

23073

DATE: November 17, 2011

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne, Chief Information Officer,
Department of Information Technology

John H. Hsu, Commissioner, Department of Public Works and Transportation

John Cullen, Acting Commissioner, Department of Emergency Services

George Longworth, Commissioner, Sheriff, Department of Public Safety

RE: AUTHORITY TO ENTER INTO AN AGREEMENT (IT-1218) WITH MOTOROLA SOLUTIONS, INC. ("MOTOROLA") WHEREBY MOTOROLA WILL PROVIDE MAINTENANCE SERVICES FOR THE COUNTY'S UHF TRUNKED AND VHF F1 and F3 CONVENTIONAL ANALOG TWO-WAY RADIO SYSTEMS FOR A FIVE YEAR PERIOD COMMENCING ON JANUARY 1, 2012 AND TERMINATING ON DECEMBER 31, 2016 IN THE TOTAL NOT TO EXCEED CONTRACT AMOUNT OF \$2,888,229.00

ACTION REQUESTED:

- Attached herewith is a resolution which, if approved, would authorize the County of Westchester ("the County") to enter into an agreement (IT-1218) with Motorola Solutions, Inc. ("Motorola") whereby Motorola will provide maintenance services for the County's UHF trunked analog two-way radio system ("Trunked Radio System") and two (2) VHF conventional analog two-way radio systems ("F1 and F3 Radio Systems"). The Trunked Radio System facilitates effective communications among emergency responders throughout the County, including the Department of Emergency Services ("DES"), local fire departments and local emergency medical services. The County Department of Public Works and Transportation also utilizes the system as a means to communicate with its surface bus fleet. The F1 and F3 Radio Systems facilitate communications for the Department of Public Safety and also provide interoperability with municipal police departments within the County.
- Pursuant to the proposed agreement, Motorola will provide maintenance services, technical support, network monitoring, infrastructure repair and response services for the Trunked and F1 and F3 Radio Systems for a five-year period commencing on January 1, 2012 and terminating on December 31, 2016, in the total not to exceed amount of \$2,888,229.00, payable quarterly. This not to exceed amount is an all inclusive flat rate. Motorola, as the original equipment manufacturer responsible for the design and implementation of the County's complex radio systems, is the most efficient and knowledgeable source of maintenance services for these systems. The approval of the

proposed agreement will assure the County's continued ability to reliably operate these critical systems. In addition, the proposed five-year contract will allow the County to save \$107,585 as compared with entering into five annual agreements for the provision of the same services.

- The objective of the requested maintenance services is to ensure that the Trunked and F1 and F3 Radio Systems provide reliable service for emergency responders and the Westchester County Bee-Line bus system twenty-four hours a day, seven days a week, and to ensure that these Radio Systems are properly maintained. These Radio Systems are critical infrastructure and are relied upon by the County's emergency response and public transportation systems. It is in the County's best interest to see that this infrastructure is properly maintained to prevent both unnecessary downtime and to achieve the expected lifespan of the system. DES will track day-to-day performance to ensure Motorola meets or exceeds the contractual service level agreements. DES and DoIT will oversee work performed under the agreement.
- By resolution previously approved by your Honorable Board, this procurement has been exempted from the operation of the Westchester County Procurement policy.

Accordingly, the attached resolution is submitted for your consideration.

MB/DI

RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER OF THE DEPARTMENT OF INFORMATION TECHNOLOGY; THE COMMISSIONER OF THE DEPARTMENT OF PUBLIC WORKS AND TRANSPORTATION; THE ACTING COMMISSIONER OF THE DEPARTMENT OF EMERGENCY SERVICES AND THE COMMISSIONER-SHERIFF OF THE DEPARTMENT OF PUBLIC SAFETY, BE IT HEREBY

RESOLVED: that the County of Westchester (“the County”) is authorized to enter into an agreement (IT-1218) with Motorola Solutions, Inc. (“Motorola”), having a place of business located at 1301 East Algonquin Road, Schaumburg, Illinois 60196, whereby Motorola will provide maintenance services for the County’s UHF trunked analog two-way radio system and F1 and F3 VHF conventional analog two-way radio systems, for a five-year period commencing on January 1, 2012 and terminating on December 31, 2016, in the total all-inclusive flat rate amount of \$2,888,229.00, payable quarterly; and be it further

RESOLVED, this Agreement is subject to County appropriations; and be it further

RESOLVED, this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the “State Budget”) proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the county shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to Motorola, then Motorola shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute and deliver any and all documents and to take all action necessary and appropriate to effectuate the purposes hereof.

Account to be Charged/Credited:

Agreement IT-1218

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2012	101	20	1000	4070		\$127,082
2012	101	44	2100	4070		\$335,035
2012	101	38	2000	4070		\$115,529
2013	101	20	1000	4070		\$127,082
2013	101	44	2100	4070		\$335,035
2013	101	38	2000	4070		\$115,529
2014	101	20	1000	4070		\$127,082
2014	101	44	2100	4070		\$335,035
2014	101	38	2000	4070		\$115,529
2015	101	20	1000	4070		\$127,082
2015	101	44	2100	4070		\$335,035
2015	101	38	2000	4070		\$115,529
2016	101	20	1000	4070		\$127,082
2016	101	44	2100	4070		\$335,035
2016	101	38	2000	4070		\$115,528

Budget Funding Year(s): 2012-16 Start Date: January 1, 2012 End Date: December 31, 2016

Funding Source Tax Dollars: \$2,888,229.00

State Aid _____

\$2,888,229.00 Federal Aid: _____

(must match resolution) Other: _____