

SUBJECT: REQUEST TO PURCHASE PORTABLE HAND-HELD RADIOS

SOURCE: Police Department

COMMENT The Porterville Police Department currently owns approximately 80 portable hand-held radios which are utilized by personnel while working in the field. The majority of these radios, which were manufactured by the Kenwood Corporation, are over 10 years old and are starting to fail. To compound the increased failure rate, the radios are no longer manufactured, and nonfunctioning radios have to be cannibalized to provide parts for those that are repairable.

In order to find a suitable replacement for the aging portable radios, staff has conducted in-depth research and field tested several different models, all of which were manufactured by the Motorola Corporation. The testing was limited to Motorola products due to binary restrictions associated with encryption functions.

Staff narrowed the search to one model identified as a Motorola APX6000 UHF portable radio. Staff also determined the radios could be purchased under the current County of San Diego contract, which was the lowest price available in the State of California. J's Communications provided a quote for this model under the County of San Diego contract as follows:


Motorola APX6000 UHF Radio \$2,556.53 per unit

In addition to the savings associated with the County of San Diego contract, the Motorola Corporation had previously offered an additional \$500 savings per unit if radios were ordered before May 31, 2014. In order to take advantage of this discount on our last order of radios, the Council authorized the purchase of 30 radios in May 2014, which have since been received and are in service.

During recent conversations with J's Communications, even though the \$500 per unit promotion discount offered previously had expired, the Motorola Corporation took our recent purchase of radios into consideration and offered to sell additional radios to us at a discounted rate which is substantially lower than the contract price of \$2,556.53 per unit. J's Communications provided a quote of \$63,411.30 for 30 additional hand-held radios (\$2,113.71 per unit), which included discounts afforded by the County of San Diego contract and discounts offered to us by the Motorola Corporation. This affords us with a savings of approximately \$443 per unit over the County of San Diego contract pricing.

 Director

 Appropriated/Funded

 City Manager

Item No. 2

Funding has been made available in an equipment replacement account for the purchase of 30 additional radios under the aforementioned offer.

RECOMMENDATION: That the City Council authorize the purchase of 30 portable hand-held radios from J's Communications.

Attachments: 1. J's Communications Quote #QU0000267666 for 1 radio before discount and Motorola offer  
2. J's Communications Quote # QU0000283652 for 30 radios after discount



Quote Number: QU0000267666  
Effective: 12 MAR 2014  
Effective To: 11 MAY 2014

**Bill-To:**  
PORTERVILLE, CITY OF  
350 NORTH D ST  
PORTERVILLE, CA 93257  
United States

**Ultimate Destination:**  
PORTERVILLE, CITY OF  
350 NORTH D ST  
PORTERVILLE, CA 93257  
United States

**Attention:**  
**Name:** Richard Standridge  
**Email:** rstandridge@ci.porterville.ca.us  
**Phone:** 559-784-7576

**Sales Contact:**  
**Name:** Randy Emerzian  
**Email:** randye@j-scommunications.com  
**Phone:** 5594424400

**Request For Quote:** APX6000 Hand Held  
**Contract Number:** SAN DIEGO (CA) 544679  
**Freight terms:** FOB Destination  
**Payment terms:** CREDIT CARD PAY METHOD

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	1	H98QDD9PW5AN	APX6000 UHF R1 MODEL 1.5 PORTABLE	\$1,900.00	\$1,377.50	\$1,377.50
1a	1	Q811BP	ENH: LI DIGITAL CONVENTIONAL	\$650.00	\$471.25	\$471.25
1b	1	QA01749AB	SW KEY SUPPLEMENTAL DATA	-	-	-
1c	1	QA01768AA	ENH: ENHANCED ZONE BANK	\$75.00	\$54.38	\$54.38
1d	1	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$18.13	\$18.13
1e	1	QA02017AC	ALT: UHFRI GPS STUBBY ANTENNA (FAF5259A)	\$24.00	\$17.40	\$17.40
1f	1	QA01837AA	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$72.50	\$72.50
1g	1	QA01222AB	ADD: BELT CLIP 3.0" (HLN6875)	\$12.00	\$8.70	\$8.70
2	1	WPLN7080A	IMPRES SUC US/NA/CA/LA	\$125.00	\$90.63	\$90.63
3	1	PMLN5658A	APX6000 CC 3 FIX BL 2900&2150MAH	\$67.00	\$53.60	\$53.60
4	1	PMMN4062A	ASSY,ACCESSORY,MICROPHONE,PLU S RSM *	\$107.00	\$85.60	\$85.60
5	1	NNTN7038B	ASSEMBLY,BATTERY,LITHIUM ION,BATT IMP STD IP67 LIION 2900M 3100T BLK	\$140.00	\$112.00	\$112.00

Estimated Tax Amount \$194.84

**Total Quote in USD \$2,556.53**

- 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)
  - >Be Greater than or Equal to the Value of the Order
  - >Be in a Non-Editable Format
  - >Identify Tax Exemption Status (where applicable)



**MOTOROLA SOLUTIONS**

**Quote Number:** QU0000283652

**Effective:** 10 JUL 2014

**Effective To:** 09 OCT 2014

**Bill-To:**

PORTERVILLE, CITY OF  
350 NORTH D ST  
PORTERVILLE, CA 93257  
United States

**Ultimate Destination:**

PORTERVILLE, CITY OF  
350 NORTH D ST  
PORTERVILLE, CA 93257  
United States

**Attention:**

**Name:** Capt Dan Haynes  
**Email:** dhaynes@ci.porterville.ca.us  
**Phone:** 559-782-7565

**Sales Contact:**

**Name:** Randy Emerzian  
**Email:** randye@j-scommunications.com  
**Phone:** 5594424400

**Request For Quote:** APX6000 Radios w/ Spare Batteries  
**Contract Number:** SAN DIEGO (CA) 544679  
**Freight terms:** FOB Destination  
**Payment terms:** CREDIT CARD PAY METHOD

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	30	H98QDD9PW5AN	APX6000 UHF R1 MODEL 1.5 PORTABLE	\$1,900.00	\$952.16	\$28,564.80
1a	30	QA01749AB	SW KEY SUPPLEMENTAL DATA	-	-	-
1b	30	QA01833AH	ADD: EXTREME 1-SIDED NOISE REDUCTION	\$25.00	\$18.13	\$543.90
1c	30	QA01837AA	ALT: LIION IMPRES IP67 2900MAH (NNTN7038)	\$100.00	\$72.50	\$2,175.00
1d	30	QA01222AB	ADD: BELT CLIP 3.0" (HLN6875)	\$12.00	\$8.70	\$261.00
1e	30	QA05100AA	ENH:STD WARRANTY APPLIES-NO SFS	-	-	-
1f	30	Q811BP	ENH: LI DIGITAL CONVENTIONAL	\$650.00	\$471.25	\$14,137.50
1g	30	QA01768AA	ENH: ENHANCED ZONE BANK	\$75.00	\$54.38	\$1,631.40
1h	30	QA02017AC	ALT: UHFR1 GPS STUBBY ANTENNA (FAF5259A)	\$24.00	\$17.40	\$522.00
2	30	WPLN7080A	CHR IMP SUC EXT US/NA/CA/LA	\$125.00	\$100.00	\$3,000.00
3	30	PMLN5658A	APX6000 CC 3 FIX BL 2900&2150MAH	\$67.00	\$53.60	\$1,608.00
4	30	PMMN4069A	IMPRES RSM, 3.5MM JACK, IP55	\$110.00	\$88.00	\$2,640.00
5	30	NNTN7038B	BATT IMP STD IP67 LIION 2900M 3100T BLK	\$140.00	\$112.00	\$3,360.00

**Estimated Tax Amount** \$4,967.70

**Total Quote in USD** \$63,411.30

\* This quote contains items with approved price exceptions applied against it

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- >Be issued in the Legal Entity's Name
- >Include a Bill-To Address with a Contact Name and Phone Number
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