



DEPARTMENT OF PUBLIC WORKS

Quality, Excellence, Innovation

**DATE:** June 15, 2017

**TO:** MERA Next Generation Project Oversight Committee & Finance Committee

**FROM:** Pat Echols, Operations Officer

**SUBJECT:** AGENDA ITEM E: Motorola Contract Change Order for Fire Station Alerting

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Recommended Action: Recommend approval of contract change order for the inclusion of the Mach Alert fire station alerting solution (including extended warranty/system upgrade options) to the MERA Governing Board.

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Discussion: While negotiating a vendor contract with Motorola during late 2016 and early 2017, there was considerable discussion regarding the capabilities of the MACH Alert fire station alerting (FSA) solution proposed by Motorola. In an effort to avoid schedule delay in executing a contract with Motorola to advance the design and implementation of the Next Gen system, MACH Alert FSA was not included in the base contract scope. This allowed additional time to explore an alternative FSA solution. During this time, staff identified the Phoenix G2 system as a potential alternative FSA solution. In recent months, staff has engaged in many technical discussions with Motorola and the G2 FSA vendor in order to verify system capabilities, compatibility, equipment requirements, and costs.

The G2 FSA proposal submitted by Motorola was reviewed and revised multiple times. Although the final proposed solution met all MERA functional objectives, the system cost (approximately \$4.3 million, including extended warranty/support cost of \$1.1 million) was deemed excessive. Accordingly, staff was compelled to reconsider the MACH Alert FSA solution and requested that Motorola submit a detailed cost proposal that was consistent with the G2 scope/terms. Motorola's proposed cost for MACH Alert is \$2.8 million, including extended warranty/system upgrade costs of just over \$888,000.

The two proposals were vetted by an ad-hoc technical working group consisting of MERA/County staff, Federal Engineering, multiple fire agency representatives, and dispatch agency representatives on June 7. The group concluded that the MACH Alert was the preferred FSA solution for the Next Gen system. Given the high cost of the extended warranty and system for years 4 through 15, the issue of whether to include this support was also vetted by the technical working group. The group concluded that the protection afforded by the extended warranty and

system upgrade packages outweighs the risk of excluding it from the FSA change order. Dispatch agency representatives were particularly concerned about ensuring that future FSA software versions and firmware/hardware upgrades will be compatible with existing CAD systems and that the MACH Alert product would be supported for the duration of the Next Gen system. It was acknowledged that neither Motorola nor Mach Alert vendor (DCR Engineering) would be responsible for CAD API programming costs in the event that a dispatch agency elected to upgrade to a newer CAD software version that required such programming, but requested that, as part of the extended support option, DCR would provide the necessary coding information and coordinate with the CAD software programmers.