



Motorola Solutions Agreement

TTI Presentation

Lisa Kent

Chief Information Officer

Date: September 5, 2019



Bottom Line Up Front

Vendor

Motorola Solutions, Inc.

Purpose:

Provide spending authority to ***maintain the public safety radio system*** and ***replace end-of-life portable and mobile radios*** that provide radio communications and radio interoperability throughout the region for public safety and mission critical city services.

Requested Spend Authority:

\$ 18,575,000.00

Primary Department Users:

HITS (including SWD & MYR MOSE)
HFD, HPD, HPW, HAS

Department	FY20	FY21	FY22	FY23	FY20-FY23 TOTAL
HITS	\$ 2,067,644.00	\$ 2,573,454.00	\$ 2,579,438.00	\$ 1,675,031.50	\$ 8,895,567.50
HAS	\$ 469,014.00	\$ 1,682,587.00	\$ 1,682,587.00	\$ 1,682,587.00	\$ 5,516,775.00
HFD	\$ 297,020.00	\$ 987,000.00	\$ 237,000.00	\$ 254,750.00	\$ 1,775,770.00
HPD	\$ 388,514.12	\$ 522,469.30	\$ 714,716.23	\$ 761,187.85	\$ 2,386,887.50
TOTALS	\$ 3,222,192.12	\$ 5,765,510.30	\$ 5,213,741.23	\$ 4,373,556.35	\$ 18,575,000.00

Department	Fund	FY20	FY21	FY22	FY23	Fund Totals
HITS	1000	\$ 758,605.00	\$ 758,605.00	\$ 758,605.00	\$ 758,605.00	\$ 3,034,420.00
	1800	\$ -	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00	\$ 1,500,000.00
	5030	\$ 1,309,039.00	\$ 1,314,849.00	\$ 1,320,833.00	\$ 416,426.50	\$ 4,361,147.50
HAS	8001	\$ 369,014.00	\$ 513,906.46	\$ 513,906.46	\$ 513,906.46	\$ 1,910,733.38
	8012	\$ 100,000.00	\$ 1,168,680.54	\$ 1,168,680.54	\$ 1,168,680.54	\$ 3,606,041.62
HFD	1000	\$ 55,400.00	\$ 72,000.00	\$ 72,000.00	\$ 72,000.00	\$ 271,400.00
	1800	\$ 241,620.00	\$ 915,000.00	\$ 165,000.00	\$ 182,750.00	\$ 1,504,370.00
HPD	1000	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 100,000.00	\$ 400,000.00
	2203	\$ 288,514.12	\$ 422,469.30	\$ 464,716.23	\$ 511,187.85	\$ 1,686,887.50
	5000	\$ -	\$ -	\$ 150,000.00	\$ 150,000.00	\$ 300,000.00
TOTALS		\$ 3,222,192.12	\$ 5,765,510.30	\$ 5,213,741.23	\$ 4,373,556.35	\$ 18,575,000.00

Summary & Detailed Proposed Funding Breakdown

Where will the funding be spent?

System Costs

Annual Service Costs

MOTOROLA SERVICES	
ASTRO SUA II software & hardware maintenance + upgrade to latest version	\$1,309,039.00*
ASTRO technical support from Motorola	\$78,189.20
ASTRO Network Monitoring by Motorola	\$167,182.86
NICE Gold Package (Radio Transmission Recording)	101,493.41
Genesis – backup system alarm monitoring	\$5,040.00
TOTAL	\$1,660,944.47

*UASI grant funded



During Hurricane Harvey, Motorola monitored our system through ASTRO Network Monitoring.



Where will the money be spent? Radio Replacement



- As part of system purchase in 2008, Houston was one of the first in the nation to deploy the first generation APX 7000 and APX 7500 (multi-band) portable and mobile radios.
- After 11 years, these radios are approaching ***end of manufacturer support*** in 2022 / 2023. The City's current inventory of APX Gen 1 radios are:
 - POLICE - 5,567 PORTABLES & 2,107 MOBILES
 - FIRE - 1450 PORTABLES (1,000 APX6000XE ALREADY PURCHASED) & 650 MOBILES
 - HITS - 676 PORTABLES & 643 MOBILES
 - TOTALS: 6693 PORTABLES & 3310 MOBILES = 10,003 UNITS
- The cost to replace all end of life devices – including discounts and buy-back incentives – would be **\$35,415,224**
- **The City can accommodate \$18.6M through FY23. The remaining devices will continue to operate and will be replaced as needed on a break-fix basis.**

AGENCY PARTNERSHIPS

COH sells radio services to 30+ agencies



Revenue Generated (2013 – 2019): **\$6,695,363.00**

Questions?