

SUBJECT: REQUEST TO PURCHASE 30 POLICE DEPARTMENT PORTABLE RADIOS

SOURCE: Police Department

COMMENT The Porterville Police Department currently owns approximately 80 portable (handheld) radios which are utilized by personnel while working in the field. The current radios, which were manufactured by the Kenwood Corporation, are over 10 years old and are starting to fail. To compound the increased failure rate, the radios are no longer manufactured and nonfunctioning radios have to be cannibalized to provide parts for those that are repairable.

In order to find a suitable replacement for the aging portable radios, staff has conducted much research and field tested several different models, all of which were manufactured by the Motorola Corporation. The testing was limited to Motorola products due to binary restrictions associated with encryption functions.

Staff narrowed the search to one model identified as a Motorola APX6000 UHF portable radio. Staff also determined the radios could be purchased by "piggy backing" on the current County of San Diego contract, which is the lowest price available in the State of California at this time. J's Communications provided a quote for this model under the County of San Diego contract as follows:


Motorola APX6000 UHF Radio \$2,556.53 per unit


However, the Motorola Corporation has a promotion running through May 31, 2014, which offers \$500 per unit savings for certain models of radios, if the radios are ordered before the expiration date of the promotion. It was determined the radios could be ordered before the deadline of May 31, 2014, and the delivery date, which is established by the purchaser, can be set for a date after July 1, 2014. The associated invoice will follow approximately 30 days after delivery of the radios, so the actual expenditure can be made from the proposed FY 14/15 budget.

A modified quotation was received from J's Communications for the purchase of 30 radios taking into account the \$500 per unit savings and a slightly less expensive microphone. The final quotation received was as follows: Motorola APX6000 UHF \$1,873.46 per unit

Total for 30 units	\$56,203.80
Tax	\$ 4,777.32
Total	\$60,981.12

D.D. 

Appropriated/Funded 

C.M. 

Item No. 2

It is anticipated that funding will be available in the proposed FY 14/15 budget for the purchase of 30 radios if we take advantage of the aforementioned promotional price. Eleven of the radios will be utilized to equip officers funded through Measure H and will be funded accordingly. Funding for the remaining 19 radios is currently available in an associated equipment replacement account and a local asset forfeiture account.

RECOMMENDATION: That the City Council authorize the purchase of 30 portable radios by the Porterville Police Department.

Attachments: 1) J's Communications Quote #QU0000267666 for 1 radio before discount
2) Motorola Promotional Offer
3) J's Communications Quote # QU0000274068 for 30 radios after discount



Quote Number: QU0000267666

Effective: 12 MAR 2014

Effective To: 11 MAY 2014

Bill-To:
 PORTERVILLE, CITY OF
 350 NORTH D ST
 PORTERVILLE, CA 93257
 United States

Ultimate Destination:
 PORTERVILLE, CITY OF
 350 NORTH D ST
 PORTERVILLE, CA 93257
 United States

Attention:
Name: Richard Standridge
Email: rstandridge@ci.porterville.ca.us
Phone: 559-784-7576

Sales Contact:
Name: Randy Emerzian
Email: randye@j-scommunications.com
Phone: 5594424400

Request For Quote: APX6000 Hand Held
Contract Number: SAN DIEGO (CA) 544679
Freight terms: FOB Destination
Payment terms: CREDIT CARD PAY METHOD

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	1	H98QDD9PW5AN	APX6000 UHF R1 MODEL 1.5 PORTABLE	\$1,900.00	\$1,377.50	\$1,377.50
1a	1	Q811BP	ENH: LI DIGITAL CONVENTIONAL	\$650.00	\$471.25	\$471.25
1b	1	QA01749AB	SW KEY SUPPLEMENTAL DATA	-	-	-
1c	1	QA01768AA	ENH: ENHANCED ZONE BANK	\$75.00	\$54.38	\$54.38
1d	1	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$18.13	\$18.13
1e	1	QA02017AC	ALT: UHFRI GPS STUBBY ANTENNA (FAF5259A)	\$24.00	\$17.40	\$17.40
1f	1	QA01837AA	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$72.50	\$72.50
1g	1	QA01222AB	ADD: BELT CLIP 3.0" (HLN6875)	\$12.00	\$8.70	\$8.70
2	1	WPLN7080A	IMPRES SUC US/NA/CA/LA	\$125.00	\$90.63	\$90.63
3	1	PMLN5658A	APX6000 CC 3 FIX BL 2900&2150MAH	\$67.00	\$53.60	\$53.60
4	1	PMMN4062A	ASSY,ACCESSORY,MICROPHONE,PLU S RSM *	\$107.00	\$85.60	\$85.60
5	1	NNTN7038B	ASSEMBLY,BATTERY,LITHIUM ION,BATT IMP STD IP67 LIION 2900M 3100T BLK	\$140.00	\$112.00	\$112.00

Estimated Tax Amount \$194.84

Total Quote in USD **\$2,556.53**

PO Issued to Motorola Solutions Inc. must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola Solutions Inc." as the Vendor
- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order
- >Be in a Non-Editable Format
- >Identify Tax Exemption Status (where applicable)



SAVE UP TO \$850 ON APX RADIOS AND SOFTWARE OPTIONS

Accept no less – APX radios offer your first responders the best two-way audio communications, no matter how critical the situation. Now, take advantage of a special savings offer on APX radios and software.

- **Q2 2014 APX PROMO:** Save up to \$500 USD/\$550 CAD
 - H635VF compatible with any APX Portable¹ (excludes APX4000Li)
 - W635HC compatible with any APX Mobile² (excludes APX4500Li)
- **APX ENCRYPTION PROMO:** Save up to \$150 USD/\$165 CAD off
 - H635VE requires encryption option (Q629, H797, Q625, or Q15) to be ordered on portable³
 - W635HB requires encryption option (G843, W797, G625, or G851) to be ordered on mobile⁴
- **APX P25 OTAR/MULTIKEY PROMO:** Save up to \$200 USD/\$220 CAD off
 - H635VG requires P25 OTAR/Multikey option (Q498) to be ordered on portable⁵
 - W635HD requires P25 OTAR/Multikey option (G298) to be ordered on mobile⁶

¹ APX7000XE/7000/6000XE/6000/6000Li/4000/3000

² APX7500/7500 Console/6500/6500Li/4500

³ APX7000XE/7000/6000XE/6000/6000Li/4000/3000

⁴ APX7500/7500 Console/6500/6500Li/4500

⁵ APX7000XE/7000/6000XE/6000/3000

⁶ APX7500/7500 Console/6500

ORDERING INSTRUCTIONS / PROMOTION GUIDELINES:

- Promotion applies to new orders booked to the factory between April 7, 2014 and May 31, 2014
- Order must book with a Yes Early and Yes Partial flag and be shippable by May 31, 2014
- Promotion option(s) must be included at the time of order to be eligible for the promotional discount
- Portable promotion options can be combined, e.g., H635VF+ H635VE+ H635VG = \$850 off per radio when required options are ordered
- Mobile promotion options can be combined, e.g., W635HC + W635HB + W635HD = \$850 off per radio when required options are ordered
- Promotion options can be taken in addition to the contract discounts
- Promotion cannot be combined with any other promotional offer or special pricing
- Promotion does not apply to existing backlog orders and one-liners
- Promotion does not apply to rebanding models or upgrades
- This offer is applicable to State and Local Government and Enterprise customers in the U.S. and Government and Enterprise customers in Canada
- Motorola Solutions, Inc. reserves the right to modify this promotion in whole or in part without prior notice. All decisions made by Motorola Solutions are final.



Quote Number: QU0000274068
Effective: 29 APR 2014
Effective To: 28 JUN 2014

Bill-To:
 PORTERVILLE, CITY OF
 350 NORTH D ST
 PORTERVILLE, CA 93257
 United States

Ultimate Destination:
 PORTERVILLE, CITY OF
 350 NORTH D ST
 PORTERVILLE, CA 93257
 United States

Attention:
Name: Richard Standridge
Email: rstandridge@ci.porterville.ca.us
Phone: 559-782-7576

Sales Contact:
Name: Randy Emerzian
Email: randye@j-scommunications.com
Phone: 5594424400

Request For Quote: APX6000 1.5
Contract Number: SAN DIEGO (CA) 544679
Freight terms: FOB Destination
Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	30	H98QDD9PW5AN	APX6000 UHF R1 MODEL 1.5 PORTABLE	\$1,900.00	\$1,377.50	\$41,325.00
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1b	30	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$18.13	\$543.90
1c	30	QA01837AA	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$72.50	\$2,175.00
1d	30	QA01222AB	ADD: BELT CLIP 3.0" (HLN6875)	\$12.00	\$8.70	\$261.00
1e	30	Q811BP	ENH: LI DIGITAL CONVENTIONAL	\$650.00	\$471.25	\$14,137.50
1f	30	QA01768AA	ENH: ENHANCED ZONE BANK	\$75.00	\$54.38	\$1,631.40
1g	30	QA02017AC	ALT: UHF R1 GPS STUBBY ANTENNA (FAF5259A)	\$24.00	\$17.40	\$522.00
1h	30	H635VF	ADD: 2014 APX PROMO	\$-500.00	\$-500.00	\$-15,000.00
2	30	WPLN7080A	IMPRES SUC US/NA/CA/LA	\$125.00	\$100.00	\$3,000.00
3	30	PMLN5658A	APX6000 CC 3 FIX BL 2900&2150MAH	\$67.00	\$53.60	\$1,608.00
4	30	PMMN4069A	IMPRES RSM, 3.5MM JACK, IP55	\$110.00	\$88.00	\$2,640.00
5	30	NNTN7038B	ASSEMBLY, BATTERY, LITHIUM ION, BATT IMP STD IP67 LIION 2900M 3100T BLK	\$140.00	\$112.00	\$3,360.00

Estimated Tax Amount \$4,777.32

Total Quote in USD **\$60,981.12**

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