



CITY OF LODI COUNCIL COMMUNICATION

AGENDA TITLE: Adopt Resolution Awarding Contract for the Replacement of Public Safety Radio Equipment to Delta Wireless & Network Solutions, of Stockton, Under Homeland Security Grant Number 2008-0006 (\$362,734.18)

MEETING DATE: February 17, 2010

PREPARED BY: Information Systems Manager

RECOMMENDED ACTION: Adopt resolution awarding contract for the replacement of public safety radio equipment to Delta Wireless & Network Solutions, of Stockton, under Homeland Security Grant Number 2008-0006 (\$362,734.18).

BACKGROUND INFORMATION: On March 4, 2009 the Lodi City Council adopted Resolution 2009-24 accepting Federal Homeland Security grant funds in the amount of \$480,151.80 and authorizing the purchase of Police and Fire radio equipment. The City subsequently issued a Request For Proposals (RFP) on July 20, 2009.

The City's two main Fire Department transmitters are old and beyond support, as is the Police Department's secondary channel. Failure of any of this equipment could leave the City in a situation where it could not repair, but would have to make an emergency purchase to replace the affected equipment. In addition, the federal government is requiring public safety agencies to transition to narrow-band radio frequencies by January 2013. This will require the City to purchase digital radio equipment capable of using the new frequencies. This grant allows the City to purchase communications equipment it otherwise cannot afford.

In response to the federal mandate, the City of Lodi developed a radio system upgrade project that was presented to the City Council at an April 22, 2008 shirtsleeve session. The City's radio master plan is patterned after and is an adjunct to San Joaquin County's radio master plan, designed in 2004 to provide interoperable communications between various agencies in the event of an emergency. The City is signatory to the County radio master plan.

The purchase of this equipment is a vital first step towards fulfilling the requirements of the Radio Master Plan. There will remain several other important tasks to be done under the Plan, including 1) replacing a number of hand-held ("subscriber") units to be digital and on the new UHF band, 2) replacement of the radio tower and associated communication room, 3) migration of radio assets in other City departments to the UHF frequencies for interoperability, 4) establishment of a radio replacement policy, 5) utilization of City's existing fiber optic network to enhance communications between City facilities, and 6) pursue interoperability with other county agencies through the implementation of a radio trunking system.

This contract provides for the purchase of three new UHF digital transmitters that will replace both Fire channels and one Police channel. In addition to the purchase and installation of the transmitters, staff

APPROVED: 
Blair King, City Manager

also recommends including in this award the upgrading of telecommunication lines between Fire stations, adding one more repeater ("voter") site for hand-held radios, and mapping the current tower antenna configuration, all options in the winning RPF.

The City received the following three proposals:

Bidder	Location	Bid
Motorola	Stockton	\$278,765.99
Delta Wireless	Stockton	\$362,734.27*
ComTech Communications, Inc.	Sacramento	\$428,211.73

*Price including options. Price without additional options: \$243,312.90.

Delta Wireless is the lowest bidder without the additional options. The review panel scored each RPF across a number of different metrics, and Delta Wireless was the highest scoring respondent.

The bids came in much lower than the engineer's estimate. Staff is planning to ask the grantor for use of some of the remaining funds for the purchase of equipment related to connecting each fire station through fiber optic cables, rather than leased T I lines.

A panel of four City staff members and two from San Joaquin County reviewed the three proposals and hereby recommend that the Lodi City Council award the contract to Delta Wireless and Network Solutions, of Stockton, including all options recommended in their proposal, in the amount of \$362,734.18. As part of their proposal, Delta Wireless has requested that two purchase orders be issued: one to Motorola for the equipment (\$212,652.90), the other to Delta Wireless for the labor (\$150,081.28).

FISCAL IMPACT: Will save the City the cost of replacing current radio equipment and infrastructure.

FUNDING: Federal Homeland Security Grant \$362,734.18


Jordan Ayers
Deputy City Manager/Internal Services Director



Delta Wireless Inc.
 1700 W Fremont St.
 Stockton, Ca 95203
 209-948-9611 fax 209-948-0103
 Calif. contractors lic# 748224

Project Number **JM012210**

SALES QUOTE

Customer

Name	City of Lodi	Contact	Mark White
Address	310 W. Elm St	Phone	209 333 5559
City	Lodi	Fax	
State	Ca 95241	Email	
Zip		Project	Public Safety UHF Radio System Upgrade

Dates

Quote Issued 01/27/2010
 Customer P.O. _____

Product/Service Name	Quantity	Price	TOTAL
Option (1) Install the equipment provided by Motorola for three new UHF Digital Conventional Channels (A separate PO must be issue to Motorola for the equipment)	1		\$30,659.91
Enhancements B. Map antenna placement and remove unused equipment at Lodi Tower site	1		\$21,482.67
C. Lower recurring monthly remote site connectivity telco cost	1		\$38,733.72

Subtotal Page 1	\$90,876.30
Subtotal Page 2	\$59,204.98
Subtotal Page 3	
Freight	
Subtotal	\$150,081.28
Tax	
Non Tax Labor	
Non Tax Freight	
Fuel Surcharge	
Optional 1st year labor warranty	
TOTAL	\$150,081.28

SCOPE OF WORK:

As defined in our Sept 14, 2009 Response to your RFP, Public Safety UHF System Upgrade Request for Proposal. Please note equipment for option (1), must be purchased on a separate purchase order to Motorola.

Sales/Offered By: Joe Maduri
Title: Sr Acct Mgr
Phone Number: 916 966 6611
 Engineered By (Initials) _____

THIS QUOTE REPRESENTS AN ENGINEERED SOLUTION AND IS PROPRIETARY AND CONFIDENTIAL

Quote valid for thirty (30) days after receipt



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 1700 W. Fremont St.
 Stockton, Ca 95203
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Terms and Conditions

Customer

Name	City of Lodi	Contact	Mark White
Address	310 W. Elm St	Phone	209 333 5559
City	Lodi	Fax	
State	Ca 95241	Email	
Zip		Project	Public Safety UHF Radio System Upgr

Dates

Quote Issued	01/27/2010
Customer P.O.	

TERMS AND CONDITIONS

- 1) **Installation contract:** This quote is based upon detailed information provided to Delta Wireless and Surveillance Solutions by the quoted customer. Signing this quote formally constitutes a signed contract for products and services between Delta Wireless and Surveillance solutions and customer.
- 2) **Adds, moves and changes** to the scope of work described within this quote must result in a written change order signed by both parties, prior to the re-ordering or reconfiguration of any product or service provided on this quote.
- 3) **Remobilization** charges (depending on distance) will be added to this quote if the vehicle and/or site are not available at the time and place, or is not in the condition or configuration described by the customer.
- 4) **Used equipment** will be installed at the customer's own risk. Appearance and performance will not be improved by installation. Customers have the responsibility to inform Delta of equipment deficiencies prior to installation. Delta will be glad to provide a quote for the repair and/or replacement of any equipment.
- 5) **Work stoppage:** Installations will begin only after all equipment to be installed is physically on hand and ready for installation. "Work stoppage" will begin if the customer requests "Adds, moves or changes" to this quotation. If a customer initiated "change order" results, a minimum of one hour will be charged and/or travel time assessed for the remobilization of labor on the project.
- 6) **Restocking and freight:** A 25 % restocking fee will be added to the change order for any product returned by Delta, on the customer's behalf. If the equipment has already been installed and the product cannot be returned to the manufacturer, the customer must pay in full. Additional freight charges, if required will be added to the change order.
- 7) **Payment for equipment due upon receipt of equipment.**
- 8) **Labor payment due upon completion of contract.**
- 9) **Labor warranty 30 days.**
- 10) **Optional 1st year labor warranty when purchased will cover the pick-up and delivery of portables, triage of mobile, base and repeater radios and video equipment during normal business hours. Physical damage, abuse, accidents or acts of God will not be covered. No shipping charges for equipment returned to the manufacturer for repair will be covered.**
- 11) **Equipment warranty: Manufactures warranty applies. All labor to trouble shoot, program, freight charges to the manufacture, and reinstallation of equipment will not be included.**
- 12) **Non-Solicitation:** Customer shall not, during the term of this Agreement and for a period of two (2) years immediately following the termination of the contract, or any extension hereof, for any reason, either directly or indirectly: (a) call on, solicit, induce, recruit, or encourage any of Delta Wireless employees to leave their employment or terminate their contracts or take away such employees (b) attempt to solicit, induce, recruit, encourage or take away employees for the customer or any other person or entity; (c) call on solicit, induce, recruit or encourage any of the customers to terminate their relationships with Delta Wireless or take away such customers or (d) attempt to solicit, induce, recruit, encourage or take customer of Delta Wireless for the Customer or any other person or entity.

CUSTOMER SIGNATURE CONSTITUTES AGREEMENT WITH DELTA WIRELESS AND NETWORK SOLUTIONS TERMS AND CONDITIONS

QUOTE AND TERMS ACCEPTED BY:	Date:
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Quote valid for thirty (30) days after receipt



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 1700 W Fremont St.
 Stockton, Ca 95203
 209-948-9611 fax 209-948-0103
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Customer

Name City of Lodi
 Address 310 W. Elm St
 City Lodi
 State Ca 95241
 Zip _____

Contact Mark White
 Phone 209 333 5559
 Fax _____
 Email _____
 Project Public Safety UHF Radio System Upgr

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Product/Service Name	Quantity	Price	TOTAL
D. Add a 4th Voting site in So West Lodi NOTE: This does not include installation. An installation quote will be furnished upon site selection	1		\$49,204.98
E. Installation of (D) 4th Voting Site (Not to Exceed) Based on the following parameters: 1. Antenna to be mounted on existing structure 2. Power is available at site 3. Connectivity is available 4. Antenna cable run does not exceed 100 ft.	1		\$10,000.00
Subtotal Page 2			\$59,204.98

PAGE 2

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RESOLUTION NO. 2010-17

A RESOLUTION OF THE LODI CITY COUNCIL
AWARDING CONTRACT FOR THE REPLACEMENT
OF PUBLIC SAFETY RADIO EQUIPMENT, UTILIZING
HOMELAND SECURITY GRANT NO. 2008-0006

WHEREAS, the City of Lodi was recently awarded a portion of Homeland Security Grant No. 2008-0006 for the purchase of Public Safety radio equipment; and

WHEREAS, the federal government is requiring public safety agencies to transition to narrow-band radio frequencies by January 2013; and

WHEREAS, the City will be required to purchase digital radio equipment capable of using the new frequencies and this grant allows for the purchase of communications equipment it otherwise cannot afford; and

WHEREAS, the City received proposals from ComTech Communications, Inc., Motorola, and Delta Wireless and Network Solutions; and

WHEREAS, a panel of four City staff members and two from San Joaquin County reviewed the three proposals and recommend that the Lodi City Council award the contract to Delta Wireless and Network Solutions, of Stockton, including all options recommended in its proposal, in the amount of \$362,734.18.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council does hereby award the contract for the replacement of public safety radio equipment to Delta Wireless & Network Solutions, of Stockton, California, in the amount \$362,734.18, which includes all options, utilizing Homeland Security Grant No. 2008-0006.

Date: February 17, 2010

I hereby certify that Resolution No. 2010-17 was passed and adopted by the Lodi City Council in a regular meeting held February 17, 2010, by the following vote:

AYES: COUNCIL MEMBERS – Hansen, Hitchcock, Johnson, Mounce,
and Mayor Katzakian

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – None

ABSTAIN: COUNCIL MEMBERS – None



RANDY JOHL