



STAFF REPORT

DATE: April 26, 2021

TO: Sacramento Regional Transit Board of Directors

FROM: Carmen Alba, VP, Bus Operations

SUBJ: APPROVE SOLE SOURCE PROCUREMENT OF RADIO EQUIPMENT FROM MOTOROLA, APPROVE THE SECOND AMENDMENT TO THE CONTRACT FOR RADIO SYSTEM MAINTENANCE AND REPAIR SERVICES WITH DELTA WIRELESS, INC AND DELEGATE AUTHORITY TO THE GENERAL MANAGER/CEO TO EXECUTE AMENDMENT

RECOMMENDATION

Adopt the Attached Resolutions.

RESULT OF RECOMMENDED ACTION

Approving the recommended actions will allow SacRT to purchase and upgrade the radio equipment in Elk Grove to be compatible with SacRT's existing equipment.

FISCAL IMPACT

The fiscal impact is budgeted in FY 2021 for the procurement of 2 Motorola consolettes at \$17,827.14, 5 portable radios and 56 Motorola mobile radios for the Elk Grove vehicles at \$197,430.75 totaling \$215,257.89.

The equipment installation cost of \$38,292.39 is budgeted in FY 2021 as part of the Elk Grove annexation costs.

As a result of the additional equipment, the monthly retainer fees that SacRT pays for maintenance and repair of radios will increase by \$710.69 per month for the 4 months remaining in Contract Year 6 (which ends October 24, 2021), by \$746.21 per month for Contract Year 7 (ending October 24, 2022). The fiscal impact of these additional monthly fees will be \$8,812.44 in FY 2022 and \$2,984.84 for FY 2023. The cost for FY 2022 is included in the Preliminary FY 2021-2022 Operating and Capital Budget.

DISCUSSION

The Regional Transit Board of Directors approved entering into an agreement between the County of Sacramento on October 13, 1993, for the countywide public safety radio system under the Sacramento Regional Radio Communications System (SRRCS) Licensing Agreement. In October 2020, the Board delegated authority to the General Manager/CEO to enter into a new licensing agreement to extend SacRT's participation for an additional 10 years.

As part of the Licensing Agreement, all SRRCS parties share the annual operating expenses of the shared radio system. Each party to the radio licensing agreement is responsible for maintenance and replacement of unshared system components, such as individual radios, dispatch consoles and services. Motorola Wireless is the sole and exclusive provider of radio equipment for the SRRCS and SacRT must use Motorola equipment and, specifically, Motorola P25 radio equipment, to use the system. The County has a master contract with Motorola Wireless in place that SacRT can use to purchase equipment at a discount; however, the contract does not provide installation, maintenance, or repair service.

On August 24, 2015, the Board awarded a Contract for Radio System Maintenance and Repair Services to Delta Wireless, Inc., for an amount not to exceed \$764,794.32, plus applicable sales tax for a five-year-term with two one-year options after a competitive solicitation to which Delta Wireless was the sole bidder.

On September 14, 2020, the Board approved the First Amendment to the existing Contract for Radio System Maintenance and Repair Services to Delta Wireless, Inc. to exercise Option Years 6 and 7 and to increase the total consideration by \$437,407.56.

In addition to maintenance and repairs service, the Contract includes provisions for Delta Wireless to perform new installation services on both buses and non-mobile locations. However, only a small number of hours per year were estimated for non-bus installation services at a total estimated cost of approximately \$15,000 per year and a limited number of installations were assumed each year for new equipment or equipment swaps. Motorola has communicated to SacRT that Delta Wireless is the only authorized vendor in the Sacramento region that can provide installation, maintenance, and repair services for this equipment.

The existing radio system in the Elk Grove bus fleet is both obsolete and incompatible with the SRRCS. As part of the Elk Grove annexation, SacRT will replace all of the existing radio equipment in the Elk Grove fleet with radios that are compatible with the SRRCS. The equipment will be purchased through the Motorola master agreement with the County and installed by Delta. The cost to purchase the 56 mobile radios, 5 portable radios and 2 consolettes (plus miscellaneous hardware) from Motorola is \$215,257.89 without tax. The installation cost for the radios, consolettes, and a new antenna is estimated at \$37,877.83 plus tax. The services will be billed by Delta at the hourly labor rate set out in the Contract plus parts costs. In addition, SacRT pays a fixed monthly maintenance fee to Delta for maintenance and repair. The Elk Grove annexation will increase SacRT's radio inventory by 63 units and increase Contract maintenance costs by \$2,842.76 in Year 6 and \$8,954.52 in Year 7.

Staff recommends approving a sole source procurement with Motorola for procurement of the additional equipment using the County of Sacramento contract and the Second Amendment to the current contract with Delta Wireless to install radios on the buses and consolettes and award a contract for the purchase and installation.

Additionally, staff requests the Board to delegate authority to the General Manager/CEO to execute additional amendments to the Contract with Delta Wireless, Inc. to increase

the total consideration up to \$100,000, in aggregate, to accommodate minor future equipment changes.

RESOLUTION NO. 21-04-0040

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

April 26, 2021

**APPROVE SOLE SOURCE PROCUREMENT OF RADIO EQUIPMENT FROM
MOTOROLA WIRELESS, INC.**

WHEREAS, in accordance with Section 1.405.B.1 of the Sacramento Regional Transit District Procurement Ordinance a sole source procurement is permitted upon a determination that the services only available from the manufacturer and a finding that it would be futile to seek competition; and

WHEREAS, Sacramento Regional Transit District has participated in the County of Sacramento regional radio system since 1993 to ensure effective communications in emergency situations and the regional radio system uses proprietary equipment manufactured by Motorola; and

WHEREAS, SacRT has a need for additional radio equipment due to the planned annexation of the City of Elk Grove.

BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, pursuant to Section 1.405.B.1 of Sacramento Regional Transit District Procurement Ordinance, sole source procurement is authorized because only one equipment manufacturer can provide a product that is compatible with SacRT's existing radio system.

THAT, the Contract with Motorola Wireless, Inc. for the purchase of 56 mobile radios, 5 portable radios and 2 consolettes (plus miscellaneous hardware) for the amount of \$215,257.89, plus applicable state and local sales tax, is hereby approved.

STEVE MILLER , Chair

A T T E S T:

HENRY LI, Secretary

By: _____
Cindy Brooks, Assistant Secretary

RESOLUTION NO. 21-04-0041

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

April 26, 2021

APPROVING THE SECOND AMENDMENT TO THE CONTRACT FOR RADIO SYSTEM MAINTENANCE AND REPAIR SERVICES WITH DELTA WIRELESS, INC., AND DELEGATING AUTHORITY TO THE GENERAL MANAGER/CEO TO EXECUTE AMENDMENTS

WHEREAS, SacRT conducted a competitive solicitation for radio system maintenance and repair services in 2015, to which Delta Wireless, Inc. was the only bidder, which Contract was extended for an additional two option years in September 2020; and

WHEREAS, SacRT has a need for additional unanticipated installation services for radio equipment due to the annexation of the City of Elk Grove; and

BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, the Second Amendment to the Contract for Radio System Maintenance and Repair by and between the Sacramento Regional Transit District, therein referred to as "RT," and Delta Wireless, Inc. therein referred to as "Contractor," whereby Contractor agrees to provide installation of additional equipment on buses and at RT facilities, the additional equipment is adding to the on-going maintenance program, and the total consideration is increased by \$49,675.11 from ~~\$1,202,204.04~~ **\$1,202,201.88** to ~~\$\$1,251,879.10~~ **\$1,251,876.99** plus applicable sales tax, is hereby approved .

THAT, the Chair and General Manager/CEO are hereby authorized and directed to execute the foregoing Second Amendment.

THAT, authority is hereby delegated to the General Manager/CEO to execute additional amendments to the Contract for Radio System Maintenance and Repair so long as the aggregate of all subsequent amendments does not exceed \$100,000.

STEVE MILLER , Chair

A T T E S T:

HENRY LI, Secretary

By: _____
Cindy Brooks, Assistant Secretary