



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 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



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

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- >Have Payment Terms or Contract Number
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- >Include a Bill-To Address with a Contact Name and Phone Number
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- >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