



4800 Ashford Dunwoody Road
Dunwoody, Georgia 30338
dunwoodyga.gov | 678.382.6700

MEMORANDUM

To: Mayor and City Council

From: Billy Grogan, Chief of Police

Date: July 8, 2019

Subject: Approval of Purchase of Motorola Mobile & Portable Radios

DESCRIPTION

Approval of purchase of 78 Motorola Portable Radios with accessories including radio holster clips, 76 Motorola Mobile Radios, 1 Motorola Base Station Radio and 76 timed power kill switches for our vehicles. These radios and other equipment replaces our old radio system.

BACKGROUND

In order to save money during the start-up of the department, we purchased Johnson mobile and portable radios. Over time, we have had multiple technical problems with the Johnson radios, particularly the portable radios. Regardless of the vendor, we will need to upgrade the vast majority of all mobile radios in order to be compatible with the nationwide P-25 Phase 2 standard or radio communication interoperability.

For many years the Dunwoody Police Department has experienced issues with radio coverage in certain spots in the city. We currently use the DeKalb County radio infrastructure and use the Ravinia Tower radio antenna as the primary antenna to cover all three Dunwoody police zones. While the official DeKalb County radio coverage map showed about a 95% radio signal coverage for the county, narrowing in on the Dunwoody city limits clearly shows the area with radio transmission difficulties, which are primarily related to topography and in-building radio signal penetration.

We have identified four areas where we have systemic problems with radio coverage:

1. The apartment complexes on Peachtree Industrial Boulevard Access Road and Winters Chapel corridor.
2. Dunwoody Club Forest neighborhood.
3. Hidden Branches neighborhood.
4. Fontainebleau neighborhood.

These challenges have resulted in a loss of confidence by our staff in the Johnson radios.

Denis Shortal Mayor
Eric Linton, ICMA-CM City Manager
Sharon Lowery, CMC City Clerk

Pam Tallmadge City Council Post 1
Jim Riticher City Council Post 2
Tom Lambert City Council Post 3

Terry Nall City Council Post 4
Lynn Deutsch City Council Post 5
John Heneghan City Council Post 6

Packet page:...



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We hired MobileComm to help find these problem areas and identify viable solutions. As part of the process, we reviewed the possibility of erecting an additional radio tower but found this option to be cost prohibitive and we would likely face community opposition.

A second option is to install Bi-Directional Amplifiers (BDA's) and/or Distributed Antenna Systems (DAS), both of which require a significant investment and would likely only address the issues in and around apartments.

Our third option is to purchase in-car repeaters, which will boost the signal to our portables. However, there are challenges in the operation of the equipment. The in-car repeater will not auto-detect a weak signal and activate. Instead, they must be manually activated.

The purchase of the Motorola Mobile and Portable radios may solve the radio coverage issue in the affected areas, although this is certainly not guaranteed, and will likely restore officer confidence in our radios.

Once the new radios have been installed, we will test the radio coverage again and make a decision about the need for additional solutions at that time.

RECOMMENDATION

The City Council has previously budgeted \$1,100,000 in our Capital account for infrastructure improvements to our radio system.

The following breakdown is the cost for this purchase:

| | |
|--|-----------|
| Motorola Portable & Mobile Radios, Base Unit & associated accessories: | \$771,517 |
| Radio holders for belts: | \$ 5,000 |
| Time power kill switch for vehicles: | \$ 26,600 |
| Total | \$803,117 |
| Estimated trade in: | \$ 58,250 |
| Cost of Project | \$744,867 |

Staff recommends using \$744,867 to purchase the new Motorola radios and associated equipment.



Quote Number: QU0000481287

Effective: 20 JUN 2019

Effective To: 19 AUG 2019

Bill-To:

DUNWOODY, CITY OF
41 PERIMETER CENTER E STE 250
DUNWOODY, GA 30346
United States

Ultimate Destination:

DUNWOODY, CITY OF
41 PERIMETER CENTER E STE 100
DUNWOODY, GA 30346
United States

Attention:

Name: Major Fladrich
Phone: 678-382-6905

Sales Contact:

Name: Adam Gartner
Email: adamgartner@callmc.com
Phone: 6784962738

Contract Number: 980-280008

Freight terms: FOB Destination

Payment terms: CREDIT CARD PAY METHOD

| Item | Quantity | Nomenclature | Description | List price | Your price | Extended Price |
|------|----------|---------------|---|------------|------------|----------------|
| 1 | 78 | H98UCF9PW6BN | APX6000 700/800 MODEL 2.5 PORTABLE | \$6,155.00 | \$4,643.75 | \$362,212.50 |
| 1a | 78 | QA05570AA | ALT: LI-ION IMPRES 2 IP68 3400 MAH | | | |
| 1b | 78 | H869BZ | ENH: MULTIKEY | | | |
| 1c | 78 | Q58AL | ADD: 3Y ESSENTIAL SERVICE | | | |
| 1d | 78 | Q806BM | ADD: ASTRO DIGITAL CAI OPERATION | | | |
| 1e | 78 | H122BR | ALT: 1/4- WAVE 7/800 GPS STUBBY (NAR6595A) | | | |
| 1f | 78 | QA00580AC | ADD: TDMA OPERATION | | | |
| 1g | 78 | QA00631AB | ADD: DVRS PSU ACTIVATION | | | |
| 1h | 78 | H38BT | ADD: SMARTZONE OPERATION | | | |
| 1i | 78 | Q361AR | ADD: P25 9600 BAUD TRUNKING | | | |
| 2 | 78 | PMNN4486A | BATT IMPRES 2 LIION R IP67 3400T | \$163.00 | \$130.40 | \$10,171.20 |
| 3 | 78 | NNTN8860A | CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA | \$165.00 | \$132.00 | \$10,296.00 |
| 4 | 78 | PMMN4060B | AUDIO ACCESSORY-HEADSET,PSM IP55 WITH 3.5MM JACK RX 24IN | \$164.00 | \$131.20 | \$10,233.60 |
| 5 | 78 | PMAF4002A | APX 7000 700/800MHZ PSM ANTENNA | \$12.00 | \$9.60 | \$748.80 |
| 6 | 78 | RLN4941A | REC ONLY EARPIECE W/TRANSLUCET TUBE | \$71.07 | \$56.86 | \$4,435.08 |
| 7 | 5850 | SVC03SVC0115D | SUBSCRIBER PROGRAMMING | \$1.00 | \$1.00 | \$5,850.00 |

Total Quote in USD

\$403,947.18

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
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)



Quote Number: QU0000477281
 Effective: 13 MAY 2019
 Effective To: 12 JUL 2019

Bill-To:

DUNWOODY, CITY OF
 41 PERIMETER CENTER E STE 250
 DUNWOODY, GA 30346
 United States

Ultimate Destination:

DUNWOODY, CITY OF
 41 PERIMETER CENTER E STE 100
 DUNWOODY, GA 30346
 United States

Attention:

Name: OLIVER FLADRICH
 Phone: 678-382-6905

Sales Contact:

Name: Adam Gartner
 Email: adamgartner@callmc.com
 Phone: 6784962738

Contract Number: 980-280008
 Freight terms: FOB Destination
 Payment terms: Net 30 Due

| Item | Quantity | Nomenclature | Description | List price | Your price | Extended Price |
|------|----------|---------------|--|------------|------------|----------------|
| 1 | 19000 | SVC03SVC0123D | SUBSCRIBER INSTALL - SVCR LOCATION | \$1.00 | \$1.00 | \$19,000.00 |
| 2 | 76 | M25URS9PW1AN | APX6500 7/800 MHZ MID POWER MOBILE | \$5,975.00 | \$4,523.25 | \$343,767.00 |
| 2a | 76 | G442AJ | ADD: O5 CONTROL HEAD | | | |
| 2b | 76 | G67BC | ADD: REMOTE MOUNT MID POWER | | | |
| 2c | 76 | W22BA | ADD: STD PALM MICROPHONE APX | | | |
| 2d | 76 | G78AT | ADD: 3Y ESSENTIAL SERVICE | | | |
| 2e | 76 | G628AC | ADD: REMOTE MOUNT CBL 17 FEET | | | |
| 2f | 76 | W969BG | ADD: MULTIPLE KEY ENCRYPTION OPERATION | | | |
| 2g | 76 | G444AE | ADD: APX CONTROL HEAD SOFTWARE | | | |
| 2h | 76 | G174AD | ADD: ANT 3DB LOW-PROFILE 762-870 | | | |
| 2i | 76 | G831AD | ADD: SPKR 15W WATER RESISTANT | | | |
| 2j | 76 | GA00235AA | ADD: NO GPS ANTENNA NEEDED | | | |
| 2k | 76 | QA02756AC | ENH: 9600 OR 3600 SINGLE SYSTEM DIG | | | |
| 2l | 76 | GA00580AA | ADD: TDMA OPERATION APX | | | |
| 2m | 76 | QA00631AB | ADD: DVRS PSU ACTIVATION | | | |

Total Quote in USD

\$362,767.00

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- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order



Quote Number: QU0000477292

Effective: 13 MAY 2019

Effective To: 12 JUL 2019

Bill-To:

DUNWOODY, CITY OF
41 PERIMETER CENTER E STE 250
DUNWOODY, GA 30346
United States

Ultimate Destination:

DUNWOODY, CITY OF
41 PERIMETER CENTER E STE 100
DUNWOODY, GA 30346
United States

Attention:

Name: OLIVER FLADRICH
Phone: 678-382-6905

Sales Contact:

Name: Adam Gartner
Email: adamgartner@callmc.com
Phone: 6784962738

Contract Number: 980-280008

Freight terms: FOB Destination

Payment terms: Net 30 Due

| Item | Quantity | Nomenclature | Description | List price | Your price | Extended Price |
|------|----------|---------------|--|------------|------------|----------------|
| 1 | 1 | M25URS9PW1AN | APX6500 7/800 MHZ MID POWER MOBILE | \$6,081.00 | \$4,602.75 | \$4,602.75 |
| 1a | 1 | G442AJ | ADD: O5 CONTROL HEAD | | | |
| 1b | 1 | G66AM | ADD: DASH MOUNT | | | |
| 1c | 1 | W382AM | ADD: CONTROL STATION DESK GCAI MIC | | | |
| 1d | 1 | G78AT | ADD: 3Y ESSENTIAL SERVICE | | | |
| 1e | 1 | W969BG | ADD: MULTIPLE KEY ENCRYPTION OPERATION | | | |
| 1f | 1 | G444AE | ADD: APX CONTROL HEAD SOFTWARE | | | |
| 1g | 1 | G89AC | ADD: NO RF ANTENNA NEEDED | | | |
| 1h | 1 | G831AD | ADD: SPKR 15W WATER RESISTANT | | | |
| 1i | 1 | GA00235AA | ADD: NO GPS ANTENNA NEEDED | | | |
| 1j | 1 | QA02756AC | ENH: 9600 OR 3600 SINGLE SYSTEM DIG | | | |
| 1k | 1 | GA00580AA | ADD: TDMA OPERATION APX | | | |
| 1l | 1 | G91AE | ADD: CONTROL STATION POWER SUPPLY | | | |
| 1m | 1 | W665BF | ADD: CONTROL STATION OPERATION | | | |
| 2 | 200 | SVC03SVC0123D | SUBSCRIBER INSTALL - SVCR LOCATION | \$1.00 | \$1.00 | \$200.00 |

Total Quote in USD

\$4,802.75

PO Issued to Motorola Solutions Inc. must:

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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
- >Include a Ship-To Address with a Contact Name and Phone Number
- >Include an Ultimate Address (only if different than the Ship-To)
- >Be Greater than or Equal to the Value of the Order



June 20, 2019

Major Fladrich,

With the purchase of portables, mobiles, and control station we are offering the following trade in credits:

Portables at \$500 each when purchasing 78 APX6000's for a total of \$39,000.00 (non Li version)

Mobiles at \$250 each when purchasing 76 APX6500Li's for a total of \$19,000.00

Control Station at \$250 each when purchasing 1 APX6500Li control station for a total of \$250.00

Total Trade In Credit of \$58,250.00

Sincerely,

Adam Gartner

Motorola Solutions Inc. Manufacturer's Representative