


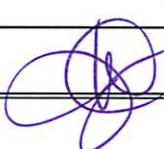
**SUBJECT:** Authorization to purchase Motorola APX 4000 Series hand held radios and related accessories from Motorola Solutions through ProComm Alaska for \$251,493.21.

**AGENDA OF:** December 18, 2018

**ASSEMBLY ACTION:**

**MANAGER RECOMMENDATION:** Present to the assembly for consideration.

**APPROVED BY JOHN MOOSEY, BOROUGH MANAGER:** \_\_\_\_\_

Route To:	Department/Individual	Initials	Remarks
	Purchasing		
	Emergency Services Director	111	
	Finance Director <i>Brad Pickett</i>	<i>BP acting</i>	
	Borough Attorney	NS	
	Borough Clerk	<i>JML</i>	12/10/18 

**ATTACHMENT (S):** Fiscal Note: Yes   X   No         
Motorola Solutions Quote: 2pp

**SUMMARY STATEMENT:** The Department of Emergency Services (DES) operates multiple service areas, which operate independently but must have the capability to operate jointly during large events. In order to facilitate joint operations, communications equipment must be standardized not only throughout the Borough but with surrounding municipalities as well. The standard selected for use in the Matanuska-Susitna Borough is Motorola.

Motorola equipment is currently distributed by ProComm Alaska. Based on information from Motorola; ProComm Alaska is the only authorized seller and maintenance provider for this region.

DES has recently upgraded their air packs to a new G1 series. Along with this upgrade, the packs have become Bluetooth capable to radios. To take advantage of this technology, the Central Mat-Su and Willow Fire Service areas are requesting

authorization to purchase new hand held radios and associated accessories. These will be assigned and paired to each air pack, which will better serve communications in the field. With the bulk order, the Borough is able to receive a discount of \$21,600.00.

On October 25, 2018, Motorola Solutions provided a quotation to DES for seventy-two (72) Motorola APX 4000 Series hand held radios and related accessories.

Receipt of this equipment is expected within 60 days upon receipt of order.

**RECOMMENDATION OF ADMINISTRATION:** Authorization to **PURCHASE MOTOROLA APX 4000 SERIES HAND HELD RADIOS and RELATED ACCESSORIES** from **MOTOROLA SOLUTIONS** for **TWO HUNDRED FIFTY-ONE THOUSAND FOUR HUNDRED NINETY-THREE AND 21/100 DOLLARS (\$251,493.21)**.

MATANUSKA-SUSITNA BOROUGH  
FISCAL NOTE

Agenda Date: December 18, 2018

SUBJECT: Authorization to purchase Motorola APX 4000 Series hand held radios and related accessories from Motorola Solutions through ProComm Alaska for \$251,493.21.

ORIGINATOR: Purchasing

FISCAL ACTION (TO BE COMPLETED BY FINANCE)	FISCAL IMPACT <span style="border: 1px solid black; border-radius: 50%; padding: 2px;">YES</span> NO
AMOUNT REQUESTED \$ 251,493.21	FUNDING SOURCE Fund 250 Central Matsv FSA Budget Approp.
FROM ACCOUNT # 405.000.000.4xx.xx	PROJECT # 45066/45089
TO ACCOUNT :	PROJECT #
VERIFIED BY: <i>Barbara Bauer</i>	CERTIFIED BY:
DATE: 12/3/18	DATE:

EXPENDITURES/REVENUES:

(Thousands of Dollars)

OPERATING	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Personnel Services						
Travel						
Contractual						
Supplies						
Equipment						
Land/Structures						
Grants, Claims						
Miscellaneous						
TOTAL OPERATING						

CAPITAL	251.4					
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REVENUE						
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FUNDING:

(Thousands of Dollars)

General Fund						
State/Federal Funds						
Other	251.4					
TOTAL	251.4					

POSITIONS:

Full-Time						
Part-Time						
Temporary						

ANALYSIS: (Attach a separate page if necessary)

PREPARED BY: \_\_\_\_\_ PHONE: \_\_\_\_\_

DEPARTMENT: \_\_\_\_\_ DATE: \_\_\_\_\_

APPROVED BY: *Bruce R. Smith acting F.D.* DATE: 12/3/18



Quote Number: QU0000456815  
Effective: 25 OCT 2018  
Effective To: 31 DEC 2018

**Bill-To:**

MATANUSKA-SUSITNA BOROUGH  
350 E DAHLIA AVE  
PALMER, AK 99645  
United States

**Ultimate Destination:**

MATANUSKA-SUSITNA BOROUGH  
350 E DAHLIA AVE  
PALMER, AK 99645  
United States

**Attention:**

Name: Jake Boothby  
Email: jacob.boothby@matsugov.us

**Sales Contact:**

Name: Angela Parker  
Email: aparker@procommak.com  
Phone: 907-563-1176

Contract Number: NASPO ValuePoint  
Freight terms: FOB Destination  
Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	65	H51KDF9PW6AN	APX 4000 VHF MHZ MODEL 2 PORTABLE	\$1,963.00	\$1,432.99	\$93,144.35
1a	65	H499JU	ENH: SUBMERSIBLE (DELTA T)	\$250.00	\$187.50	\$12,187.50
1b	65	QA04934AA	ALT: IMPRES LI-ION 2500MAH RUGGED UL (NNTN8560)	\$50.00	\$37.50	\$2,437.50
1c	65	QA04865AA	ADD: TWO KNOB CONFIGURATION	-	-	-
1d	65	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SIN	\$1,570.00	\$1,146.10	\$74,496.50
1e	65	H885BK	ADD: 3Y ESSENTIAL SERVICE	\$90.00	\$90.00	\$5,850.00
1f	65	G996AZ	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$73.00	\$4,745.00
1g	65	QA01648AA	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.65	\$237.25
2	11	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	\$69.25	\$50.55	\$556.05
3	65	NNTN8575ABLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES XE RSM XT CABLE BLACK	\$480.00	\$350.40	\$22,776.00
4	65	NNTN8560A	BATT IMPRES LIION TIA4950 IP67 2500T	\$159.65	\$116.54	\$7,575.10
(Notes) spare batteries						
5	65	NNTN7616D	CHR IMP VEH EXT EU	\$380.00	\$277.40	\$18,031.00
6	15	NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	\$429.00	\$313.17	\$4,697.55

Note: Motorola is offering a \$300.00 per radio discount,

Total Quote in USD

for an order of 50 or more radios, thus bringing  
total offer for this quote quantity to \$227,233.80, if ordered AND shipped  
before the end of the year. Discount of \$19,500. Total amount: \$227,233.80.

~~\$246,733.80~~

Q1991

PO Issued to Motorola Solutions Inc. must:

- >Be a valid Purchase Order (PO)/Contract/Notice to Proceed on Company Letterhead. Note: Purchase Requisitions cannot be accepted
- >Have a PO Number/Contract Number & Date
- >Identify "Motorola Solutions Inc." as the Vendor
- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number

**MOTOROLA SOLUTIONS**

Quote Number: QU0000458932

Effective: 09 NOV 2018

Effective To: 31 DEC 2018

**Bill-To:**

MATANUSKA-SUSITNA BOROUGH  
 350 E DAHLIA AVE  
 PALMER, AK 99645  
 United States

**Ultimate Destination:**

MATANUSKA-SUSITNA BOROUGH  
 350 E DAHLIA AVE  
 PALMER, AK 99645  
 United States

**Attention:**

Name: Rich Boothby  
 Phone: (907) 861-8342

**Sales Contact:**

Name: Angela Parker  
 Email: aparker@procommak.com  
 Phone: 907-563-1176

Contract Number: NASPO ValuePoint  
 Freight terms: FOB Destination  
 Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	7	H51KDF9PW6AN	APX 4000 VHF MHZ MODEL 2 PORTABLE	\$1,963.00	\$1,432.99	\$10,030.93
1a	7	H499JU	ENH: SUBMERSIBLE (DELTA T)	\$250.00	\$187.50	\$1,312.50
1b	7	QA04934AA	ALT: IMPRES LI-ION 2500MAH RUGGED UL (NNTN8560)	\$50.00	\$37.50	\$262.50
1c	7	QA04865AA	ADD: TWO KNOB CONFIGURATION	-	-	-
1d	7	QA02756AB	ENH: 3600 OR 9600 TRUNKING BAUD SIN	\$1,570.00	\$1,146.10	\$8,022.70
1e	7	H885BK	ADD: 3Y ESSENTIAL SERVICE	\$90.00	\$90.00	\$630.00
1f	7	G996AZ	ADD: PROGRAMMING OVER P25 (OTAP)	\$100.00	\$73.00	\$511.00
1g	7	QA01648AA	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.65	\$25.55
2	7	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	\$69.25	\$50.55	\$353.85
3	7	NNTN8575ABLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES XE	\$480.00	\$350.40	\$2,452.80
4	7	NNTN8560A	RSM XT CABLE BLACK BATT IMPRES LIION TIA4950 IP67 2500T	\$159.65	\$116.54	\$815.78
(Notes) spare batteries						
5	7	NNTN7616D	CHR IMP VEH EXT EU	\$380.00	\$277.40	\$1,941.80

**Total Quote in USD**

Motorola has offered a discount of \$300 off per radio, for quantities of 50+ radios, this quote would be a total of: \$24,259.41 with that discount, to be added to QU0000456815 quantity. Must be ordered and shipped before 12.31.18. Total discount off of this quote is \$2,100.00. Total Amount: \$24,259.41

Q2036  
 Willow Fire  
 \$300 off per radio kit

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- >Have Payment Terms or Contract Number
- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number