

RESOLUTION 15-33

**A RESOLUTION APPROVING THE PURCHASE OF RADIO CONSOLES
AND ASSOCIATED RADIO EQUIPMENT FOR DISPATCH**

WHEREAS, the Spring Hill Board of Mayor and Aldermen is committed to the safety and welfare of the citizens of the City of Spring Hill, TN; and

WHEREAS, the Spring Hill Board of Mayor and Aldermen realize the importance of improving emergency services as current radio consoles are outdated and failing; and

WHEREAS, the City of Spring Hill Board of Mayor and Aldermen approved this project in the 2014-2015 fiscal year budget and Capital Improvement Plan; and

WHEREAS, city staff advertised and received proposals for the purchase of Radio Consoles and Associated Radio Equipment for Dispatch on April 7, 2015.

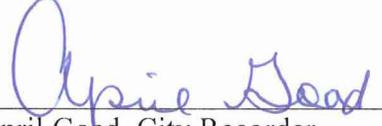
NOW, THEREFORE BE IT RESOLVED, by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee hereby approves the purchase of Radio Consoles and Associated Radio Equipment for Dispatch from Commtech, Nashville, TN in the total amount of \$144,828.00, as recommended by the Budget and Finance Advisory Committee on May 4, 2015.

Passed and adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee, this 18th day of May, 2015.



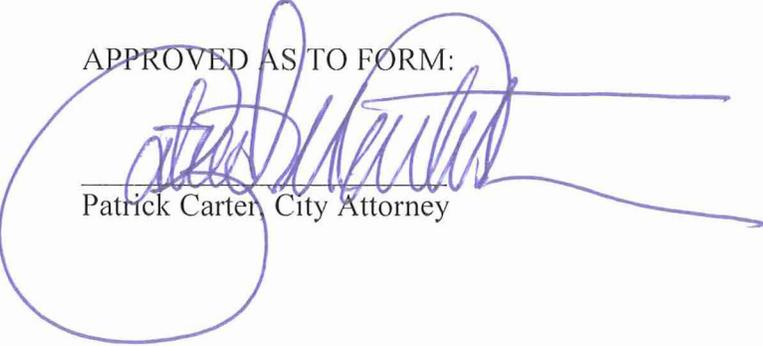
Rick Graham, Mayor

ATTEST:



April Goad, City Recorder

APPROVED AS TO FORM:



Patrick Carter, City Attorney

SUBJECT: DISPATCH RADIO CONSOLES

DATE: May 1, 2015

ATTENTION: Board of Mayor & Aldermen

DEPARTMENT HEAD: Brandi Arabie-Smith,
911 Director



STAFF MEMORANDUM

Staff recommends Communications Services for this project in the Dispatch Center. The total cost of this would be **\$99,212.00**.

This includes 3 radio consoles and 1 laptop dispatch position.

Dispatch was allotted \$100,000 for these improvements.

Our current radio system is outdated. Most of this equipment has been in use since 2003 when dispatch was first established for the City of Spring Hill; however we did have an upgrade in 2006 where some was replaced / added. We are pushing 10 years for most of the equipment.

Our current radio system incorporates two positions that consist of a cabinet mounted set of hardware with push-button controls. The two positions interface a central bank of electronics that in-turn interface the radio control stations. Maintaining a central bank of electronics is expensive and limits the operation of our console to the original specifications.

Communication Services is proposing a 4 position Telex radio dispatch control system. This includes 3 fixed dispatch positions and 1 laptop dispatch position. The system is built on IP standard and requires no central bank of electronics. Telex is versatile and not only supports our current equipment, but is constantly expanding their list of supporting radios, ensuring future radio compatibility.

Telex is fully compatible with our current phone system, and with our current recorder.

This equipment is currently being utilized by:

- Maury County E-911
- Maury County SO
- Maury County Fire Department
- Maury County EMA
- City of Mount Pleasant

Communications Services provides, on top of product warranty, provides a 1 year warranty for any defect in workmanship pertaining to the installation and / or configuration of any equipment in proposal. Also, Communications Services provides a 1 year system maintenance agreement including parts and labor.

Communication Services has been a vendor of the City of Spring Hill for many years. They were involved in our recent phone upgrade, and have been continually prudent in providing solutions / suggestions to our current radio concerns.

Along with this Radio Console Replacement, I asked vendors to include ideas to enhance our radio communication and equipment monitoring. This included:

- Microwave System Upgrades
- Tower Site SCADABase Equipment for CID Operations

Staff feels that Communications Services provided the best solutions for these three concerns. Staff asks that you will consider the following upgrades that were not budgeted for, but need consideration. Below they are listed in order of importance:

Microwave System Upgrade: \$29,571.00

Do to radio issues/concerns such as not hearing well, static, dead zones, etc. I requested a cost for Microwave System Upgrade. Communications Services feel that the age of the existing system along with some inherent limitations an upgrade would be cost prohibitive. They suggest replacing the existing microwave system with RAD Data, AirMux 400 and IP-Mux. This solution is reasonable prices and extremely rugged and reliable. It is expandable to meet any future needs. Spring Hill will need to require an FCC license to operate in the 4.9 GHz band. This is needed in order to add Tower Site SCADA.

Tower Site SCADA: \$16,045.00

Communications Services suggests a remote site management solution by Davicom. This would include 2 remote terminal units. Sensors would include Building Intrusion, Building Temperature, Smoke Alarm, Utility Power status, Generator Status, Transfer Switch Status, and Generator Fuel. Because this requires an IP network connectivity between the towers, it is dependent upon the Microwave System Replacement mentioned above.

Total Cost for these two upgrades would be \$45,616.00.

Total Cost of Dispatch Console and Two Recommended Upgrades is \$144,828.00.

Staff does not recommend the Base Equipment for CID Operations at this time. This cost was presented at \$22,975.00.

*We did have one other vender bid on this project. Their cost for the system was \$97,674.32 however they did not break down each section for me to compare options between the two companies. The other vender also did not include the 1 year maintenance (parts and labor) on any equipment.

CURRENT ENVIRONMENT

Background on Current Environment

The current radio system was installed in (2003).

The current Radio System is (Zetron).

5.00 PRICING AND DELIVERY SCHEDULE Proposal of

Communications Group, Inc. dba CommTech

To: The City of Spring Hill

Ref.: Purchase of (1) Dispatch Console Radio System and Associated Equipment

Ladies and Gentlemen:

Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the phone system required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ \$129,946.99 * See Attached Breakdown

Delivery schedule of events and time periods

Delivery and project completion 120 days following receipt of order.

Payment Terms: Items billed as received, 10% retained for completion.

Respectfully submitted,

Proposer: Communications Group, Inc. **By:**
Steven M. Rich, Vice President

 **Name:**
Steven M. Rich, Vice President / Secretary **Title:**

Date: 3-30-15



Opening April 7, 2014

Spring Hill Tennessee
Radio Console RFP

Bidder Qualifications:

Communications Group, Inc. is a Tennessee Corporation founded in 1985 and located at 441 Donelson Pike, Suite 420, Nashville, TN 37214. The corporation does business as CommTech with its primary area of operation within Middle Tennessee. The company's focus is wireless communications and control for Government, Industrial and Institutional customers. Digital and analog voice systems, microwave systems, data transmission systems and dispatch control centers are supplied and maintained by our company. Our customers include Williamson County, TN, Sumner County, TN, Wilson County, TN, Gaylord Opryland, Bridgestone/Firestone and many others.

We have supplied a current financial statement, as well as copies of our General Contractors License and Business License.

Communications Group, Inc. has supplied equipment and services such as requested in this RFP to virtually all of the government agencies in the counties listed over the last thirty years of continuous operation. We have an A+ BBB rating with no complaints ever registered against us. We have supplied the radio and dispatch systems for Spring Hill and are therefore fully familiar with their operation and what is required to update the systems as requested.

Communications Group, Inc. operates a complete component level service operation and offers off-site monitoring of all capable communications systems. Service is available 24 hours a day 7 days a week for critical infrastructure for our Public Safety contract customers. Our service, sales, and installation personnel are factory trained for systems and services that we offer.

The following is a breakdown of pricing by category:

Dispatch Console System as Specified	\$83,615.35
Add new Control Stations	\$14,058.97
New CID Remote Base Station	\$6,408.75
Microwave Upgrade	\$10,176.92
SCADA Ststem (Requires Microwave)	<u>\$15,687.00</u>
Total as shown on Bid Page	\$129,946.99

Communications, Group, Inc.

Steven M. Rich, VP

- The bidder shall be able to show a comparable system that they have installed.
- The bidder shall have training in computer networking and computer control equipment.
- The bidder's location shall allow one (1) hour response time for requested emergency service.

4.00 CURRENT INFORMATION AND OBJECTIVES

CURRENT ENVIRONMENT

Background on Current Environment

The current radio system was installed in (2003).

The current Radio System is (Zetron).

5.00 PRICING AND DELIVERY SCHEDULE

Proposal of Communications Services, Inc.

(Proposer Company Name)

To: The City of Spring Hill

Ref.: Purchase of (1) Dispatch Console Radio System and Associated Equipment

Ladies and Gentlemen:

Having carefully examined all the specifications and requirements of this RFP and any attachments thereto, the undersigned proposes to furnish the phone system required pursuant to the above referenced Request for Proposal upon the terms quoted below.

GRAND TOTAL: \$ 167,803.00

Delivery schedule of events and time periods

Minimum equipment delivery will be 60 days from date of your order. Minimum completion would be 120 days from date of your order. However, a timeline is not fully possible due to the lack of information concerning if, when, or what parts of this proposal will be awarded.

Respectfully submitted,

Proposer: Communications Services, Inc.

By: *Pete Bottoms*
(Authorized Signature for Proposer)

Name: Pete Bottoms

Title: President

Date: 04/06/2015