



CITY OF GLENDALE, CALIFORNIA REPORT TO THE CITY COUNCIL

AGENDA ITEM

Report: Approval of Master Purchase Agreement with Motorola Solutions, Inc.

1. Resolution to dispense with competitive bidding and authorize the City Manager or his designee to execute a Master Purchase Agreement with Motorola Solutions, Inc. for all purchases of proprietary systems, equipment, software, and services through December 31, 2026, with one five year renewal option.

COUNCIL ACTION

Item Type: Action Item

Approved for November 16, 2021 **calendar**

EXECUTIVE SUMMARY

Since 2001, Glendale's multi-agency regional interoperable radio communications system, which is used by Glendale Police, Fire, and other City Departments, relies exclusively on Motorola technology for its infrastructure. In early 2001, the City selected Motorola as the sole vendor capable of providing a complete radio communications system to meet the operational requirements of the City. As such the Council approved an initial 10-year Master Purchase Agreement (MPA) with Motorola that was subsequently renewed in 2011.

The MPA has enabled the City to replace its conventional system and build an infrastructure that has greater flexibility, capability, and capacity to its users. In addition, the City has partnered with other local governments to create the Interagency Communications Interoperability (ICI) System that provides daily communications for municipal police and fire departments in Los Angeles County. Furthermore, the MPA enables the City to sole-source its purchases to Motorola and provides the City with a single document governing all procurements and specifies minimum discount levels tied to those provided to the County of Los Angeles. It should be noted there is no minimum spending or purchase commitments associated with the MPA and all purchases are subject to the annual appropriation limits that is approved by Council each year.

Over the past 20 years, other vendors have brought comparable but not compatible infrastructure to the market. While technically these manufacturers could provide equipment to replace our existing Motorola infrastructure, it would be cost prohibitive to

completely replace the radio system. In addition, it would create compatibility challenges and additional costs to all ICI System members and many subscribing agencies. Therefore, staff requests the City Council to dispense with competitive bidding and authorize the City Manager or his designee to execute a new MPA with Motorola Solutions, Inc. for all purchases of proprietary systems, equipment, software, and services through December 31, 2026, with one five-year renewal option.

COUNCIL PRIORITIES

Approval of the MPA is consistent with the following Council Priorities:

- Safe & Healthy Community: Having a robust, well-maintained and reliable radio system provides Glendale Police, Fire, GWP, and Public Works Departments the ability to respond to routine calls for service, 9-1-1 calls, as well as natural disasters, other civil emergencies, and any other circumstance requiring a City response to assist the community.
- Infrastructure & Mobility: Public Works and GWP field crews utilize the radio system every day as they work to support, maintain and improve the City's infrastructure and ensure reliable utility services for our residents.
- Community Services & Facilities: Similar to Public Works & GWP, the radio system is used every day by Community Services & Parks to maintain and improve city facilities and parks and by the Community Development Department for their inspection and enforcement sections.

RECOMMENDATION

Dispense with competitive bidding and authorize the City Manager or his designee to execute a new MPA with Motorola Solutions, Inc. for all purchases of proprietary systems, equipment, software, and services through December 31, 2026, with one five-year renewal option.

BACKGROUND

In early 2001 the City embarked upon a project to replace its aging radio infrastructure, and to provide regional radio coverage and interoperability with public safety agencies throughout Los Angeles County. This initiative eventually led to the creation of the ICI System Joint Powers Authority (JPA).

At the time the system was replaced in 2001, Motorola was the only company with both a broad portfolio of proven public safety communications products, and a long, stable, corporate history. As a result, the City entered into a ten-year MPA with Motorola, which was subsequently renewed in 2011. The MPA enables the City to sole-source its purchase to Motorola and provides the City with a single document governing all procurements of systems, equipment, services, and software from Motorola. It has also allowed the City to react very quickly to take advantage of grant funds that would have otherwise expired.

In addition, the MPA specifies minimum discount levels tied to those provided to the County of Los Angeles. Staff uses those discounts as a starting point and usually obtains additional pricing concessions. The table below is a summary of some of the projects recently completed under the MPA and indicates the discounts staff negotiated.

Project	List Price	Negotiated Price	Savings	Discount %
Glendale Radio System Backup Site*	\$2,818,085	\$2,089,716	\$728,369	26%
Encryption Key Management Facility*	\$430,660	\$328,703	\$101,957	24%
ICI System Backhaul Network Router Upgrade*	\$493,904	\$275,425	\$218,479	44%
Glendale Backhaul Router Upgrades	\$368,342	\$269,271	\$99,071	27%
Oat/Hauser/Master Site Capacity*	\$339,564	\$258,523	\$81,041	24%

*Note: Project was grant funded

Today, Glendale operates a robust multi-agency radio system that is highly available and highly redundant. It is extensively used every day by City Departments including Police, Fire, GWP, Public Works, Community Services and Parks, and Community Development which allows them to provide critical services to City residents, businesses, and visitors. Not only do City employees have solid radio coverage throughout Glendale, including the canyons and hills, they can roam throughout Los Angeles County and continue to send and receive calls for service without a drop in service or coverage. In addition, the ICI System has continued to expand ever since and is now governed by 10 members consisting of 22 cities with Glendale serving as the lead agency managing the system core. The ICI System provides daily police communications for 37 of the 45 municipal departments in Los Angeles County as well as 23 of 26 municipal fire departments.

The build out of the Glendale cell and the ICI System has all been accomplished and made possible under the MPA with Motorola. The radio system requires a very high level of support from Motorola and they have provided the City of Glendale and the City's ICI System partners with solid support since the system began in 2001. Their cooperative approach has played a significant role in the success of Glendale radio system and ICI System JPA.

ANALYSIS

Currently, the City of Glendale and all ICI System members operate radio systems based on Motorola-proprietary technology. Despite the development of Project 25 (P25) standards for public safety communications, regardless of which manufacturer is

selected, components are not interchangeable between them as those standards dictate minimum functionality rather than how that functionality should be reached. Each manufacturer has added their own proprietary features making only basic voice functions compatible across platforms. Thus, there are major system components that remain proprietary to Motorola and are not available elsewhere.

It should be noted that over the past 20 years, other vendors such as L3HARRIS, JVCKenwood, and Tait have brought comparable but not compatible systems to market. While technically these manufacturers could provide equipment to replace our existing Motorola infrastructure, it would be cost-prohibitive to completely replace the radio system at this point, in addition to the compatibility challenges it would present to all ICI System members and subscribing agencies.

Therefore, based on the propriety nature of the Motorola components and services and the significant cost of a system-wide change out, it is recommended for the Council to dispense with competitive bidding and approve a five-year MPA with Motorola Solutions, Inc. for all purchases of proprietary systems, equipment, software, and services through December 31, 2026, with one five-year option.

It should be noted that for non-proprietary infrastructure components, as well as mobile and portable radios, staff will continue to consider other manufacturers and competitively bid those products. For example, this was recently done with the mobile radios installed in Glendale Fire Department vehicles as a non-Motorola product was competitively bid and has been well received by personnel. In the upcoming budget years, staff will consider mobile and portable radios from other manufacturers as the fleet of radios for Public Works and GWP are nearing end of life.

STAKEHOLDERS/OUTREACH

Glendale's radio system is used extensively every day by Police and Fire for routine operations and to respond to 911 dispatch calls for service. For non-safety operations, it is relied upon to provide services to our residents by many departments including GWP, Public Works, Community Services & Parks, and Community Development. Lastly, the ICI System, for which Glendale is the site administrator, provides daily communications for 37 of the 45 municipal police departments in Los Angeles County as well as 23 of 26 municipal fire departments.

FISCAL IMPACT

There is no fiscal impact associated with the approval of the MPA and no new appropriation is being requested at this time. It should also be noted there is no minimum spending or purchase commitments associated with the MPA. All purchases made under the MPA are subject to the appropriation limits that approved by Council as part of the annual budget process.

ENVIRONMENTAL REVIEW

This item is considered a ministerial activity and therefore, not subject to CEQA review.

CAMPAIGN DISCLOSURE

The following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors and any person or entity with more than 10% interest in the company proposed for contract in this Agenda Item Report in accordance with the City Campaign Finance Ordinance No. 5744.

Officers of **Motorola Solutions, Inc:**

Full Name	Title	Business Address	City	State	Zip
Gregory Brown	CEO & Chairperson	500 W Monroe St	Chicago	IL	60661
Mark Hacker	Executive VP, General Counsel & CAO	500 W Monroe St	Chicago	IL	60661
Jack Molloy	Executive VP, Products & Sales	500 W Monroe St	Chicago	IL	60661
Rajan Naik	Senior VP, Strategy & Ventures	500 W Monroe St	Chicago	IL	60661
Mahesh Saptharishi	Senior VP & CTO	500 W Monroe St	Chicago	IL	60661
Jason Winkler	Executive VP & CFO	500 W Monroe St	Chicago	IL	60661
Cynthia Yazdi	Senior VP, Marketing	500 W Monroe St	Chicago	IL	60661
Kenneth Denman	Lead Independent Director of the Board	500 W Monroe St	Chicago	IL	60661
Egon P Durban	Board of Directors	500 W Monroe St	Chicago	IL	60661
Clayton M Jones	Board of Directors	500 W Monroe St	Chicago	IL	60661
Judy Lewent	Board of Directors	500 W Monroe St	Chicago	IL	60661
Gregory K. Mondre	Board of Directors	500 W Monroe St	Chicago	IL	60661
Joseph M. Tucci	Board of Directors	500 W Monroe St	Chicago	IL	60661
Icahn Associates Holding LLC	More than 10% Interest	767 5th Avenue 47th Floor	New York	NY	10153
The Vanguard Group, Inc.	More than 10% Interest	100 Vanguard Blvd	Malvern	PA	19355

ALTERNATIVES

Alternative 1: Dispense with competitive bidding and authorize the City Manager or his designee to execute a new MPA with Motorola Solutions, Inc. for all purchases of

proprietary systems, equipment, software, and services through December 31, 2026, with one five-year renewal option.

Alternative 2: Do not approve the staff recommendation to dispense with competitive bidding and approve a five-year MPA with Motorola Solutions, Inc. and direct staff to consider other providers. Under this direction staff would need a one or two-year extension with Motorola to provide ample time evaluate the cost and system ramifications to Glendale and to the ICI System members and subscribers. It is highly likely that after this evaluation period, it would be too cost prohibitive to consider a system-wide change out at this time.

Alternative 3: Consider any other alternative not proposed by staff.

ADMINISTRATIVE ACTION

Submitted by:

Jason Bradford, Chief Information Officer

Prepared by:

Gordon Arnold, Wireless Systems Manager

Reviewed by:

Michele Flynn, Director of Finance

Michael J. Garcia, City Attorney

Approved by:

Roubik R. Golanian, P.E., City Manager

EXHIBITS / ATTACHMENTS

None.