



# *CITY COUNCIL AGENDA REPORT*

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MEETING DATE: NOVEMBER 19, 2013

ITEM NUMBER:

**SUBJECT:** MOBILE DATA COMPUTER (MDC) REPLACEMENT

**DATE:** NOVEMBER 13, 2013

**FROM:** POLICE DEPARTMENT, SUPPORT SERVICES DIVISION

**PRESENTATION BY:** LES GOGERTY, SUPPORT SERVICES DIVISION

**FOR FURTHER INFORMATION CONTACT:** LES GOGERTY – 714.754.5190

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## **RECOMMENDATION:**

1. Approve and authorize the CEO to sign the Purchasing Agreement in the amount of \$503,742.00 for the replacement of the current Police and Fire Departments' Mobile Data Computers (MDC) with Datalux Corporation, 155 Aviation Drive, Winchester, VA 22602.
2. Approve Budget Adjustment (BA #14-012) to appropriate available fund balance in the Narcotics Asset Forfeiture Fund (\$388,300.80) and Proposition 172 Fund (\$115,441.20) in the total amount of \$503,742.00 for this purchase.

## **BACKGROUND:**

The current public safety Motorola MW800 mobile data computers, implemented in 2005, have reached their "end of life" and will no longer be supported as of April 2014. These systems are required and therefore must be replaced.

Currently MDCs are deployed in all police and fire vehicles, including many support vehicles such as Park Ranger trucks, Community Service Specialist and other auxiliary vehicles. The MDC is an integral piece of equipment allowing personnel in the field to communicate with the dispatch center. They also allow personnel to access a variety of information and perform various tasks, which allow them to be more efficient and effective.

## **ANALYSIS:**

Staff published a Request for Proposal, number 1158, on June 14, 2013 and there were nine responses. A thorough and objective multi-step evaluation/selection process was conducted to select the best system and vendor to meet the needs of both the Police and Fire Departments.

The proposals were scored based upon their stated ability to meet functional requirements and costs. Based upon the stated criteria, three vendors were invited to

conduct on-site demonstrations for key subject matter experts (SME's) from the Police, Fire and IT Departments.

SME written evaluations, detailed analysis of the proposals, technical merit and cost comparisons were used to select a preferred vendor. Initially, the Police Department selected Datalux Corporation and the Fire Department selected L3 Mobile Vision, Inc. as being the best fit for their respective needs. These vendors were two of the top three proposers (see Attachment #1 for a summary of the bid results).

These new systems are compatible with the new technology infrastructure, including the new Computer Aided Dispatch and Records Management System (CAD/RMS), enabling numerous increased efficiencies.

On November 5, 2013, representatives of L3 Mobile Vision, Inc., notified City staff of their intention to protest the award to Datalux Corporation for the purchase of MDCs for the Police Department.

In their email, L3 representatives pointed out the agenda report lists the purchase cost of the MDCs for both police and fire is \$508,776.96 (original option total from November 5, 2013 staff report), while their initial bid for both was only \$390,820.00 (L3's initial bid amount), a difference of \$117,976.96 (according to L3 representatives). This difference is significant and staff proceeded to carefully re-evaluate all available information.

The first issue identified by staff was that L3 failed to accurately calculate costs associated with this contract. In a minor error, they miscalculated the difference between the original option total (\$508,776.96) and L3's initial bid amount (\$390,820.00). L3 reported the difference to be \$117,976.96; however, the correct difference is \$117,956.96. The two (2) numbers L3 identified as totals, cannot be compared directly because of the following three (3) inconsistencies:

- L3's initial bid amount (\$390,820.00) does not include sales tax, whereas the original option total includes sales tax;
- L3's initial bid quotes 75 units, whereas the original option total includes 85 units, the revised total number of units;
- The original option total includes accidental coverage for police MDCs, which was requested by the Police Department during the negotiation process. L3's initial bid does not include accidental coverage.

The difference in price between L3 (\$477,152.60) and Datalux (\$467,262.00) for 85 units, including sales tax but not including accidental coverage, is \$9,890.60, with Datalux providing a lower price. Accidental coverage was requested for Police Department vehicles in order to provide replacement of an MDC that is damaged as a result of an accident during the warranty period. Datalux's cost for this coverage is \$570 per MDC for an additional cost of \$36,480 (64 units). L3 was asked to provide their cost for this, for comparison purposes. L3 submitted a quote of \$445.00 per unit on November 13, 2013, for a total additional cost of \$28,480.00, after Datalux's pricing was posted with the November 5, 2013 staff report. This brings L3's total cost for 85 MDCs with accidental coverage and sales tax to \$505,632.60. With accidental coverage, L3's total price for 85 units is actually \$1,890.60 higher than Datalux's price (\$503,742.00). See the attached Bid Summary for further details.

The second issue identified by staff was that not all personnel rating the MDCs and/or providing input were able to attend the demos. Staff's intent was to be as inclusive as

possible and allow as many personnel as possible to at least see, touch and manipulate the MDCs, even if they weren't able to attend the demos. While this was well-intentioned, this allowed for some of the ratings to be made based upon incorrect information and/or assumptions.

The main issue for the fire personnel was their assumption that the keyboard for each system was unique and could not be changed; therefore, because they preferred L3's keyboard, they rated L3 higher. After the fact, staff confirmed the keyboard in question was an aftermarket model and could be purchased off the shelf and used with the Datalux MDC. Now that the issue has been resolved, fire personnel believe Datalux will meet all of their needs.

Lastly, the purchase of the MDCs for both police and fire is required and is part of a larger information technology upgrade for the entire City. This includes upgrades of the server infrastructure, broadband service, desktop computers, and more importantly, the Computer Aided Dispatch/Records Management System (CAD/RMS).

Currently, both Costa Mesa and Newport Beach are implementing the same CAD/RMS system (SunGard) and both are realizing cost savings as a result. This is due to the ability to have SunGard staff come in and work on both systems at the same time, thus reducing the cost of travel, room and board to each agency. There are extremely tight timelines associated with these projects that must be adhered to in order to maintain these cost savings. The protest by L3 required staff to pull the agenda report from the November 5, 2013 City Council meeting and has pushed back the MDC implementation by two weeks.

Based upon correspondence received by staff from L3 representatives, including L3's miscalculations, staff has confirmed the cost for L3 to provide the 85 MDCs requested would be approximately \$1,890.60 more than Datalux. Additionally, included in Datalux's original quote is a 5-year warranty versus L3's revised quote for a 4-year warranty. Staff's interaction with L3 throughout the evaluation process has raised concerns regarding their ability to provide the product in a timely manner as well as satisfactory customer service over the course of the contract.

As mentioned previously, staff is working on multiple projects simultaneously and all are interrelated and dependent upon each other for successful completion. Staff is very concerned that any further delays will jeopardize not only the implementation of the MDCs, but also negatively impact the CAD/RMS installation, potentially resulting in additional costs to the City.

After carefully re-evaluating all of the available information, including the cost breakdown and the resolution of the Fire Department's keyboard concern, staff has determined that Datalux is the most qualified vendor to meet the needs of both the Police and Fire Departments. It should be noted that even if L3 was the lowest bidder, which it is not, in accordance with the City's RFP process, specifically section 7 - Process for Submitting Proposals: Conditions for Proposal Acceptance, the City reserves the right to select any qualified source regardless of cost.

#### **ALTERNATIVES CONSIDERED:**

The original agenda report, which was pulled from the November 5, 2013 Council Meeting as a result of a protest notification by L3 Mobile Vision, Inc., recommended the

City Council approve and authorize the CEO to sign the purchasing agreements with Datalux Corporation (police) and L3 Mobile Vision, Inc. (fire) for the replacement of the MDCs. The City Council could decide to approve this initial recommendation; however, based upon the re-evaluated information contained in this report, staff does not recommend this option.

**FISCAL REVIEW:**

The purchase of new MDCs was not originally budgeted; therefore the attached Budget Adjustment #14-012 in the amount of \$503,742.00 allocates funds for this purchase.

Since Department of Justice (Federal) guidelines state that Narcotic Asset Forfeiture money can only be spent on eligible law enforcement activities, it is recommended that the cost of the Police Department MDCs (\$388,300.80) be paid with available Narcotic Asset Forfeiture fund balance and the cost of the Fire Department MDCs (\$115,441.20) be paid with available Proposition 172 fund balance.

**LEGAL REVIEW:**

Legal has reviewed the report and approved it as to form.

**CONCLUSION:**

Based upon the information contained in this report, staff recommends the City Council authorize the CEO to sign the Purchasing Agreement and approve the budget adjustment for the purchase of the new Mobile Data Computer systems for the Police and Fire Departments with Datalux Corporation.

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Captain

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FRED SEGUIN  
Interim Fire Chief

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STEVE DUNIVENT  
Interim Finance & IT Director

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ADAM SILVA  
IT Supervisor

- ATTACHMENTS:    1    [Bid Summary](#)  
                          2    [Budget Adjustment BA #14-012](#)