

MEMORANDUM

DATE: November 23, 2004
 TO: The Board of Supervisors
 FROM: Richard M. Miller, Fire Chief
 SUBJECT: Award of Bid - Enhanced 911 Telephone Equipment

York County advertised on behalf of York and James City County for procurement of Customer Premise Equipment (CPE) to provide Enhanced 911 to be placed in each respective jurisdiction's Dispatch Center and to be compatible with current technology and telephone systems. The existing telephone equipment is not capable of providing for emerging telephone systems such as digital technology, wireless location systems, voice over IP, and telematics. The existing equipment is not compatible with the digital radio system and digital local area network under construction now. Additionally, the procurement allowed for the additional operator positions that will be available in each communications center.

York County, as the fiscal agent, advertised the procurement and both jurisdictions evaluated the proposals received. The vendors offered Plant VESTA CPE, which met our needs for equipment and software to integrate the radio and telephone system into the one computer system at each operator's position. The procurement also included a Motorola-certified digital logging recorder to record all telephone and radio system activity.

A joint team from York and James City County reviewed the proposals and selected the Motorola proposal as the most responsive proposal. The decision was based upon Motorola's ability to meet all certification and configurations required to be fully compatible with the radio system, to reduce maintenance disagreements between the CPE vendor and the radio system vendor, and to permit seamless upgrades to the operating system as service packs and network security improvements are released.

While we will not be physically purchasing our Enhanced 911 telephone equipment until next fiscal year, we have to enter into this agreement now to permit York County to install their equipment into their building in January 2005. The shared nature of the equipment causes the agreement to move forward to the two Boards for approval at this time. This agreement will be subject to appropriation which will be part of our overall FY 06 Budget submittal.

After researching financing alternatives, the solution recommended is to conduct a regional lease purchase with Motorola. The regional purchase permits for an interest rate of 4.28 percent and lower cost by having one fiscal agent. Payments are structured over seven years when we would then own the equipment. All payments begin one year after the contract is signed.

Details on the joint lease purchase proposal from Motorola are provided below:

Total equipment cost	\$1,894,214.30
Total maintenance cost over 7 years	\$3,066,605.00
Annual lease costs - Years 1-6	\$514,266.00
Lease cost - Year 7	\$318,868.00

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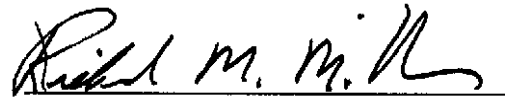
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James City County cost share details:

Total equipment cost	\$922,453.65
Total maintenance cost	\$586,195.35
Annual lease cost	\$252,983.00

The regional purchase of the equipment provides for continued regional cooperation in the operation and maintenance of the joint radio system. The proposal meets emerging technology requirements of digital wireless location and voice over IP requirements, and the sharing of a single detrunken logging recorder results in a cost savings to both localities.

Staff recommends approval of the attached resolution.



Richard M. Miller

CONCUR:

Sanford B. Wanner

RMM/gs
CPEawd.mem

Attachment