

**City of Palmer
Action Memorandum No. 20-069**

Subject: Authorizing the City Manager to Purchase, Under the Governmental and Proprietary Procurements Section of Palmer Municipal Code 3.21.230, Ten New Police Portable Radios in the Amount of \$69,678.13, Contingent Upon Receiving a Homeland Security SHSP Grant Funds



Agenda of: September 22, 2020

Council Action: **Approved** **Amended:** _____
 Defeated




Originator Information:

Originator: Chief of Police

Department Review:

Route to:	Department Director:	Signature:	Date:
_____	Community Development	_____	_____
X	Finance		9-2-2020
_____	Fire	_____	_____
X	Police		9-1-2020
_____	Public Works	_____	_____

Approved for Presentation By:

	Signature:	Remarks:
City Manager		_____
City Attorney		_____
City Clerk		_____

Certification of Funds:


Total amount of funds listed in this legislation: \$ _____

This legislation (√):

- Creates revenue in the amount of: \$ _____
- Creates expenditure in the amount of: \$ \$69,678.13
- Creates a saving in the amount of: \$ _____
- Has no fiscal impact

Funds are (√):

- Budgeted Line item(s): 09-01-10-7125 HSL SHSP Grant
- Not budgeted

Director of Finance Signature: 

Attachment(s):

- Quote from Motorola for the Radios
- Sole Source Qualification Letter

Summary Statement/Background:

The City of Palmer applied to the Division of Homeland Security and Emergency Management (DHS&EM) for remaining SHSP grant funds from 2018 in the amount of \$69,678.13. In the grant application the City requested to purchase portable police radios, the sort the officers wear on their duty belt for day to day communications when not in their patrol vehicle.

This action memorandum authorizes the City Manager to purchase 10 new Motorola portable radios at a quoted price of \$69,678.13. This price reflects a pre-bid cost for the radios through the National Association of State Procurement Officers, or NASPO. The City of Palmer is an authorized user of NASPO pursuant to P.M.C. 3.21.230. The City has applied for grant funding through the Homeland Security SHSP Grant and it is anticipated that after the award is applied to this purchase that the total cost to the City will be approximately \$0.

The City of Palmer Administration chose to take advantage of its ability to attach to NASPO pricing for the following reasons:

- The City of Palmer does not bear the expense and resources of preparing and carrying out the typical bid process;
- The City of Palmer, by attaching itself to NASPO, receives a greater discount versus purchasing the radios via other means.

3.21.230 Governmental and proprietary procurements.

- A. The purchasing officer may contract, without the use of the competitive source selection procedures of this chapter, for the following supplies, services, professional services or construction:
1. For contracts, including reimbursable agreements, with federal, state or local units of government or utility provider where the city has a financial responsibility or beneficial interest in entering into an agreement.
 2. For contracts issued pursuant to any federal, state, or local government contract where the city is an authorized user, or where the resulting contractor agrees to extend the same terms, conditions, and pricing to the city as those awarded under the original contract, all in accordance with PMC 3.21.240. Such agreements shall be limited to those contracts where the award is issued pursuant to a formally advertised solicitation.
 3. For contracts where the purchasing officer determines in writing that the city's requirements reasonably limit the source for the supplies, services, professional service or construction to one person.
- B. All contract awards under this section, and any amendments thereto, shall be subject to the applicable approval requirements of PMC 3.21.090 prior to execution.
- C. No contractor may provide supplies, services, professional services, or construction to the city before the applicable requirements of this section are first satisfied.

Administration's Recommendation:

Approve Action Memorandum No. 20-069 authorizing the City Manager to purchase, under the Governmental and Proprietary Procurements Section of Palmer Municipal Code 3.21.230, ten new Police portable radios in the amount of \$69,678.13, contingent upon receiving a Homeland Security SHSP Grant funds



Quote Number: QU0000501408

Effective: 04 MAR 2020

Effective To: 03 MAY 2020

Bill-To:

PALMER POLICE DEPT, CITY OF
423 S VALLEY WAY
PALMER, AK 99645
United States

Ultimate Destination:

PALMER POLICE DEPT, CITY OF
423 S VALLEY WAY
PALMER, AK 99645
United States

Attention:

Name: Dwayne Shelton
Phone: (907)745-4811

Sales Contact:

Name: Angela Parker
Email: aparker@procommak.com
Phone: 907-563-1176

Contract Number: NASPO ValuePoint

Freight terms: FOB Destination

Payment terms: Net 30 Due

Item	Quantity	Nomenclature	Description	List price	Your price	Extended Price
1	10	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	\$5,983.00	\$4,367.59	\$43,675.90
1a	10	H38BS	ADD: SMARTZONE OPERATION	\$1,500.00	\$1,095.00	\$10,950.00
1b	10	Q361AN	ADD: P25 9600 BAUD TRUNKING	\$300.00	\$219.00	\$2,190.00
1c	10	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	\$740.00	\$540.20	\$5,402.00
1d	10	QA05509AA	DEL: DELETE UHF BAND	\$-800.00	\$-584.00	\$-5,840.00
1e	10	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	\$515.00	\$375.95	\$3,759.50
1f	10	Q58AL	ADD: 3Y ESSENTIAL SERVICE	\$110.00	\$110.00	\$1,100.00
1g	10	QA01648AA	ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	\$5.00	\$3.65	\$36.50
1h	10	Q629AH	ENH: AES ENCRYPTION AND ADP	\$475.00	\$346.75	\$3,467.50
1i	10	H301CN	DEL: DELETE BELT CLIP/BASIC CARRY HOLDER	\$-10.00	\$-7.30	\$-73.00
2	10	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	\$165.00	\$120.45	\$1,204.50
3	10	PMMN4099B	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	\$145.00	\$105.85	\$1,058.50
4	1	NNTN7593A	CHR IMP DISP DUC EXT US/NA/CA/LA	\$412.50	\$301.13	\$301.13
5	10	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	\$163.00	\$118.99	\$1,189.90
(Notes)spare batteries						
6	679	SVC03SVC0115D	SUBSCRIBER PROGRAMMING	\$1.00	\$1.00	\$679.00
(Notes)Codeplug mod and programming, estimated insured freight						
7	10	PMLN7904A	CARRY ACCESSORY-CASE,APX6000 CC 2.75 SWLBL TIA BATTERY	\$79.00	\$57.67	\$576.70

Total Quote in USD

\$69,678.13

Q3436

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)
- >Include a Signature (as Required)

Norma Alley

From: Dwayne A. Shelton
Sent: Wednesday, September 16, 2020 12:18 PM
To: Norma Alley
Subject: Radios (Sole Source/NASPO Valuepoint Contract Verbiage)

From: Angela Parker <aparker@procommak.com>
Sent: Wednesday, September 16, 2020 12:05 PM
To: Dwayne A. Shelton <dashedon@PalmerPolice.com>
Subject: RE: Radios (Sole Source/NASPO Valuepoint Contract Verbiage)

Dear Sir or Madam:

Motorola manufactures the APX8000 (and other P25 models) and only distributes this radio directly (i.e. It is not available to Dealers who purchase the units and then resell them). To facilitate sales of the APX subscribers, Motorola has appointed regional "Agents" (Manufacturer's Representatives) to act on its behalf to help Agencies/Municipalities assess their configuration requirements and then to supply quotes from Motorola to the Agency/Muni. To purchase the quoted items, the Agent/Manufacturer's Representative collect Purchase Orders made out to Motorola, submit them to Motorola through the MR channel, and then receive and deliver the radios to the Agency/Muni.

So Motorola is the only source for the APX radio and ProComm Alaska is the only Manufacturer's Representative for state and local facilitation in Alaska.

One final detail, the APX radio (as well as others) is listed on the NASPO Valuepoint pre-bid contract #19860 (formerly WSCA-NASPO contract #06913) guaranteeing that the price Motorola sells it for on this contract is the lowest price available in the world for this product. Please note that your quote(s) contain a reference to the NASPO contract and the line items are on the contract. Information on the NASPO contract and how it meets the criteria for sole source purchasing can be found on their web site [here](#).

I've also attached instructions on how to complete your purchase order to Motorola. If you have any further questions, feel free to contact me.

Thank You, and I hope this helps!

Angela

Angela Parker | Inside Sales Specialist, CSS
ProComm Alaska LLC | Motorola Solutions
Office: 907.563.1176 ext 137 or [Press 1 for SALES](#) | Fax 907.519-6063
aparker@procommak.com
Anchorage | Fairbanks | ETA Certified Service Centers