



NIAGARA REGIONAL POLICE SERVICE

Police Service Board Report

PUBLIC AGENDA

Subject: Purchase of New Replacement P25 Portable Radios
Report To: Chair and Members, Niagara Police Service Board
Report Date: 2024-07-17

Recommendation

That the Niagara Police Service Board (Board) approve the Motorola Solutions (Motorola) QUOTE-2670724-NSMO for purchasing 170 Portable radios at an expected cost of \$784,724.28 net of HST rebates.

Key Facts

- The portable radios are used daily by Niagara Regional Police Service (NRPS) and is an integral communications tool to provide personal safety to all NRPS Officers.
- P25 Portable radios are uniquely deployed in NRPS as a shared resource between officers from shift to shift rather than a personal issue.
- All the radios were purchased in 2016 (8 years ago) and have entered the last phase of their physical lifecycle expectancy phase.
- The conditions of these radios deteriorate over time requiring frequent repairs. The remainder are light use and do not suffer the same rigorous environment.

Financial Considerations

As per Board By-Law 412-2024, Financial Reporting, Control and Procurement of Goods and Services, Cooperative Purchasing Programs with a value greater than \$250,000.00 CAD, requires Board approval.

Capital Project number 20001982 was established as part of the Service's 2024 capital program and provides funding to purchase and replace 170 P25 Portable Radio equipment, or 37% of the current fleet of portable radios. The capital program is funded by the Region's Capital Levy Reserve in the amount of \$773,500.00. Due to a price increase between the initial capital project submission in 2023 and receiving the attached quote (Appendix 1), a funding shortfall of \$11,224.28 exists. To mitigate this slight shortfall and facilitate the purchase of 170 radios as planned, a capital budget adjustment will be completed to transfer remaining funds from a prior year IT capital project and fund the shortfall. In accordance with By-Law 412-2024 section 10.3, this capital budget adjustment will fall within the approval authority of the Chief of Police.

Analysis

As part of the purchase of the P25 radio system in 2016, NRPS also purchased 455 portable radios and 455 mobile (vehicle mounted radios). The portable radios are in use daily by front line and supporting units. They are a pooled resource meaning; they get heavily used and are shared from shift to shift.

Due to their age and heavy use, the radios have entered an expensive part of their lifecycle. A single radio repair costs approximately \$1,000.00, and due to the age of the portable radios (8 years), the frequency of the repairs has been increasing. The radios' ability to provide reliable communications is crucial to this request.

The approval of this request will allow NRPS to cull out some of the worst poor condition radios and replace roughly one-third of the existing radios with new, more reliable stock.

The identified asset benefits include increasing radio and two-way communication reliability, reducing the risk of radio failure, enhancing officer and public safety, and reducing the high cost of repairs.

Alternatives Reviewed

In lieu of a formal procurement process, a National Master Standing Offer (NMSO) was created due to a Royal Canadian Mounted Police (RCMP) Request for Proposal tender awarded to Motorola by the Canada Federal Government contract authority – Public Services & Procurement Canada (PSPC). The Period of the NSMO is from July 1, 2023 until June 30, 2026, plus 2, 1-year option years that may be exercised by PSPC, for a total 5-year term until June 30, 2028.

The Service can leverage the NMSO contract between Motorola and RCMP-NMSO E60QD-233104.

Although the RCMP drove the NMSO's requirements, all Canadian federal, provincial, territorial, and municipal governments may obtain access to it. This is made possible through the Canadian Collaborative Procurement Initiative.

Relationship to Police Service/Board Strategic Priorities

The NRPS is dedicated to improving the emergency services it provides its public safety partners, community, and citizens and looks for opportunities to enhance the offering and delivery of those services, while at the same time improving the effectiveness and efficiency of its workforce.

Relevant Policy Considerations

Board By-Law 412-2024 Financial Reporting, Control and Procurement of Goods and Services.

Other Pertinent Reports

Not applicable.

This report was prepared by Tim Roome, Public Safety Radio System Manager, Technology Services in consultation with Laura Rullo, Finance Manager, and Courtney Woods, Financial Planning Coordinator, and reviewed by Akram Askoul, Director, Technology Services. Recommended by Sandy Staniforth, Acting Deputy Chief, Support Services.



Submitted by:

Luigi Greco, #9366
Acting Chief of Police

Appendices

Appendix 1 Motorola Solutions QUOTE-2670724-NSMO

Appendix 1

Billing Address:
 NIAGARA REGIONAL POLICE
 BOX 183
 THOROLD, ON L2V 3Y9
 Canada

Quote Date:06/07/2024 Expiration
 Date:09/05/2024

Quote Created By:
 Izabela Brandys
 Iza.Brandys@
 motorolasolutions.com

End Customer:
 NIAGARA REGIONAL POLICE
 Contract: 37991 - CAN Fed P25

Line #	Item Number	Description	Qty	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX5000 700/800 M3.5 CLIN 1-03a and 1-03b	170	\$4,249.00	\$722,330.00
1	H98UCH9PW7BNI	APX5000 700/800 MODEL 3.5 PORTABLE	170	\$3,605.00	\$612,850.00
1a	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	170	\$0.00	\$0.00
1b	H46BA	ENH: ONE TOUCH BUTTON	170	\$0.00	\$0.00
1c	QA05570AA	ALT: LI-ION IMPRES 2 IP68 3400 MAH	170	\$0.00	\$0.00
1d	Q361AR	ADD: P25 9600 BAUD TRUNKING	170	\$0.00	\$0.00
1e	QA00580AC	ADD: TDMA OPERATION	170	\$483.00	\$82,110.00
1f	QA03399AA	ADD: ENHANCED DATA APX	170	\$161.00	\$27,370.00
1g	H38BT	ADD: SMARTZONE OPERATION	170	\$0.00	\$0.00
1h	QA09113AB	ADD: BASELINE RELEASE SW	170	\$0.00	\$0.00
1i	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	170	\$0.00	\$0.00
1j	Q629AK	ENH: AES ENCRYPTION AND ADP	170	\$0.00	\$0.00
1k	QA05100AA	EHN: STD 1 YR WARRANTY APPLIES	170	\$0.00	\$0.00
2	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	170	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions Canada Inc.: 3277 Langstaff Road, Concord, ON L4K 5P8, Canada - #: 121996425

Line #	Item Number	Description	Qty	Sale Price	Ext. Sale Price
3	PMMN4099CL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IP68 REMOTE SPEAKER MICROPHONE,3.5MM,UL	170	\$0.00	\$0.00
4	PMLN6802A	ACCESSORY KIT,MOLDED NYLON CARRY CASE W/SWIVEL	170	\$0.00	\$0.00
5	HKN6182B	CABLE KEYLOADING ADAPTER CGAI	1	\$0.00	\$0.00
6	TKN8531C	CABLE, KEYLOAD	1	\$304.00	\$304.00
	APX™ 8000 Series	Clin 2-02a APX 8000 Series Portable Dual Band VHF-700/800	6	\$7,092.00	\$42,552.00
7	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5	6	\$6,049.33	\$36,295.98
7a	HA00049AA	ADD: 5Y ESSENTIAL SVC CANADA	6	\$398.67	\$2,392.02
7b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	6	\$0.00	\$0.00
7c	Q361AN	ADD: P25 9600 BAUD TRUNKING	6	\$0.00	\$0.00
7d	QA00580AA	ADD: TDMA OPERATION	6	\$483.00	\$2,898.00
7e	QA05509AA	DEL: DELETE UHF BAND	6	\$0.00	\$0.00
7f	Q498AU	ENH: ASTRO 25 OTAR W/ MULTIKEY	6	\$0.00	\$0.00
7g	QA03399AA	ADD: ENHANCED DATA APX	6	\$161.00	\$966.00
7h	H38BS	ADD: SMARTZONE OPERATION	6	\$0.00	\$0.00
7i	QA09113AB	ADD: BASELINE RELEASE SW	6	\$0.00	\$0.00
7j	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	6	\$0.00	\$0.00
7k	Q629AH	ENH: AES ENCRYPTION AND ADP	6	\$0.00	\$0.00
8	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	6	\$0.00	\$0.00
9	PMLN6802A	ACCESSORY KIT,MOLDED NYLON CARRY CASE W/SWIVEL	6	\$0.00	\$0.00
10	PMMN4136B	ACCESSORY KIT,XVP830 REMOTE SPEAKER MICROPHONE NO CHANNEL KNOB	6	\$0.00	\$0.00



Line #	Item Number	Description	Qty	Sale Price	Ext. Sale Price
11	WPLN6904A	ASSY:KIT,KEYLOAD CABLE	1	\$116.00	\$116.00
	KVL 5000	SLIN 1-51 KVL 5000	1	\$5,850.00	\$5,850.00
12	T8476B	KVL 5000	1	\$5,850.00	\$5,850.00
12a	CA00182AW	ADD: AES ENCRYPTION SOFTWARE	1	\$0.00	\$0.00
12b	CA03467AA	ADD: NORTH AMERICA MICRO USB CHARGER 100/240V	1	\$0.00	\$0.00
12c	CA03358AA	ADD: ASTRO 25 MODE	1	\$0.00	\$0.00

Grand Total
\$771,152.00(CAD)
Notes:

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.

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