b>File #:</b>	A 20-368	<b>Name:</b>	Lease Agreement with Motorola - 350 Radios
<b>Type:</b>	BoS Agreement	<b>Status:</b>	Passed - Monterey County Sheriff's Office
<b>File created:</b>	8/27/2020	<b>In control:</b>	Board of Supervisors
<b>On agenda:</b>	9/15/2020	<b>Final action:</b>	9/15/2020
<b>Title:</b>	a. Approve and authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Lease Agreement with Motorola Solutions, Inc., for 350 radios, in the amount of \$2,500,000.; and b. Authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Contract with Motorola Solutions, Inc. for 350 radios, providing the scope of the Lease which is how Motorola will be paid.		

### Sponsors:

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### Code sections:

**Attachments:** 1. Board Report, 2. Attachment A - Motorola Lease Agreement, 3. Attachment B - Motorola Contractual Terms, 4. Attachment C - Motorola 350 Radios - Exhibit A, 5. Attachment D - Motorola 350 Radios - Exhibit B, 6. Attachment E - Motorola 350 Radios - Subscription Services, 7. Item No. 25 Completed Board Order

Date	Ver.	Action By	Action	Result
9/15/2020	1	Board of Supervisors		

a. Approve and authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Lease Agreement with Motorola Solutions, Inc., for 350 radios, in the amount of \$2,500,000.; and

b. Authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Contract with Motorola Solutions, Inc. for 350 radios, providing the scope of the Lease which is how Motorola will be paid.

### RECOMMENDATION:

It is recommended that the Board of Supervisors:

- Approve and authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Lease Agreement with Motorola Solutions, Inc., for 350 radios, in the amount of \$2,500,000.00; and
- Authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to sign a non-standard one (1) year Contract with Motorola Solutions, Inc. for 350 radios, providing the scope of the Lease which is how Motorola will be paid.

### SUMMARY/DISCUSSION:

The Monterey County Sheriff's Office is recommending the approval of the procurement of 350 APX Next Motorola portable radios.

The existing portable public safety radios used by the Sheriff's Office are beyond their useful life. The radios are failing; and because of their age, many of the parts are no longer available. These radios provide an essential link between deputies, other law enforcement agencies, and the communications center.

The lease between Monterey and Motorola, provides the payment method and the contract provides the scope

of work.

OTHER AGENCY INVOLVEMENT:

County Counsel and Contracts/Purchasing Department have reviewed and approved this Agreement as to the legal form, fiscal provisions, and insurance requirements, respectively. On August 26, 2020, the Budget Committee approved an increase to the Sheriff-Coroner's appropriations and a decrease to the CAO's Office appropriation to pay for the Sheriff's Office end of life radio equipment and also subsequently approved the Sheriff's Office entering into a one (1) year lease with Motorola in the amount of \$2,500,000.00.

FINANCING:

The total purchase price for portable radios, accessories, and tax is \$2,500,000. This project is funded ½ with \$1,250,000 from the Cannabis Assignment Fund in FY 20-21. The remainder of the purchase will be requested in the FY 21-22 budget consistent with the Board's direction during the FY 20-21 budget hearing. Ongoing software and support costs are included in the purchase price. The Sheriff's Office will incorporate these additional costs, up to \$200,000.00 in future budget cycles.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This contract meets the Board's strategic initiative for Public Safety in enhancing public safety communications which assist Sheriff's Office personnel as they respond to crime and address the concerns of the community.

Mark a check to the related Board of Supervisors Strategic Initiatives

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

Prepared by: Arthur Curtright, MA II, ext.3708

Approved by: Steve Bernal, Sheriff/Coroner, Extension #3750

Attachments: Attachment A - Motorola Lease Agreement  
Attachment B - Motorola Contractual Terms  
Attachment C - Motorola 350 Radios - Exhibit A  
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