



EXECUTIVE SUMMARY

DATE: May 4, 2018

TO: Jim Scholl, City Manager

CC: Greg Veliz, Assistant City Manager

FROM: Michael Davila, Fire Chief

SUBJECT: Executive Summary – Lease of Handheld Motorola Radios

ACTION

Pursuant to City Ordinance Section 2-797(1) – Sole Source Procurement, the Police and Fire Departments respectfully request the City Commission authorize the City Manager to enter into Amendment #1, Municipal Equipment Lease Purchase Agreement 24020 with Motorola Solutions for the acquisition of critical frontline next generation handheld radio equipment for both the City of Key West Police Department and Key West Fire Department.

PROJECT

The City of Key West Capital Improvement Plan contemplates the allocation of funds in the FY 18-19 Capital Improvement budget to replace existing handheld Motorola radios in accordance with our strategic plan. Motorola recently announced that they will no longer provide service for the XTS line of radios as of December 31, 2018. The XTS line of radios has reached its “end of life” and will be replaced with the APX line. Radio communication is essential to safe effective Police, Fire and EMS operations.

Municipal Equipment Lease Purchase Agreement 24020 with Motorola Solutions was approved at the December 7, 2016 meeting in resolution #16-368. While preparing Fiscal Year 2017 financial statements the City discovered a mathematical error which favored the lessor. They agreed with our findings and provided Amendment #1 to the lease agreement

with lower costs. Motorola Solutions has also asked to assign the lease to Santander Leasing LLC, which is authorized by section 15 of the current lease.

ADVANTAGES

Accepting the amendment will save **\$20,000** over the life of the agreement.

DISADVANTAGES

No apparent disadvantages present themselves.

FINANCIAL IMPACT

The new lease agreement will result in savings of approximately \$20,000 more than the agreement approved on December 7, 2016.

RECOMMENDATION

The Key West Police and Fire Departments strongly recommend the amendment to agreement #24020 to purchase under the Motorola Solutions Municipal Equipment Lease Purchase Agreement for three-year term and two-year delayed payment to fully pay for all APX radio equipment provided to both the City of Key West Police Department and the Key West Fire Department

Total price for all equipment;	\$840,294.77
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