

Watertown City CouncilDecember 4th, 2018**Agenda Item: Capital Project—Pagers and Portable Radios****Request for Action: Adopt Resolution #2018-152, Re-Authorizing the Acquisition of Pager & Portable Radios****Department: Ryan Schroeder, Fire Chief****Background:**

Pricing information provided at the November 27th City Council Meeting was not accurate. Information received after the City Council Meeting increases the cost of the project to \$128,914.40.

The issue is a result of a miscommunication between the vendor and fire department staff. During a meeting on November 5th, staff reviewed state contract pricing with the vendor. After reviewing multiple portable radio options, staff advised the vendor the APX6000 700/800 Portable Radio Model 2.5 was the product we were interested in purchasing. In addition, staff advised we would not be purchasing equipment enhancements or extended warranties. At the conclusion of this meeting, it was believed all costs of the APX6000 700/800 Portable Radio Model 2.5 were included in the price of \$57,291.86.

After the November 27th City Council Meeting, staff was instructed that the following line items are required components of the portable radios:

- ADD: ASTRO DIGITAL CAI
- ADD: Digital Tone Signaling
- ADD: SMARTZONE OPERATION
- ADD: Batt IMPRES 2 LIION TIA 4950
- ADD: P25 9600 BAUD TRUNKING
- ENH: 3 YEAR REPAIR SERVICE ADVANTAGE

These line items include needed items for the portable radio to function and an extended warranty. The addition of these line items increases the cost of the portable radio from \$57,291.86 to \$93,925.86. In addition, the cost of the "ANTENNA ¼ WAVE NON GPS" has decreased from \$153.04 to \$153. The reason provided for the four-cent price reduction is a formula valuation discrepancy. As a result, the overall project cost has increased from \$81,880.44 to \$128,914.40.

The Watertown Fire Department Capital Improvement Plan identifies a budgeted amount for pagers of \$27,822 and portable radios of \$127,308. Combining these two totals brings the total budgeted amount to \$155,130.

As a result of the updated information, I recommend we purchase the listed items from ANCOM Communications in December of 2018.

Attachments:

Resolution #2018-152
Updated Pricing Quote
RFA from 11/27/18

**CITY OF WATERTOWN
RESOLUTION NO. 2018-152**

**RESOLUTION RE-AUTHORIZING THE ACQUISITION OF FIRE DEPARTMENT PAGERS
AND PORTABLE RADIOS**

WHEREAS, the City of Watertown (the “City”) has identified the acquisition of a portable radios and pagers in the Fire Capital Investment Plan for 2019 and

WHEREAS, the Fire Advisory Board and City Council reviewed the condition of the existing equipment and authorized the solicitation of quotes for consideration; and

WHEREAS, staff has compiled quotes for pagers and portable radios via the state cooperative purchasing contract from qualified vendors; and

WHEREAS, via resolution #2018-148 the City approved acquisition in an amount of \$81,880.44; and

WHEREAS, after approval it was determined that some components necessary to complete the acquisition was left out of the of compilation of the previous total; and

WHEREAS, ANCOM Communications have submitted a satisfactory quote for a desired equipment; and

WHEREAS, due to malfunctions, repair costs, and downtime of existing equipment it is recommended that the equipment be replaced in 2018 rather than 2019; and

WHEREAS, sufficient cash on hand exists within the Fire Capital Fund for this acquisition in 2018; and

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Watertown, Minnesota, hereby re-authorizes the acquisition of a pagers and portable radios from ANCOM Communications in an amount of \$128,914.40.

Adopted by the City Council of the City of Watertown this 4th day of December, 2018.

Steve Washburn, Mayor

ATTEST: _____
Lynn Tschudi, Clerk/Treasurer

DATE: 11/8/2018

CUSTOMER: Watertown Fire Department

Sales: Sid Sanocki Fax: 952.808.0034
 Phone: 651-714-8359 Email: sid.sanocki@ancom.org

CONTACT: Chief Ryan Schroeder
 PHONE: 952-955-1135

MN State Contract Pricing 119587

Quantity	Description	List	Discount	Contract	Extended
Unication G5 Pager 800/VHF					
33	G5B64BF-SXVXEN G5 Dual Band P25 Voice Pager VHF & 700-800MHz	\$ 695.00	6%	\$ 653.30	\$ 21,558.90
0	G5 3 Year Extd. Warrant; ADD: EXTWARRANTY-G4 (optional)	\$ 129.00	0%	\$ 129.00	\$ -
33	GS9XBRC-SXXXEN ADD: Drop in Charger (Optional)	\$ 89.00	3%	\$ 86.33	\$ 2,848.89
35	Programming Programming Pagers (Optional)	\$ 20.00	0%	\$ 20.00	\$ 700.00
TOTAL					\$ 25,107.79

Quantity	Description	List	Discount	Contract	Extended
Motorola APX6000XE Model 2.5 XE Black					
26	H98UCF9PW6BN APX6000 XE 700/800 Portable radio Model 2.5	\$ 3,026.00	27%	\$ 2,203.53	\$ 57,291.86
26	Q806BM ADD: ASTRO DIGITAL CAI	\$ 515.00	25%	\$ 386.25	\$ 10,042.50
26	QA09000AA ADD: Digital Tone Signaling	\$ 150.00	25%	\$ 112.50	\$ 2,925.00
26	H38BT ADD: SMARTZONE OPERATION	\$ 1,200.00	25%	\$ 900.00	\$ 23,400.00
26	QA07577AA ADD: Batt IMPRES 2 LIION TIA 4950	\$ 135.00	25%	\$ 101.25	\$ 2,632.50
26	Q361AR ADD: P25 9600 BAUD TRUNKING	\$ 300.00	25%	\$ 225.00	\$ 5,850.00
26	H885BK ENH: 3 YEAR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00	\$ 2,184.00
26	Promo Trade In Promo Good Thru 1-31-19	\$ (400.00)	25%	\$ (400.00)	\$ (10,400.00)
TOTAL					\$ 93,925.86

Accessories

13	NNTN8860 APX IMPRES Charger	\$ 150.00	25%	\$ 112.50	\$ 1,462.50
26	PMMN4069 IMPRES Remote Speaker Microphone	\$ 121.00	25%	\$ 90.75	\$ 2,359.50
8	NAF5042 ANTENNA 1/4 WAVE NON GPS (Optional)	\$ 25.50	25%	\$ 19.13	\$ 153.00
9	PMNN4547 Li-Ion UL Battery 3100 mAh	\$ 169.00	25%	\$ 126.75	\$ 1,140.75
4	NNTN8844 6 Bank Multi Unit Charger IMPRES 2	\$ 1,250.00	25%	\$ 937.50	\$ 3,750.00
0	RLN6434 APX Travel Charger	\$ 111.10	25%	\$ 83.33	\$ -

29

Optimizing Radios (Optional)

\$ 35.00

\$ 35.00 \$ 1,015.00

TOTAL **\$ 9,880.75**

Total **\$ 128,914.40**

Purchase order is made out to:	Motorola Solutions 13108 Collections Center Drive Chicago, IL 60693
Please include on the purchase order:	Payment per State contract. State Bid Contract Number: 119587
Email copy of Purchase order to:	sid.sanocki@ancom.org

Watertown City CouncilNovember 27th, 2018**Agenda Item: Capital Project—Pagers and Portable Radios****Request for Action: Adopt Resolution #2018-149, Authorizing Acquisition of Pagers & Portable Radios****Department: Ryan Schroeder, Fire Chief****Background:**

Following the direction provided at the October 23rd City Council Meeting, I solicited pricing information utilizing the State Cooperative Purchasing Contract for the Pager and Portable Radio Project. The recommended accessories, equipment, and programming is listed below:

• (33) Unication G5 Dual Band P25 Voice Pager	\$21,558.90
• (33) Drop in Charger	\$2,848.89
• (35) Programming Pagers	\$700
• (26) APX6000 700/800 Portable radio Model 2.5	\$57,291.86
• (13) APX IMPRES Charger	\$1,462.50
• (26) IMPRES Remote Speaker Microphone	\$2,359.50
• (8) Antenna ¼ WAVE NON GPS	\$153.04
• (9) Li-Ion UL Battery 3100 mAh	\$1,140.75
• (4) 6 Bank Multi Unit Charger IMPRES 2	\$3,750
• (29) Optimizing Radios	<u>\$1,015</u>

Subtotal: \$92,280.44

(26) Trade in Promo (Portable Radios) \$10,400

TOTAL: \$81,880.44

The Watertown Fire Department Capital Improvement Plan identifies 2019 as the replacement year for each piece of equipment. Pagers have been planned for replacement for \$27,822 and portable radios have been planned for replacement for \$127,308. Combining these two totals brings the total budgeted amount to \$155,130.

Due to malfunctions with our current equipment, original plans were to purchase the new pagers and portable radios in January of 2019. However, the reduction in the equipment's ability to receive and transmit messages has continued to worsen at an alarming pace. Recently, a quote to repair a portable radio was over \$500. As the cost of repair did not outweigh the benefit, we are operating with one less portable radio. Within the past month, we repaired three pagers at \$115 each. In addition to the three pagers that were repaired, ten more pagers are not operating correctly and should be sent in for repairs. Firefighters are alerting department leadership of new issues on a weekly basis. In addition to the financial implications, repairs take approximately two weeks to complete once the technicians have the appropriate parts. We do not have enough spare pagers for our firefighters to cover the maintenance time.

As a result, I recommend we purchase the listed items from ANCOM Communications in November of 2018. This item was reviewed by the Fire Advisory Board and recommended approval. Sufficient cash on hand exists to make the acquisition in 2018 rather than 2019.

Attachments:

Resolution #2019-149

ANCOM Quotes

**CITY OF WATERTOWN
RESOLUTION NO. 2018-149**

**RESOLUTION AUTHORIZING THE ACQUISITION OF FIRE DEPARTMENT PAGERS AND
PORTABLE RADIOS**

WHEREAS, the City of Watertown (the "City") has identified the acquisition of a portable radios and pagers in the Fire Capital Investment Plan for 2019 and

WHEREAS, the Fire Advisory Board and City Council reviewed the condition of the existing equipment and authorized the solicitation of quotes for consideration; and

WHEREAS, staff has compiled quotes for pagers and portable radios via the state cooperative purchasing contract from qualified vendors; and

WHEREAS, ANCOM Communications have submitted a satisfactory quote for a desired equipment; and

WHEREAS, due to malfunctions, repair costs, and downtime of existing equipment it is recommended that the equipment be replaced in 2018 rather than 2019; and

WHEREAS, sufficient cash on hand exists within the Fire Capital Fund for this acquisition in 2018; and

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Watertown, Minnesota, hereby authorizes the acquisition of a pagers and portable radios from ANCOM Communications in an amount of \$81,880.44.

Adopted by the City Council of the City of Watertown this 27th day of November, 2018.

Steve Washburn, Mayor

ATTEST: _____
Lynn Tschudi, Clerk/Treasurer

**2018 Pager and Portable Radio Project
Request for Quotes
City of Watertown**

The City of Watertown is seeking a quote utilizing the State Cooperative Purchasing Contract for the 2018 Pager and Portable Radio Project. Contractor is to verify quantities prior to submittal. Please return quotes to Fire Chief Ryan Schroeder at watertownchief1@ci.watertown.mn.us or 401 Carter Street NE, PO Box 755, Watertown, MN 55388 no later than November 9th, 2018.

Quote Considerations:

- A. The quote is required to be submitted under a condition of irrevocability for a period of 90 days after submission.
- B. The supplier shall furnish all labor, materials, and equipment.
- C. All equipment is required to be delivered within 12 weeks of the purchase date.
- D. The quote is to include the following equipment:
 - (26) Motorola APX-6000 Model 2, black in color, portable radios.
 - (26) PMMN4069 microphones for the APX-6000 portable radios.
 - (9) PMNN4547 batteries for the APX-6000 portable radios.
 - (13) Single bank chargers for the APX-6000 portable radios.
 - (4) six-bank chargers for the APX-6000 portable radios.
 - (33) Unication G5 pagers.
- E. The supplier shall program the pagers to the customer's specifications.
- F. The supplier shall have the ability to provide a maintenance program.
- G. The supplier shall provide warranty information.
- H. The quote shall be attached to this solicitation. Quoted prices shall include incidental project costs.
- I. The City of Watertown reserves the right to reject any and/or all quotes and is also soliciting offers for this project from other companies.

Dated: 11/8/18

ANCONI Comp.
(Name of Company/Contractor)

By: 

(Authorized Agent)

DATE: 11/8/2018

CUSTOMER: Watertown Fire Department

Sales: Sid Sanocki Fax: 952.808.0034
Phone: 651-714-8359 Email: sid.sanocki@ancom.org

CONTACT: Chief Ryan Schroeder

PHONE: 952-955-1135

MN State Contract Pricing 119587

Quantity	Description	List	Discount	Contract	Extended
Unication G5 Pager 800/VHF					
33	G5B64BF-SXVXEN G5 Dual Band P25 Voice Pager VHF & 700-800MHz	\$ 695.00	6%	\$ 653.30	\$ 21,558.90
33	G5 3 Year Extd. Warrant: ADD: EXTWARRANTY-G4 (optional)	\$ 129.00	0%	\$ 129.00	\$ 4,257.00
33	GS9XBRC-SXXXEN ADD: Drop in Charger (Optional)	\$ 89.00	3%	\$ 86.33	\$ 2,848.89
33	Programming Programming Pagers (Optional)	\$ 20.00	0%	\$ 20.00	\$ 660.00
TOTAL					\$ 29,324.79

Quantity	Description	List	Discount	Contract	Extended
Motorola APX6000XE Model 2.5 XE Black					
26	H98UCF9PW6BN APX6000 XE 700/800 Portable radio Model 2.5	\$ 3,026.00	27%	\$ 2,203.53	\$ 57,291.86
26	Q806BM ADD: ASTRO DIGITAL CAI	\$ 515.00	25%	\$ 386.25	\$ 10,042.50
26	QA09000AA ADD: Digital Tone Signaling	\$ 150.00	25%	\$ 112.50	\$ 2,925.00
26	H38BT ADD: SMARTZONE OPERATION	\$ 1,200.00	25%	\$ 900.00	\$ 23,400.00
26	QA07577AA ADD: Batt IMPRES 2 LIION TIA 4950	\$ 135.00	25%	\$ 101.25	\$ 2,632.50
26	Q361AR ADD: P25 9600 BAUD TRUNKING	\$ 300.00	25%	\$ 225.00	\$ 5,850.00
26	H885BK ENH: 3 YEAR REPAIR SERVICE ADVANTAGE	\$ 84.00	0%	\$ 84.00	\$ 2,184.00
26	Promo Trade In Promo Good Thru 1-31-19	\$ (400.00)	25%	\$ (400.00)	\$ (10,400.00)
TOTAL					\$ 93,925.86

Accessories

13	NNTN8860 APX IMPRES Charger	\$ 150.00	25%	\$ 112.50	\$ 1,462.50
26	PMMN4069 IMPRES Remote Speaker Microphone	\$ 121.00	25%	\$ 90.75	\$ 2,359.50
26	NAF5042 ANTENNA 1/4 WAVE NON GPS (Optional)	\$ 25.50	25%	\$ 19.13	\$ 497.25
18	PMNN4547 Li-Ion UL Battery 3100 mAh	\$ 169.00	25%	\$ 126.75	\$ 2,281.50
4	NNTN8844 6 Bank Multi Unit Charger IMPRES 2	\$ 1,250.00	25%	\$ 937.50	\$ 3,750.00
0	RLN6434 APX Travel Charger	\$ 111.10	25%	\$ 83.33	\$ -
26	Optimizing Radios (Optional)	\$ 35.00		\$ 35.00	\$ 910.00

TOTAL \$ -
\$ 7,438.75

Total \$ 130,689.40

Purchase order is made out to: Motorola Solutions
13108 Collections Center Drive
Chicago, IL 60693

Please include on the purchase order: Payment per State contract.
State Bid Contract Number: 119587

Email copy of Purchase order to: sid.sanocki@ancom.org

Motorola Warranty

3 YEAR SERVICE FROM THE START LITE

Provides 3 years of hardware coverage beginning at time of purchase. Repairs will be made only at the designated Motorola repair depot. Local services are not included. Motorola will pay the inbound shipping charges only with use of the Motorola designated delivery service. Motorola will pay for outbound shipping via Motorola's normal shipping methods. No discounts are allowed on this option.