



CITY OF ORLANDO

MEMORANDUM

To: David Billingsley, Chief Procurement Officer
Angela Thomas, Purchasing Agent III ✓

From: Rosa Akhtarkhavari, Chief Information Officer *RA*

Date: June 6, 2018

Subject: Installation Services for OPD/OFD In-vehicle Computer Docking Stations

The Information Technology Department seeks your assistance to secure City Council approval for the acquisition of installation services for up to 750 in-vehicle mobile computer docking stations, manufactured by Gamber-Johnson, LLC for the Orlando Police and Fire Departments. Reference the attached Quote from PCN Strategies, Inc. in the amount of \$111,750.00. This quote is offered via GSA Contract Schedule GS-35F-0143R.

Upon approval, PCN will be providing the installation services through Mobile Installation Technologies, LLC (MIT). For the deployment, MIT will be using a minimum of two experienced technicians, with more available if needed to meet an aggressive schedule of up to 40 installations per day. This timetable is necessary to minimize time out of service for Police and Fire Department vehicles, and will be done concurrently with the replacement of the in-vehicle computers. MIT has the requisite knowledge, experience and expertise to ensure proper installations, ensuring the operational reliability of the mobile computers, and the safety of Police and Fire personnel.

As a reseller, PCN also competed for and won the City's business for the Gamber-Johnson docking stations, as well as the Getac S410 mobile computers in question. In each case of these cases, PCN provided the lowest price. IT further recommends their involvement as a primary supplier for the installations, to maintain a consistent supplier presence for each component of this critical operation.

As you will recall, the overall project addresses OPD/OFD mobile computer lifecycle replacements. Further, the overall improvements in technology deployed in this project will enable recommendations from the Florida Department of Law Enforcement regarding access authentication and data encryption, and will enhance capabilities included in the joint OPD/OFD Computer Aided Dispatch (CAD) project currently underway.

Attachments: PCN Quote 1007543 (GSA)
Public Safety Supply Quote 2016073 (Market)
FIS: Installation of In-vehicle Mobile Computer Docking Stations