

# CITY OF HIGH POINT

## AGENDA ITEM



<b>TITLE:</b> Consideration of a Contract with Motorola Solutions, Inc	
<b>FROM:</b> Adam Ward, IT Services Director	<b>MEETING DATE:</b> September 16, 2024
<b>PUBLIC HEARING:</b> No	<b>ADVERTISED DATE/BY:</b>
<b>ATTACHMENTS:</b> Motorola Solutions Inc. Quote Council Recommendation Form	

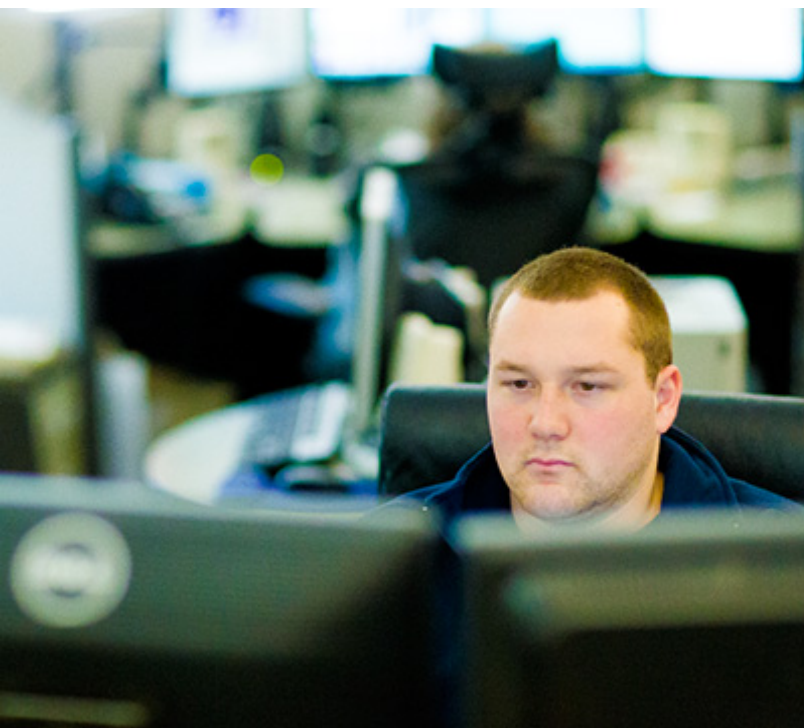
**PURPOSE:** Purchasing Motorola portable radios to replace older equipment.

**BACKGROUND:** The IT Services Department recommends the City purchase 95 portable radios and supporting materials. This acquisition is part of the annual radio replacement cycle. The radios purchased will replace units that are at the end of their supported life. If possible, any units replaced will be evaluated and cannibalized for parts. The total purchase amount is \$583,729.40. The purchase will occur under the North Carolina 725G purchasing contract.

**BUDGET IMPACT:** Funds are available in the FY 2024-25 budget.

**RECOMMENDATION /ACTION REQUESTED:** The Department of IT Services recommends that the vendor Motorola Services, Inc. be awarded the contract. We further recommend that City Council approve the contract and that the appropriate City official and/or employee be authorized to execute all necessary documents.





## HIGH POINT, CITY OF

07/08/2024

07/08/2024

HIGH POINT, CITY OF  
PO BOX 230  
HIGH POINT, NC 27261

Dear Lee Stanley,

Motorola Solutions is pleased to present HIGH POINT, CITY OF 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 HIGH POINT, CITY OF with the best products and services available in the communications industry. Please direct any questions to James Field at [Brandon.Field@motorolasolutions.com](mailto:Brandon.Field@motorolasolutions.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,

James Field

Billing Address:  
 HIGH POINT, CITY OF  
 PO BOX 230  
 HIGH POINT, NC 27261  
 US

Quote Date:07/08/2024  
 Expiration Date:10/06/2024  
 Quote Created By:  
 James Field  
 Brandon.Field@  
 motorolasolutions.com

End Customer:  
 HIGH POINT, CITY OF  
 Lee Stanley  
 lee.stanley@highpointnc.gov  
 3368833404

Contract: 19144 - 725G NORTH  
 CAROLINA, STATE OF (NON-ARIBA  
 BASED POS)

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000				
1	H98UCH9PW7BN	APX6000 700/800 MODEL 3.5 PORTABLE	95	\$4,104.00	\$2,913.84	\$276,814.80
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	95	\$6.00	\$4.26	\$404.70
1b	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	95	\$110.00	\$78.10	\$7,419.50
1c	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	95	\$28.00	\$19.88	\$1,888.60
1d	Q361AR	ADD: P25 9600 BAUD TRUNKING	95	\$330.00	\$234.30	\$22,258.50
1e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	95	\$184.00	\$184.00	\$17,480.00
1f	QA00580AC	ADD: TDMA OPERATION	95	\$495.00	\$351.45	\$33,387.75
1g	QA01768AA	ENH: ENHANCED ZONE BANK	95	\$83.00	\$58.93	\$5,598.35
1h	QA07576AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH (PMNN4573A)	95	\$191.10	\$135.68	\$12,889.60
1i	H38BT	ADD: SMARTZONE OPERATION	95	\$1,320.00	\$937.20	\$89,034.00
1j	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	95	\$567.00	\$402.57	\$38,244.15
1k	H869BZ	ENH: MULTIKEY	95	\$363.00	\$257.73	\$24,484.35



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, then 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

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1l	QA01767AT	ADD: P25 LINK LAYER AUTHENTICATION	95	\$110.00	\$78.10	\$7,419.50
1m	QA03399AA	ADD: ENHANCED DATA APX	95	\$165.00	\$117.15	\$11,129.25
1n	Q629AK	ENH: AES ENCRYPTION AND ADP	95	\$523.00	\$371.33	\$35,276.35
1o	QA09113AB	ADD: BASELINE RELEASE SW	95	\$0.00	\$0.00	\$0.00

**Grand Total**
**\$583,729.40(USD)**


**FORMAL BID RECOMMENDATION  
REQUEST FOR COUNCIL APPROVAL**

DEPARTMENT:

COUNCIL AGENDA DATE:

BID NO.:  CONTRACT NO.:  DATE OPENED:

DESCRIPTION:

PURPOSE:

COMMENTS:

RECOMMEND AWARD TO:  AMOUNT:

JUSTIFICATION:

ACCOUNTING UNIT	ACCOUNT	ACTIVITY	CATEGORY	BUDGETED AMOUNT
501243	522601			\$583,729.40
TOTAL BUDGETED AMOUNT				

DEPARTMENT HEAD:  Digitally signed by Adam Ward  
Date: 2024.08.26 19:47:21 -04'00' DATE:

The Purchasing Division concurs with recommendation submitted by the  and recommends award to the lowest responsible, responsive bidder  in the amount of \$ .

PURCHASING MANAGER:  DATE:

Approved for Submission to Council  
FINANCIAL SERVICES DIRECTOR:  DATE:

CITY MANAGER:  DATE: