



# CITY OF ORLANDO

POLICE DEPARTMENT



August 31, 2016

## MEMORANDUM

**TO:** David Billingsley  
Chief Procurement Officer

**THROUGH:** John W. Mina  
Chief of Police

**VIA:** Chain of Command

**FROM:** Becky Gregory, Radio Systems Administrator  
Communications Division

**SUBJECT:** ASTRO 25 Maintenance and System Upgrade Agreement II (SUAI)

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Similar to other business-critical technology, the ASTRO 25 Multi-Zone system throughout its lifespan requires periodic technology updates. To support lifecycle planning, Motorola offers a portfolio of lifecycle management solutions to help system owners maintain and secure their ASTRO 25 system while reducing their Total Cost of Ownership (TCO) over the operational life of the system. The Motorola System Upgrade Agreement II (SUAI) is instrumental in keeping our ASTRO 25 running at peak performance. Since the SUAI has been in place, Orlando has had one complete system upgrade at a cost savings of \$2,000,000.00. The current SUAI is set to expire September 30, 2016.

As ASTRO 25 system releases become available, SUAI provides system upgrades at a fixed price in a one or two year period. Orlando's system is currently contracted to be upgraded every two years, along with Orange County's system. Orange County is currently contracted for a six year fixed price, similar to Option 2 described below.

Orlando and Orange County have an Inter-local agreement in place. Under Section 6, section 1), subsection d) it states "The County and City will ensure their respective Trunked Simulcast Radio (TSR) systems are at the same Motorola hardware/software release for system functionality to remain operational".

Under Section 6, section 2), subsection e) it states "The City and County will ensure their respective TSR systems are at the same Motorola hardware/software release for system functionality to remain operational".

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Motorola ASTRO 25 System Upgrade Agreement II

This is a complete package of hardware, software, implementation and change management services which are required to upgrade our systems to the currently available system release. Maintaining a current readiness postured with our systems allow us to be more responsive to new technologies, mitigate the risk of falling behind in technology curve and maximize the lifespan of our system.

Motorola has also agreed to include the maintenance fees for the Infrastructure and subscribers at a reduced cost.

Motorola has presented two options for our review:

- Option 1 is for a two year, fixed price time period. This option does not give the City savings for renewing a two-year contract.
- Option 2, is for a six year, fixed price time period. This option will save the City approximately \$110,000 annually through the six-year period. Option 2 would give us three complete upgrades and maintenance for the infrastructure and subscribers, keeping our Public Safety system at peak performance for six years.

My recommendation is option 2, as it saves the City dollars over a six year period. However, during and after the six year period, the City can evaluate and reevaluate what new technologies are available in the industry.

Each communications system is unique, and it is imperative that the vendor providing upgrades and/or additions to the system has a thorough knowledge of the existing system, as well as the upgrades to be provided. To ensure the integrity of the City's radio system and end user equipment, the aforementioned items should be purchased, delivered, installed and maintained by Motorola.

If you have any questions, please feel free to contact Radio Systems Administrator, Becky Gregory, at 321.235.5314.

RLG/rlg

## Summary

Approval is requested for the continuation of the subject contracts with Motorola Solutions, Inc. for a six (6) year period, October 1, 2016 – September 30, 2021

On August 29, 2011, City Council authorized the standardization of Motorola radio communications equipment and approved the Phase II upgrade, establishing the City's current five (5) site, 22 channel, Motorola Astro 25 Digital Multi-Zone 800MHz radio system. The radio system consist of five (5) radio towers sites, and 115 channels containing computerized electronic equipment to support over four-thousand (4000) portable and mobile radios. This contract will provide for three software upgrades to the infrastructure of our radios system. It is essential to for the city to stay at the current Motorola software level release to support multi-agency interoperability during critical incidents.

The maintenance and support contract will provide 24-hour service for the 800MHz radio system, as well as repairs, maintenance and support for mobile and portable radio equipment utilized in conjunction with the system. This system is monitored 24/7 by Motorola.

The annual cost of maintenance can vary each year as new equipment is purchased under warranty and older equipment is removed from service. Below are the projected Annual Maintenance Costs. This year all previous equipment purchased has come off warranty and added to the new maintenance contract.

The maintenance costs will be divided among City agencies and GOAA as follows;

OPD (portable/mobile radios and fixed equipment)	(\$79,410 + \$971,273)	\$1,050,683
<u>Less GOAA (4% Air Usage Cost)</u>	<u>(4% x \$971,273)</u>	<u>- \$ 38,851</u>
Total OPD (portable/mobile radios and fixed equipment)		\$1,011,832
OFD (portable/mobile radios)		\$ 65,118
<u>General Govt (portable/mobile radios)</u>		<u>\$ 9,631</u>
	Total Year Cost to the City	\$1,086,581
Cost without a six (6) year contract		\$1,197,432
SAVINGS TO CITY ANNUALLY		\$ 110,851