



Legislation Details (With Text)

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Title: Approve the award of RFP 23-150, P25 Land Mobile Radio System, to Motorola Solutions for an amount not to exceed \$32,332,312 plus a 3% contingency on implementation costs, an 18-month implementation term, and a 15-year support term

Sponsors:

Indexes:

Code sections:

Attachments:

Date	Ver.	Action By	Action	Result
6/18/2024	1	City Council	approved	Pass

CITY COUNCIL AGENDA ITEM

ACTION REQUESTED:

Approve the award of RFP 23-150, P25 Land Mobile Radio System, to Motorola Solutions for an amount not to exceed \$32,332,312 plus a 3% contingency on implementation costs, an 18-month implementation term, and a 15-year support term

DEPARTMENT: Police Department

SUBMITTED BY: Jason Arres, Chief

BOARD/COMMISSION REVIEW:

N/A

BACKGROUND:

The City of Naperville's Land Mobile Radio (LMR) system currently supports all the City's portable and mobile radio communication for Police, Fire, Public Works, and Public Utilities. These communications are critical to daily public safety, general municipal operations, and the community. The technology used in the current network (OpenSky) is aged and close to obsolescence. The stability and coverage issues that staff experiences throughout the City on OpenSky jeopardizes operations and the safety of first responders.

Modern-day LMR systems are primarily on a standardized P25 format that is used across the country for public safety networks. Based on the criticality of improving reliability, coverage, and safety, a capital improvement project (CIP) was initiated to upgrade the LMR network to the P25 standard.

In 2023, the City hired a consultant, TUSA Consulting Services, to conduct an analysis of the current system and assist with the process of selecting a vendor to implement a P25 LMR network. TUSA

also helped develop the detailed requirements for an RFP.

In September 2023, the City issued RFP 23-150, P25 Radio System, to provide an all-inclusive P25 700/800 MHz digital simulcast trunked mobile radio system that would include multiple tower sites with equipment shelters, the required site hardware including generators and HVAC to support the proposed infrastructure, as well as mobile radios, dispatch consoles and all related software.

DISCUSSION:

Advertisement Date:	09/14/2023	Notices Sent:	80
Opening Date:	11/13/2023	Planholders:	25
		Proposals Received:	3

Proposals were received from the following vendors:

Motorola Solutions (Standalone)	Motorola (Starcom)
EF Johnson/JVC Kenwood	RACOM (L3Harris Integrator)

A selection team comprised of staff from the Police, Fire, Public Works and Information Technology departments evaluated the proposals, which were scored based on the criteria set forth in the RFP:

1. Technical Network Proposal (Coverage, Performance, Reliability; 50%)
2. Usability (End User Equipment and Interoperability; 10%)
3. Business Model (including Vendor Qualifications, Training, Supportability and Cost; 40%)

After reviewing and scoring the responses, the selection team invited all vendors to present product demonstrations. Following the completion of the presentations, the team rescored the vendors and the vendor with the highest qualification score, Motorola Solutions (Standalone), was recommended for the award. The table below provides a summary of the final qualification scores:

Vendor	Qualification Score
Motorola Solutions (Standalone)	78.3
RACOM	75.5
EF Johnson	73.1
Motorola Solutions (Starcom)	71.8

Motorola Solutions (Standalone) was chosen because of its superiority in the following areas:

1. Improving radio network coverage and reliability throughout the City
2. Guaranteeing coverage in 59 critical buildings within the City limits including all schools
3. Improving radio interoperability with surrounding jurisdictions
4. Improving the ongoing support and maintenance of the radio network and equipment
5. Providing best-in-class end user equipment with enhanced features and capabilities

This award includes two components: 1) the initial capital costs to construct and implement the system, and 2) the ongoing system maintenance and support. The cost allocation and details of each component are as follows.

Capital construction and implementation costs of \$17,301,953 include:

1. New P25 equipment for five radio towers
2. New P25 networking equipment for communications between towers and into other networks for interoperability
3. New or upgraded on-site shelters for network equipment
4. Approximately 1,200 new P25-capable subscriber radios for end users
5. New radio dispatch consoles for the 911 Emergency Communications Center

Post-implementation support and maintenance costs of \$15,030,359 include:

1. 15 years of post-implementation system support and maintenance
2. Years 1 - 3 are covered by warranty and support at no cost
3. Years 4 - 15 include annual costs totaling \$9,657,941 over the 12 years and are inclusive of warranty support, on-site maintenance, cybersecurity coverage, and third-party equipment maintenance
4. Additionally, in years 4 - 15, there are annual costs totaling \$5,372,418 for lifecycle hardware maintenance to keep the system running at optimal performance and to ensure the equipment does not become obsolete throughout the 15-year contract

The term of the contract is 16.5 years from the date of award until December 19, 2040. The City will have the option to extend this contract indefinitely in one-year increments.

This award satisfies most of the costs associated with the P25 LMR system; however, intergovernmental agreements and site leases related to radio tower sites will require future Council action.

FISCAL IMPACT:

CIP#: LR080

Capital expenses related to the radio system upgrade are expensed to the Technology account listed below. In 2024, \$8,000,000 was included in the budget for LR080, with a total projected capital budget of \$22,000,000 through 2026. The implementation cost of \$17,301,953 is less than the amount contemplated in the CIP. Motorola estimates that capital costs in 2024 will be \$1,000,000, with the remaining amounts to be incurred in 2025. Staff anticipates that the capital costs will be funded through a combination of capital reserves and general obligation bonds issued on a reimbursement basis.

Account Number	Fund Description	Total Budget Amount
16102200-551504	Capital Projects Fund	\$9,655,000

Annual maintenance and support costs will be expensed to the Software and Hardware Maintenance accounts listed below. In 2024, annual radio system maintenance costs total \$590,000, and that amount is escalating 3% annually. The \$9,657,941 investment under the proposed Motorola plan is estimated to save approximately \$1,300,000 over 15 years when compared to current maintenance costs. This does not include the additional \$5,372,418 lifecycle upgrade noted above; however, that cost will likely be covered by future capital funds. Appropriate funds will be included in future budgets to satisfy ongoing system costs.

Account Number Fund Description Total Budget Amount		
21241100-531303	General Fund	TBD
21241300-531303	Electric Fund	TBD
21241500-531303	Water Fund	TBD

*Per Council directive, contingency on construction projects is set at 3% on projects over \$500,000 and 5% on projects under \$500,000. *Contingency applies only to the implementation costs associated with this project.*