



CITY COUNCIL AGENDA ITEM

February 21, 2012

To: John Szerlag, City Manager

From: Susan Leirstein, Purchasing Director
William S. Nelson, Fire Chief

Subject: Standard Purchasing Resolution 4 - MITN Cooperative Award –
City of Farmington Hills - Purchase of Pyramid Vehicular Repeaters

Background

Reliable radio communications are essential to the daily operations of the Fire Department. While the OakWIN countywide trunked radio system provides significant improvements in radio technology, capacity, and interoperability, communications with handheld portable radios deep inside buildings may be compromised by building construction and other factors. A number of public safety agencies researched available technology to improve the in building coverage and have determined that the vehicular repeater manufactured by the Pyramid Corp. is the most cost effective alternative. The Pyramid Vehicular Repeater interfaces to the OakWIN trunked mobile radio and improves the portable radio coverage in buildings. A prototype test unit has been tested by numerous fire and public safety departments in the county with excellent results.

The City of Farmington Hills issued a bid for these units and the bid tabulation is attached. Farmington Hills, with input from other municipalities, investigated the bidders and their experience and chose to award the bid to Advanced Wireless Technology (AWT). AWT has previously interfaced several of the in-band Pyramid Vehicular repeaters to OakWIN mobile radios successfully and is very familiar with the installation, programming, and adjustments required in the variety of emergency vehicles in service.

Invitations to bid were advertised, available on the MITN e-procurement system and opened on Tuesday, January 24, 2012, for analog vehicular repeaters. This bid is a cooperative effort on behalf of the Farmington Hills Fire Department, Troy Fire Department, and White Lake Township Fire Department and will be offered to the MITN Purchasing Cooperative and members of the Oakland County Fire Mutual Aid Association. Notification was sent to over one-hundred (100) vendors with two (2) responding.

A full one-year warranty on parts & labor was required as part of the bid.



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To: John Szerlag, City Manager

Re: MITN Cooperative Award – Pyramid Vehicular Repeaters

Recommendation

City management requests authorization to contract for the purchase and installation of five (5) Pyramid Vehicular Repeaters from the most qualified and responsive bidder, Advanced Wireless Telecom of Wixom, as a result of a MITN Cooperative award through the City of Farmington Hills at an estimated total cost of \$14,780.00.

Fund Availability

Funds are budgeted in the General Fund, Fire Operations, Equipment, account for these units.

REPORT FROM THE CITY MANAGER TO CITY COUNCIL
February 13, 2012

SUBJECT: PURCHASE OF ANALOG VEHICULAR REPEATERS

ADMINISTRATIVE SUMMARY

- Invitations to bid were advertised, available on the MITN e-procurement system and opened on Tuesday, January 24, 2012, for analog vehicular repeaters. This bid is a cooperative effort on behalf of the Farmington Hills Fire Department, Troy Fire Department, White Lake Township Fire Department and will be offered to the MITN Purchasing Cooperative and members of the Oakland County Fire Chief's Association. Notification was sent to over one-hundred (100) vendors with two (2) responding.
- Clear and consistent radio communication is vital to the daily operations of the Fire Department. Since migration to the Oakland County "Open Sky" digital radio system, on-scene communication between firefighters and firefighters to dispatch has been unreliable. It has been determined that digital reception is being compromised as it bounces off or tries to penetrate buildings walls. In short, when a firefighter is in a building they may not be able to communicate with others outside of the building. To rectify this issue a repeater will be installed in vehicles that can change the signal from digital to analog (and back again), which will improve signal penetration on scene.
- Specifications require the awarded vendor to bid tiered pricing to provide, program and install new repeaters in all Fire Department vehicles. The installation is potentially different with every vehicle as optimum placement for the repeater unit is determined by testing each piece of equipment as it is installed.
- This equipment is vital to ensure the safety of fire-fighters and the public. Bids received were evaluated based on experience, references, service history, vendor interview and price. Staff has determined that Advanced Wireless Telecom is the most qualified and responsive bidder. Their product offering is complete, meets all specifications, their staff is extremely knowledgeable about radio technology and they have experience installing this specific equipment. Cynergy Wireless has not completed an installation (which was required in the bid specification) and prior work for the City contracted through Oakland County for the installation of radios was unacceptable. In reviewing the pricing it was determined Advanced Wireless was higher due to programming and installation costs. Since Cynergy Wireless has not completed an installation of this equipment, staff is concerned with their lack of experience and low pricing. Because of the critical nature and technical requirements of this project it is recommend the award be made to Advanced Wireless Telecom.
- A full one-year warranty on parts & labor was required as part of the bid
- Funding is budgeted and available in the Capital Equipment fund.

BID TABULATIONS – ATTACHED

RECOMMENDATION

In view of the above, it is recommended that City Council authorize the City Manager to issue a purchase order to Advanced Wireless Telecom, for analog vehicular repeaters in the amount of \$40,858.00.

Prepared by: Michael Lasley, Director of Central Services
Reviewed by: Corey Bartsch, Fire Chief
Approved by: Steve Brock, City Manager

City of Farmington Hills

Bid # itb-fh-11-12-1678

VHF, UHF & 700 MHz Analog Vehicular Repeaters

ITEM	FH Quan	ADVANCED WIRELESS, WIXOM, MI				CYNERGY WIRELESS, TROY, MI				
		PRICE PER UNIT IF AGENCY PURCHASES 1-15 UNITS	PRICE PER UNIT IF AGENCY PURCHASES 16-30 UNITS	PRICE PER UNIT IF AGENCY PURCHASES 31 +UNITS	FARMINGTON HILLS FIRE TOTAL (BASED ON 1-15 UNITS)	PRICE PER UNIT IF AGENCY PURCHASES 1-15 UNITS	PRICE PER UNIT IF AGENCY PURCHASES 16-30 UNITS	PRICE PER UNIT IF AGENCY PURCHASES 31 +UNITS	FARMINGTON HILLS FIRE TOTAL	
Pyramid SVR250MC 700MHz Repeater w/ preselector and cable, Harris OpenSky interface cable, antenna's and programming (some may need VHF or UHF interface)	13	\$1,731.00	\$1,676.00	\$1,626.00	\$22,503.00	\$1,686.00	\$1,617.00	\$1,555.00	\$21,918.00	
Lot Installation & Programming 700 MHz (including all labor & materials need to make the unit operational.)	13	\$1,225.00	\$1,225.00	\$1,225.00	\$15,925.00	\$272.00	\$264.00	\$257.00	\$3,536.00	
Lot Installation & Programming with VHF interface (including all labor & materials need to make the unit operational.)	0	\$1,225.00	\$1,225.00	\$1,225.00	\$0.00	\$272.00	\$264.00	\$257.00	\$0.00	
Lot Installation & Programming with UHF interface (including all labor & materials need to make the unit operational.)	0	\$1,225.00	\$1,225.00	\$1,225.00	\$0.00	\$272.00	\$264.00	\$257.00	\$0.00	
12v Harris P7200 charger	8	\$110.00	\$95.00	\$95.00	\$880.00	\$120.75	\$120.75	\$120.75	\$966.00	
Setcom Headset w/ PTT and volume control for Harris M7300	0	\$350.00	\$350.00	\$350.00	\$0.00	No-Bid	No-Bid	No-Bid	No-Bid	
Harris P7200 Alternate Knob Kit (MA-017862-001)	90	\$11.00	\$10.00	\$10.00	\$990.00	\$12.00	\$12.00	\$12.00	\$1,080.00	
Leather case w/ belt loop and swivel for P7200	8	\$39.00	\$36.00	\$33.00	\$312.00	\$149.50	\$149.50	\$149.50	\$1,196.00	
Leather case w/ shoulder strap Kit for P7200	8	\$31.00	\$28.00	\$25.00	\$248.00	\$80.50	\$80.50	\$80.50	\$644.00	
				GRAND TOTAL	\$40,858.00				GRAND TOTAL	\$29,340.00