

# Caroline County Board of Supervisors Agenda Executive Summary

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**Meeting Date:** February 12, 2019

**Title:** Unfinished Business – Proposed Motorola Multi-Year Maintenance and System Upgrade Agreement for Radio System

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*(Check Mark)*

<input type="checkbox"/> Consent	<input type="checkbox"/> Closed Meeting
<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Public Hearing
<input type="checkbox"/> No Action (Information Only)	<input type="checkbox"/> Ordinance
<input type="checkbox"/> Resolution	<input type="checkbox"/> PowerPoint Presentation

**Background:** At its January 8, 2018 meeting, the Board of Supervisors discussed the need for new maintenance and system upgrade agreements for the County's Motorola Astro 25 Public Safety Radio System. The initial three-year maintenance period on the system has drawn to a close. Since the January 8<sup>th</sup> meeting, staff has had multiple meetings and conversations with Motorola representatives in an effort to reduce the overall cost of the agreements.

These discussions have produced a revised proposal with an overall reduction in the cost of the ten year Essential Plus Maintenance Agreement and System Upgrade Agreement (SUA II) from the original \$4,472,947.83 to \$4,100,000 (a savings of \$372,947.83).

The proposal discussed on January 8<sup>th</sup> planned to upgrade the County's system from ASTRO release 7:14 to release 7:16. However, version 7:16 is no longer supported by Motorola and the County would always be at least two system releases behind. As a result, the new proposal includes a "double jump" upgrade from version 7.14 to version 7.18.

This will increase the combined maintenance services and SUA II cost from \$376,968.79 to \$467,718.57 in year one of the agreement. However, the

increase will be more than made up through the total reductions in years two through ten.

All other elements of both agreements remain the same from the January 8<sup>th</sup> version.

**Budget Impact:** The total annual cost for the 10-year Essential Plus Maintenance Agreement and SUAll Plan compared to the January 8, 2019 version is as follows (*note: numbers have been rounded slightly*):

February 12, 2019 Version

2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
\$467,719	\$363,462	\$372,618	\$382,128	\$392,003	\$402,260	\$412,915	\$423,983	\$435,482	\$447,430

January 8, 2019 Version

2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
\$376,969	\$408,477	\$400,267	\$434,287	\$425,553	\$461,950	\$453,004	\$498,338	\$482,819	\$531,285

**Requested Action(s) of Board:** The other option is to do nothing and then upgrade our system when it can no longer be supported. The standard support for 7.14 ended November 30, 2018. Our current system is now in extended support which ends November 30, 2020. At that time, Motorola can no longer offer support unless we upgrade our entire system. A budgetary figure to upgrade your system next year is \$750,000.00. To upgrade it again in 2025 would be roughly another \$950,000.00 and then again in 2030, another \$1,250,000.00. This does not include maintenance.