

COUNTY OF MILWAUKEE
INTEROFFICE COMMUNICATION

DATE: 11.16.2018

TO: Supervisor Theodore Lipscomb, Sr., Chairman, County Board of Supervisors

FROM: Christine Westrich, Director, Office of Emergency Management

SUBJECT: The Director of the Office of Emergency Management (OEM) requests for OEM, and on behalf of General Mitchell International Airport (GMIA), authorization to execute two ten (10) year agreements in the amounts of \$6,784,212 and \$84,912 with Motorola Solutions, Inc. (MSI), for the maintenance, licensing, and on-site repair (SERVICES) of the Milwaukee County 800 MHz public safety radio sub-system and the GMIA dispatch center and to contribute annual funds to the Motorola Repair Bank for purposes of infrastructure repair and replacement.

REQUEST

The Director of the Office of Emergency Management (OEM) requests for OEM, and on behalf of General Mitchell International Airport (GMIA), authorization to execute two ten (10) year agreements in the amount of \$6,784,212 and \$84,912 with Motorola Solutions, Inc. (MSI), for the maintenance, licensing, and on-site repair (SERVICES) of the Milwaukee County 800 MHz public safety radio sub-system and the GMIA dispatch center and to contribute annual funds to the Motorola Repair Bank for purposes of infrastructure repair and replacement.

BACKGROUND

File No. 13-886 authorized Milwaukee County to enter into Contract for Service #1332 with MSI under capital project WO614 to upgrade the County's public safety radio system from analog to digital.

MSI has completed the public safety radio system's digital upgrade under the terms of Contract for Services #1332, and the one-year warranty period for SERVICES required to support the public safety radio system has ended.

The public safety radio system requires SERVICES to ensure it is available 24/7/365 to support the mission of first-responders in Milwaukee County. Replacement of infrastructure equipment is also required to support the public safety radio system. It is more cost effective for OEM to make annual contributions to the Motorola Repair Bank for purposes of infrastructure repair and replacement than to purchase an infrastructure repair service from MSI.

The SERVICES costs were set for a ten (10) year period in Contract for Service #1332. OEM has negotiated with MSI and obtained a 13 percent discount off the SERVICES costs detailed in Contract for Service #1332.

The cost of all SERVICES will have a 3 percent annual escalator for the ten (10) year term except for the Cambium service, which will have a 3 percent annual escalator for a four (4) year term, at which point OEM will renegotiate the escalator for the Cambium Microwave service with Motorola.

OEM will pay MSI a prorated amount for 2018 SERVICES and will pay the full annual amount for SERVICES beginning in 2019 and ending in 2028.

MSI has agreed to apply these same discounts to the General Mitchell International Airport (GMIA) dispatch center's SERVICES costs.

RECOMMENDATION

It is recommended to approve the Director of OEM to execute a ten (10) year agreement in the amount of \$6,784,212 with MSI for the maintenance, licensing, and on-site repair of the Milwaukee County 800 MHz public safety radio sub-system after such contract is prepared, reviewed and approved by the Office of the Comptroller, Corporation Counsel, and Risk Management.

It is further recommended to approve the Director of the OEM to separately contribute annual funds to the Motorola Repair Bank for purposes of infrastructure repair and replacement, but shall not exceed a total of \$550,000 in total contributions over the term of the agreement without additional County Board approval.

It is further recommended to approve the Director of the OEM to renegotiate the MSI contract only with respect to annual, allowable cost increases (escalators) for services provided by Cambium Microwave during year 4 of the MSI contract but shall require County Board approval if the agreed upon escalator is more than 7 percent.

It is further recommended to approve the Director of the General Mitchell International Airport (GMIA) is authorized to execute a ten (10) year agreement in the amount of \$84,912 with Motorola Solutions, Inc. (MSI) for the maintenance, licensing, and on-site repair of the GMIA dispatch center after such contract is prepared, reviewed and approved by the Office of the Comptroller, Corporation Counsel, and Risk Management.

FISCAL IMPACT

Services provided to OEM by MSI under this contract are anticipated to cost \$7.4 million over the course of the ten (10) year term with approximately \$0.1 million to be offset by airport revenue for a net cost of \$7.3 million. The table below shows the estimated costs for the contract components:

		Motorola	Cambium	Repair Bank	Airport	Airport Revenue	Total Cost
Current Year	2018	\$191,690		\$50,000	\$2,399	(\$2,399)	\$241,690
Year 1	2019	\$550,914	\$24,155	\$50,000	\$7,198	(\$7,198)	\$625,069
Year 2	2020	\$567,441	\$24,880	\$50,000	\$7,414	(\$7,414)	\$642,321
Year 3	2021	\$584,465	\$25,626	\$50,000	\$7,636	(\$7,636)	\$660,091
Year 4	2022	\$601,999	\$26,395	\$50,000	\$7,865	(\$7,865)	\$678,393
Year 5	2023	\$620,059	\$27,187	\$50,000	\$8,101	(\$8,101)	\$697,245
Year 6	2024	\$638,660	\$28,002	\$50,000	\$8,344	(\$8,344)	\$716,663
Year 7	2025	\$657,820	\$28,842	\$50,000	\$8,594	(\$8,594)	\$736,662
Year 8	2026	\$677,555	\$29,708	\$50,000	\$8,852	(\$8,852)	\$757,262
Year 9	2027	\$697,881	\$30,599	\$50,000	\$9,118	(\$9,118)	\$778,480
Year 10	2028	\$718,818	\$31,517	\$50,000	\$9,391	(\$9,391)	\$800,335
Total		\$6,507,302	\$276,910	\$550,000	\$84,912	(\$84,912)	\$7,334,212



Christine Westrich
Director, Office of Emergency Management

Attachments: RESOLUTION
FISCAL NOTE
OEM AG
GMIA AG
1684 FORM
TBE-12

CC: Hon. Chris Abele, County Executive
Hon. Luigi Schmitt, County Supervisor, Chair, Committee on Finance & Audit
Finance & Audit Committee Members
Raisa Koltun, Chief of Staff, Office of the County Executive
Kelly Bablitch, Chief of Staff, County Board of Supervisors
Joseph Lamers, Director, Department of Administrative Services-Performance,
Strategy and Budget (DAS-PSB)
Brian Dranzik, Director, General Mitchell International Airport
James Martin, Deputy Director of Finance, General Mitchell International Airport
Erik Viel, Radio Services Division Director, Office of Emergency Management
Josh Scott, Fiscal and Management Analyst, Department of Administrative Services-
Performance, Strategy and Budget (DAS-PSB)
Steve Cady, Research & Policy Director, Office of the Comptroller
Janelle Jensen, Committee Clerk, Finance & Audit Committee