

73270

DATE: December 10, 2019

TO: Board of Acquisition and Contract

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

RE: AUTHORITY TO ENTER INTO AN AGREEMENT (IT-1603) 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 ONE YEAR PERIOD COMMENCING ON JANUARY 1, 2020 AND TERMINATING ON DECEMBER 31, 2020 FOR A TOTAL NOT TO EXCEED CONTRACT AMOUNT OF \$637,860.42 WITH THE OPTION TO RENEW FOR TWO (2) ONE YEAR RENEWAL OPTIONS ON THE SAME TERMS AND CONDITIONS WITH A 3% ANNUAL RENEWAL INCREASE.

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Attached herewith is a resolution which, if approved, would authorize the County of Westchester ("the County") to enter into an agreement (IT-1603) 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 VHF conventional analog two-way radio systems ("F1 and F3 Radio Systems") (collectively, the "Radio Systems"). The Trunked Radio System facilitates effective communications among emergency responders throughout the County, including the Department of Emergency Services, 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 network monitoring, network preventative maintenance, infrastructure repair, technical support, onsite infrastructure response and dispatch for the Radio Systems for a one year period commencing on January 1, 2020 and terminating on December 31, 2020, for a total not to exceed contract amount of \$637,860.42, payable quarterly, with the County having the option to renew for two (2) one year renewal periods on the same terms and conditions with a 3% annual renewal increase, noting that such increase will be applied to the remaining balance at the end of the then existing term. 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 is key to the County's continued ability to reliably operate these critical systems.

In addition, Motorola seeks approval to use the following subcontractor to provide maintenance services under the Agreement:

Electronic Service Solutions, Inc.  
250 Clearbrook Road  
Elmsford, NY 10523

The objective of the requested maintenance services is to ensure that the 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 necessary lifespan of the system. The Department of Information and Technology ("DoIT") will track day-to-day performance to ensure Motorola meets or exceeds the contractual service level in the Agreement. DoIT also will oversee work performed under the Agreement.

By resolution previously approved by your Honorable Board, the procurement of the proposed Agreement has been exempted from the operation of the Westchester County Procurement policy.

Accordingly, the attached resolution is submitted for your consideration.

MB/RAN

APPROVED BOARD OF ACQUISITION & CONTRACT ADMINISTRATION - MOTOROLA, SECRETARY

## RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER OF THE DEPARTMENT OF INFORMATION TECHNOLOGY, BE IT HEREBY

**RESOLVED**, that the County of Westchester (“the County”) is authorized to enter into an agreement 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 one year period commencing on January 1, 2020 and terminating on December 31, 2020, in the total all-inclusive flat rate amount of \$637,860.42, payable quarterly with the County having option to renew for two (2) one year renewal periods on the same terms and conditions with a 3% annual renewal increase, noting that such increase will be applied to the remaining balance at the end of the then existing term and that the agreement will automatically renew for each renewal period unless the County notifies Motorola of its intention not to renew at least thirty (30) days prior to the end of the then existing term; and be it further

**RESOLVED**, the following subcontractor is hereby approved to provide maintenance services:

Electronic Service Solutions, Inc.  
250 Clearbrook Road  
Elmsford, NY 10523

and, be it further

**RESOLVED**, this Agreement is subject to County appropriations; 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:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2020	101	16	2500	4070		\$637,860.42
2021	101	16	2500	4070		\$656,996.23
2022	101	16	2500	4070		\$676,706.12

Budget Funding Year(s): 2020-2022 Start Date: January 1, 2020  
 (must match resolution)

End Date: December 31, 2022

Funding Source

Tax Dollars \$1,971,562.77

State Aid \_\_\_\_\_

\$1,971,562.77

Federal Aid \_\_\_\_\_

(must match resolution)

Other \_\_\_\_\_

APPROVED BOARD OF ACQUISITION & CONTRACT #2/19/2019 - USA AIR JUDGE SECRETARY