

# **TOWN OF PALM BEACH**

**Information for Town Council Meeting on: December 12, 2023**

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TO: Mayor and Town Council

VIA: Kirk W. Blouin, Town Manager

VIA: Robert Miracle, CPA Deputy Town Manager, Finance and Administration

FROM: Dean Mealy, II NIGP-CPP, CPPO Town Procurement and Contract Manager

RE: Resolution approving Police and Fire Department radio replacement with Motorola Solutions utilizing the NASPO Value Point Cooperative Contract in the amount of \$1,479,388.91 for police radios, \$690,369.91 for fire radios and \$972,613 for dispatch consoles for a total sale price of \$3,092,371.82 which includes a \$50,000 trade-in allowance. Payment milestones will be \$2,061,581.21 upon issuance of contract and \$1,030,790.61 at final system acceptance no earlier than October 1, 2024

DATE: November 30, 2023

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## **STAFF RECOMMENDATION**

Staff recommends the Town Council approve Resolution No. 153-2023 approving Police and Fire Department radio replacement with Motorola Solutions utilizing the NASPO Value Point Cooperative Contract in the amount of \$1,479,388.91 for police radios, \$690,369.91 for fire radios and \$972,613 for dispatch consoles for a total sale price of \$3,092,371.82 which includes a \$50,000 trade-in allowance. Payment milestones will be \$2,061,581.21 upon issuance of contract and \$1,030,790.61 at final system acceptance no earlier than October 1, 2024.

## **SUMMARY EXPLANATION/BACKGROUND**

The Town of Palm Beach is currently a member of the Municipal Public Safety Communications Consortium of Palm Beach County, Inc. and Member Municipalities (MPSCC). This relationship began in 2006. The MPSCC is a small consortium of municipalities that provides two-way radio infrastructure and management. The Town is currently in possession of aging radio equipment (portables, mobiles/vehicles, and dispatch consoles) which will no longer have parts manufactured after 2026. The technology (Open Sky) is aging and the equipment (Manufacturer: Harris) is difficult to repair due to unavailability of parts. The MPSCC has no known date for upgrades to the newer P25 two-way radio technology and has recently had the Palm Beach County School District exit the consortium. P25 two-way radio technologies will allow us to leverage direct talk-throughs to partner agencies for mutual aid, and GPS locations of portable radio equipment that will be able to be seen in real-time in our upcoming Public Safety Command Center. As MPSCC members drop out, current and future costs are split among less members. With uncertainty in

costs and dates for outdated technology replacements, the most prudent course of action at this time is to exit the MPSCC and move forward with Palm Beach County for two-way radio services.

The Open Sky radio system provided by MPSCC only supports the purchase of Harris Multiband Portable Radios. MPSCC has not developed an implementation date for new equipment to their consortium members. The current radios, consoles, and associated spare parts for repairs will not be supported as of 2026.

Most of the equipment in service for Police and Fire is now twelve years old. In review of options available to the Town, it was noted that Palm Beach County Sheriff's Office, Palm Beach County Fire Rescue, Palm Beach County Emergency Medical Services, and various general governmental agencies that include the Palm Beach County School District, and the City of West Palm Beach have transitioned to Motorola to support their infrastructure. This option would enable Town Staff to directly communicate with current county users. Police and Fire currently must gain access to their communications through a patchwork to talk to their counterparts. Additionally, our current radio equipment will not function on the County's system with P25 technologies. We depreciated our radio equipment several years ago and set aside funds for infrastructure changes but have held off on replacements due to the delays caused by the MPSCC.

The Town and the County are continually identifying more effective service delivery methods which will result in enhanced public safety services and provide overall savings.

As previously noted, the Town has an agreement with MPSCC which was just renewed for FY24. In discussion with Motorola about the timeline to fully install and be fully operational is noted for early summer of 2024. The Town would not renew their existing agreement with MPSCC for FY25 and would instead be part of an Interlocal Agreement with the County's Public Safety Radio System (PSRS).

The Motorola Contract to secure radios and communication consoles is available through a National Cooperative Contract, NASPO Value Point. This particular contract provides the best pricing to members throughout North America.

Motorola Solutions is providing a \$50,000 trade-in for our existing equipment. In addition, Motorola Solutions is offering a \$60,000 incentive to sign a contract prior to December 31, 2023. The Town finalized negotiating final terms with Motorola Technologies for purchase of replacement radio equipment that will operate on the newest technology for implementation at the same time as a conversion is made to the County's PSRS. The Motorola radios will also have back-up communication connection redundancy through LTE cellular signals and Wi-Fi, which will prove to much greater than our current radios in the areas of first responder safety and usefulness in traditionally hard to connect areas (e.g., large buildings, basements, etc.).

The total amount being requested for radios includes an upfront five-year service agreement which provides for better budgeting.

### **FUNDING/FISCAL IMPACT**

Funding for this service will be from the Equipment Replacement Fund. Payment milestones will be \$2,061,581.21 upon issuance of contract and \$1,030,790.61 at final system acceptance no earlier than October 1, 2024. This will require a Budget Amendment (on today's agenda) in the Equipment Replacement Fund in the amount of \$689,688 to pay for the difference between the first payment \$2,061,581.21 and what was accumulated for the replacement of the radios in the amount of \$1,371,893.98. For the last payment due in October 2024, funding will come from the audit closeout of FY23 or from the FY25 budget.

### **TOWN ATTORNEY REVIEW**

This format has been utilized by the Town in previous recommendations and was approved by the Town Attorney.