


# DEPARTMENT OF PUBLIC WORKS

Quality, Excellence, Innovation

March 7, 2017

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**SUBJECT:** Radio Communications Contract with Motorola Solutions, Inc.  
for the Marin Emergency Radio Authority (MERA) Next  
Generation Radio System Implementation

Dear Board Members:

**RECOMMENDATION:** Authorize President to execute the contract with  
Motorola Solutions, Inc. in the amount of \$34,337,451.06.

**SUMMARY:** On June 30, 2015, your Board approved the Next Generation Radio System Implementation Agreement between the Marin Emergency Radio Authority (MERA) and the County of Marin ("Project Implementation Agreement"). The Project Implementation Agreement provides funding to the County to implement the Next Generation project on behalf of MERA. The Agreement provides that the County must obtain prior approval from MERA's Governing Board (or its designee) to enter into contracts in excess of \$1 million.

Accordingly, Public Works and MERA staff developed and negotiated the attached contract in the amount of \$34,337,451.06 for Motorola to design and implement the MERA Next Generation Radio System.

On April 27, 2016, the MERA Governing Board authorized the release of a vendor request for proposal (RFP) for design and implementation of the MERA Next Generation Radio Communications System. The RFP process closed on August 5, 2016, with one proposal being submitted by Motorola Solutions, Inc.

Over the past 6 months, the Motorola proposal has been reviewed by MERA's Project Oversight Committee, Operations Working Group, and a negotiation team comprised of MERA and County staff. The detailed review process included checking client/project references provided in Motorola's proposal, as well as other references identified by the negotiating team. Site visits were also conducted at several locations throughout the country to evaluate recent Motorola system installations and learn about each agency's experience with their project deployment. In addition, the MERA Finance Committee assigned an ad hoc committee to assist in the review of costs. Based on this review process, the negotiating team provided feedback to Motorola consisting of questions, comments, and scope revision requests. There were numerous feedback iterations during the last several

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months to develop a scope of work that meets the specific requirements of the RFP.

Contract terms and conditions were developed and refined by a team consisting of MERA Counsel, County Counsel, MERA Executive Officer, MERA Deputy Executive Officer, MERA Operations Officer, County Communications Engineer, and representatives from fire and law enforcement with input from Federal Engineering. The terms and conditions were negotiated with Motorola representatives by the MERA negotiating team during the past month.

At their meeting on February 22, 2017, the MERA Governing Board unanimously recommended the attached contract to your Board for approval. Approval of this contract is exempt from the California Environmental Quality Act pursuant to 14 California Code of Regulations Section 15061(b)(3), as the details of the new construction are yet to be developed. When the design work called for by this contract is completed, the County will approve the final design and undertake any necessary CEQA compliance based on the information provided in the design.

**FISCAL IMPACT:** Funding for this contract exists in the MERA Next Gen Project 41PWPMERA and is part of the Next Generation Radio System Implementation Agreement with MERA, which includes up to \$40 million in reimbursement by MERA for the County's implementation expenses. There are no other impacts by this action.

<b>REVIEWED BY:</b>	<input type="checkbox"/>	County Administrator	<input checked="" type="checkbox"/>	N/A
	<input checked="" type="checkbox"/>	Department of Finance	<input type="checkbox"/>	N/A
	<input checked="" type="checkbox"/>	County Counsel	<input type="checkbox"/>	N/A
	<input type="checkbox"/>	Human Resources	<input checked="" type="checkbox"/>	N/A

Very truly yours,



Pat Echols  
Assistant Director

Attachment: Radio Communications System Contract with Motorola Solutions, Inc.

Munis Contract 31701399

