

Kenai Peninsula Borough

Western Emergency Services

MEMORANDUM

TO: Charlie Pierce, Mayor

THRU: John Hedges, Purchasing & Contracting Director *JH*

FROM: Jon Marsh, WESA Fire Chief *JM*

DATE: September 13, 2022

RE: Purchase of Motorola Radios, Under the National Association of State Procurement Officials (NASPO) Contract

Western Emergency Services (WES) has Motorola XTL mobile and XTS portable radios that are nearing their end of service life and will soon need to be replaced. The new purchase of APX series radios required consists of 6 portable radios, 30 mobile radios and 3 consolettes, along with miscellaneous accessories. WES has chosen to continue with the Motorola APX series as we already have over sixty APX portables currently in service, and Resolution 2011-093 authorized the standardization of Borough communications equipment to the Motorola brand. \$217,800 was budgeted for this purchase in a capital improvement project in the FY2023 budget in addition to the remaining \$36,831 remaining in the same project from FY2022 budget.

Motorola Solutions is the manufacturer and only vendor that can supply these radios. Western Emergency Services has received a proposal from Motorola Solutions that includes group purchasing organization (GPO) involvement, specifically the National Association of State Procurement Officials (NASPO) Contract. Utilizing the established NASPO pricing structure, Motorola Solutions has provided a quotation for the sum of \$229,082.37, to provide the needed radios and accessories. The Motorola Alaska proposal meets our needs and is over \$25,000 less than our original anticipated cost estimate.

For reasons stated above, Western Emergency Services would like to award Motorola Solutions with the contract to purchase our radios. The main qualifiers restated: replacement of non-serviceable radios that have reached the end of their useful life, Borough standardization of communications equipment, as well as the satisfaction of procurement code through NASPO involvement.

Your approval is hereby requested. Funding for this project is in account numbers 444.51410.23441.48311 and 444.51410.22441.48311.

Aaron Rhoades for CP

Charlie Pierce, Mayor

9/20/2022

Date

FINANCE DEPARTMENT
FUNDS VERIFIED

Acct: 444.51410.23441.48311

Amount: \$217,800.00

Acct: 444.51410.22441.48311

Amount: \$36,831.06

By: CJ BH Date: 9/15/2022

NOTES: NA

Introduced by: Mayor
Date: 09/06/11
Action: Adopted
Vote: 9 Yes, 0 No, 0 Absent

**KENAI PENINSULA BOROUGH
RESOLUTION 2011-093**

**A RESOLUTION AUTHORIZING STANDARDIZATION OF COMMUNICATION
EQUIPMENT FOR FIRE SERVICE AREAS BOROUGH-WIDE**

WHEREAS, the need for standardization was recognized when the narrow banding project identified that 95 percent of radios and repeaters across the Kenai Peninsula Borough are the Motorola brand; and

WHEREAS, the Motorola brand communication devices have demonstrated their durability, reliability and overall ease of programming; and

WHEREAS, Motorola is the only brand of radio that has a local provider that can respond immediately for repairs to repeaters, mobiles and radios; and

WHEREAS, the Soldotna Dispatch Center software and equipment is mainly Motorola and has allowed for seamless interoperability with respective service areas and state agencies; and

WHEREAS, the Kenai Peninsula Borough has been able to maintain a spare parts inventory and can complete most simple repairs in-house, resulting in a cost savings to the respective service areas; and

WHEREAS, at the Kenai Peninsula Fire Chiefs' Meeting held on August 11, 2011, this standardization was unanimously supported by all attendees;

NOW, THEREFORE, BE RESOLVED BY THE ASSEMBLY OF THE KENAI PENINSULA BOROUGH:

SECTION 1. That the Kenai Peninsula Borough Assembly authorizes the standardization of emergency services communication equipment throughout the Kenai Peninsula Borough to be the Motorola brand.

SECTION 2. That this resolution shall take effect immediately upon its adoption.

ADOPTED BY THE ASSEMBLY OF THE KENAI PENINSULA BOROUGH THIS 6TH DAY OF SEPTEMBER, 2011.



Gary Knopp, Assembly President

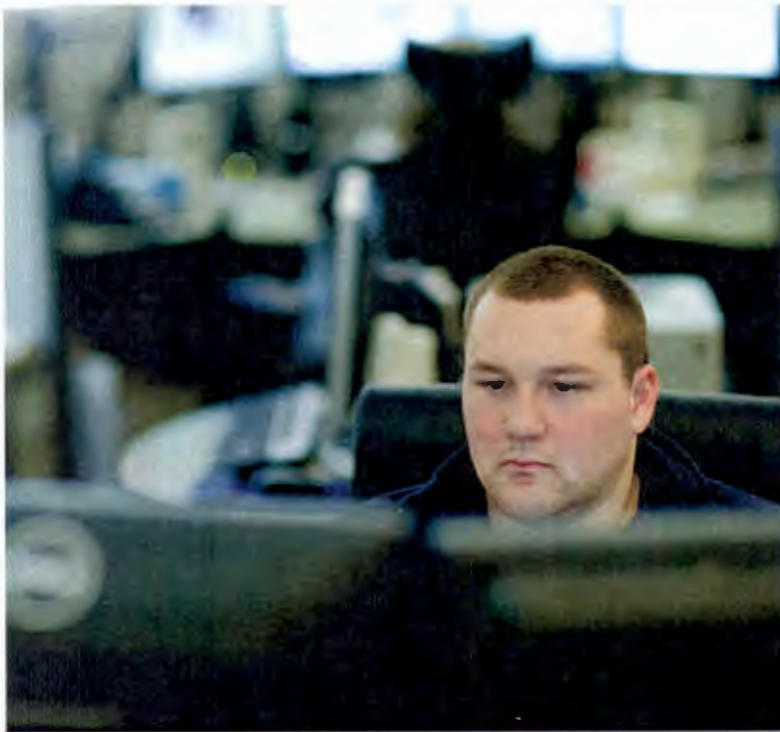
ATTEST:



Johni Blankenship, Borough Clerk



Yes: Haggerty, Johnson, McClure, Murphy, Pierce, Smalley, Smith, Tauriainen, Knopp
No: None
Absent: None



KENAI PENINSULA BOROUGH FIRE DEPT

WESA System Upgrade

08/23/2022



QUOTE-1815764

08/23/2022

KENAI PENINSULA BOROUGH FIRE DEPT
Western Emergency Services
15727 Kingsley Road
Ninilchik, Alaska 99639

RE: Motorola Quote for WESA System Upgrade
Dear Robert Mathis,

Motorola Solutions is pleased to present KENAI PENINSULA BOROUGH FIRE DEPT with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide KENAI PENINSULA BOROUGH FIRE DEPT with the best products and services available in the communications industry. Please direct any questions to Cheryl Moore at cmoore@procommak.com.

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Cheryl Moore

Motorola Solutions Manufacturer's Representative

Billing Address:
 KENAI PENINSULA BOROUGH
 FIRE DEPT
 Western Emergency Services
 15727 Kingsley Road
 Ninilchik, Alaska 99639

Quote Date:08/23/2022
 Expiration Date:11/21/2022
 Quote Created By:
 Cheryl Moore
 cmoore@procommak.com
 907-563-1176 x147

End Customer:
 KENAI PENINSULA BOROUGH FIRE
 DEPT
 Robert Mathis
 rmathis@kpb.us
 907-235-6700

Contract: NASPO

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25KSS9PW1BN	APX6500 ENHANCED VHF MOBILE	30	\$3,253.00	\$2,374.69	\$71,240.70
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	30	\$6.00	\$4.38	\$131.40
1b	G996AS	ENH: OVER THE AIR PROVISIONING	30	\$110.00	\$80.30	\$2,409.00
1c	GA00580AA	ADD: TDMA OPERATION	30	\$495.00	\$361.35	\$10,840.50
1d	G66BJ	ADD: DASH MOUNT E5 APXM	30	\$138.00	\$100.74	\$3,022.20
1e	G51AU	ENH: SMARTZONE OPERATION APX6500	30	\$1,320.00	\$963.60	\$28,908.00
1f	G78AT	ENH: 3 YEAR ESSENTIAL SVC	30	\$176.00	\$176.00	\$5,280.00
1g	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	30	\$0.00	\$0.00	\$0.00
1h	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	30	\$66.00	\$48.18	\$1,445.40
1i	G89AC	ADD: NO RF ANTENNA NEEDED	30	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, the Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800



QUOTE-1815764
WESA System Upgrade

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	G444AH	ADD: APX CONTROL HEAD SOFTWARE	30	\$0.00	\$0.00	\$0.00
1k	G806BL	ENH: ASTRO DIGITAL CAI OP APX	30	\$567.00	\$413.91	\$12,417.30
1l	GA01670AA	ADD: APX E5 CONTROL HEAD	30	\$717.00	\$523.41	\$15,702.30
1m	W22BA	ADD: STD PALM MICROPHONE APX	30	\$79.00	\$57.67	\$1,730.10
1n	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	30	\$0.00	\$0.00	\$0.00
1o	G361AH	ENH: P25 TRUNKING SOFTWARE APX	30	\$330.00	\$240.90	\$7,227.00
2	NNTN7624C	CHARGER,CHR IMP VEH EXT NAVEU KIT	10	\$509.76	\$372.12	\$3,721.20
APX™ Consolette						
3	L37TSS9PW1AN	ALL BAND CONSOLETTTE	3	\$9,551.00	\$6,972.23	\$20,916.69
3a	L998AB	ADD: LIMITED FRONT PANEL W/CLOCK/VU	3	\$528.00	\$385.44	\$1,156.32
3b	G996AS	ENH: OVER THE AIR PROVISIONING	3	\$110.00	\$80.30	\$240.90
3c	GA00580AA	ADD: TDMA OPERATION	3	\$495.00	\$361.35	\$1,084.05
3d	G51AT	ENH:SMARTZONE	3	\$1,650.00	\$1,204.50	\$3,613.50
3e	GA05507AA	DEL: DELETE 7/800MHZ BAND	3	-\$800.00	-\$584.00	-\$1,752.00
3f	GA05509AA	DEL: DELETE UHF BAND	3	-\$800.00	-\$584.00	-\$1,752.00
3g	G78AR	ADD: 3Y ESSENTIAL SERVICE	3	\$176.00	\$176.00	\$528.00
3h	G806BL	ENH: ASTRO DIGITAL CAI OP APX	3	\$567.00	\$413.91	\$1,241.73
3i	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	3	\$0.00	\$0.00	\$0.00
3j	G361AH	ENH: P25 TRUNKING SOFTWARE APX	3	\$330.00	\$240.90	\$722.70
MCD 5000 Deskset System						



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Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
4	HKVN4865A	LICENSE,CD, MCD 5000 DOCUMENTATION	1	\$0.00	\$0.00	\$0.00
5	F2380A	SM,MCD 5000 DESKSET	2	\$2,275.00	\$1,820.00	\$3,640.00
6	FHN7469A	ASSY,P/S,MCD 5000 DESKSET / RGU PWR SPLY W/ USA PWR CORD	3	\$100.00	\$80.00	\$240.00
7	F7879B	SM, RADIO GATEWAY UNIT (RGU) Land switch not included in this quote, but may be required.	1	\$2,275.00	\$1,820.00	\$1,820.00
8	RMN5138B	AUDIO ACCESSORY- HEADSET,3M PELTOR MT SERIES 2-WAY COMM HDST MT7H79B-97-UL-34, NECKBAND	10	\$475.48	\$347.10	\$3,471.00
	APX™ 6000 Series	APX6000				
9	H98KGF9PW6BN	APX6000 VHF MHZ MODEL 2.5 PORTABLE	6	\$3,595.00	\$2,624.35	\$15,746.10
9a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	6	\$6.00	\$4.38	\$26.28
9b	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	6	\$110.00	\$80.30	\$481.80
9c	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	6	\$0.00	\$0.00	\$0.00
9d	Q361AR	ADD: P25 9600 BAUD TRUNKING	6	\$330.00	\$240.90	\$1,445.40
9e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	6	\$121.00	\$121.00	\$726.00
9f	QA00580AC	ADD: TDMA OPERATION	6	\$495.00	\$361.35	\$2,168.10
9g	H842AU	ADD: SINGLE UNIT PACKING	6	\$0.00	\$0.00	\$0.00
9h	H38BT	ADD: SMARTZONE OPERATION	6	\$1,320.00	\$963.60	\$5,781.60
9i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	6	\$567.00	\$413.91	\$2,483.46
10	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	6	\$169.56	\$123.78	\$742.68



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WESA System Upgrade

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
11	HKN6184C	CBL ASSY:CABLE CH, PROGRAMMING, USB	1	\$57.20	\$45.76	\$45.76
12	HAD4021A	VHF ANT WIDEBAND 136-174 MHZ	4	\$64.80	\$47.30	\$189.20
Grand Total				\$229,082.37(USD)		

Notes:

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



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Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)