



# REPORT TO COUNCIL

## City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
www.CityofSacramento.org

Consent  
December 18, 2007

Honorable Mayor and  
Members of the City Council

**Title: Agreement: Purchasing of Mobile Data Computers and Monitors**

**Location/Council District:** Citywide

**Recommendation:** Adopt a **Resolution:** (1) Awarding an agreement for the purchase of 52 mobile data computers from Raymar Information and Technology, Inc. at a cost not to exceed \$211,251 and (2) award an agreement for the purchase of 52 display monitors from L3 Communications at a cost not to exceed \$194,939.

**Contact:** Mike Balash, Assistant Chief, 808-1670; Scott Williams, Captain, 808-1672

**Presenters:** N/A

**Department:** Fire

**Division:** Technical Services

**Organization No:** 2541

### Description/Analysis

**Issue:** The current mobile data computers and monitors are antiquated and becoming irreplaceable. When a computer or monitor fails, a working spare in storage would replace it. Now, there are no longer enough working spares to fix or replace every computer and monitor being used in service. As well, the current computers and monitors are failing more frequently as they age, therefore requiring replacements.

**Policy Considerations:** The recommendation in this report is consistent with requirements for competitive bidding as detailed in Chapter 3.56 of the City Code. Also, the Fire Department worked with Procurement Services to solicit and evaluate bids and to prepare the recommended agreement in accordance with the City's procurement policies and standards.

**Committee/Commission Action:** Not Applicable.

**Environmental Considerations:** This report concerns administrative activities that will not have any significant effect on the environment, and do not constitute a "project" as defined by section 15378 of the California Environmental Quality Act (CEQA) Guidelines and is otherwise exempt pursuant to sections 15061 (b)(3); 15378 (b)(2).

**Rationale for Recommendation:** The Fire Department uses mobile data computers and monitors as an integral part of their dispatching and response to emergency incidents. A rugged, easy to use, multi-functional mobile data system is necessary to provide the dispatch information, mapping, and other data required for safe and effective response. These mobile computers and monitors are major components of this system. The current equipment must be replaced due to increasing failures, lack of serviceability, and insufficient quantities.

The new equipment selected was done with the services of a contracted consultant and an exhaustive testing process. Once the best equipment package was determined, a competitive bid was posted on the City's website, which closed on Monday, November 26<sup>th</sup>, 2007. The City only received one vendor bid for the computers (Raymar Information and Technology, Inc.) and received only one other vendor bid for the monitors (L3 Communications).

**Financial Considerations:** Funds for the purchase of the mobile data computers and monitors, which in total cost is \$406,190 (\$211,251 for the computers and \$194,939 for the monitors), have been identified in the Fire Department's existing (Fiscal Year 2007/08) budget.

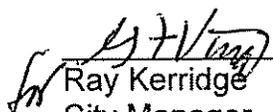
**Emerging Small Business Development (ESBD):** Raymar Information and Technology, Inc. is certified with the City of Sacramento as a Small Business Enterprise (SBE). L3 Communications is not certified with the City of Sacramento as an SBE.

Respectfully Submitted by:   
Mike Dumford for Scott Williams  
Captain, Fire Department

Approved by:   
Forrest Adams  
Fire Chief, Fire Department

Approved by:   
Chris Stewart  
Procurement Manager, General Services Department

Recommendation Approved:

  
Ray Kerridge  
City Manager

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**Background**

The Sacramento Fire Department has been using mobile data terminals (MDTs) in all of their primary emergency response vehicles since the early 1980s. The manufacturer of the current MDTs discontinued production of these units in the mid-1990s, and support for these was discontinued around the year 2000. Since then, the Fire Department has been using broken units for parts to maintain serviceable units, with enough working spares to keep all vehicles equipped, up until the year 2005 when the number of spares was reduced to only a few.

With the assistance of an experienced consultant, a replacement solution was selected after courting the leading manufacturers of mobile data equipment. Each product was exhaustively tested in laboratory environments, with the results published in a final report and recommendation. The preferred solution was actually a combination of components from various manufacturers, to be combined into the best system available with regards to cost, reliability, performance, and vendor support.

Part of this packaged solution includes the Itronix VR-2 laptop computer and docking station, as well as the L3 Communications MobileVu display monitor already in use by Sacramento Police Department. A pilot project was conducted for one year, with installations of these devices into several Fire Department vehicles for hands-on field testing and evaluation. All units proved to be very reliable and user-friendly. It is now time to build out the bulk of the remaining installations.

On November 26, 2007, bids were received for both the computers and displays. Only one vendor bid each of the devices, please see below:

For the Mobile Data Computers:

<u>Bidder Name</u>	<u>Bid Amount</u>
Raymar Information and Technology, Inc.	\$211,251

For the Mobile Data Monitors:

<u>Bidder Name</u>	<u>Bid Amount</u>
L3 Communications	\$194,939

Raymar Information and Technology, Inc. and L3 Communications were the only responsive bidders.

**RESOLUTION NO.**

Adopted by the Sacramento City Council

**Agreement Purchasing Fire Department Mobile Data Computers and Monitors**

**BACKGROUND**

- A. The Fire Department's current mobile data terminals are antiquated, no longer serviceable by the manufacturer, and are insufficient in quantity to outfit all vehicles.
- B. A project has been underway since October of 2006 to replace these units with new mobile data computer (MDCs) systems, including a pilot phase of field testing in actual emergency vehicles.
- C. A solution has been developed, based upon careful selection of a multi-component system which includes the Itronix VR-2 computer with docking station, and the L3 Communications MobileVu display.
- D. On November 26, 2007, two bids were received for these products, one of which was the sole bid (Bid No. B081181039) for the computers, from Raymar Information and Technology, Inc., and the other was the sole bid (Bid No. B081181040) for the monitors, from L3 Communications. Therefore, the lowest responsible bidder for the computers is Raymar Information and Technology, Inc, and the lowest responsible bidder for the monitors is L3 Communications.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:**

- Section 1. The agreement for the purchase of Itronix VR-2 computers and docking stations for a cost not to exceed \$211,251 is awarded to Raymar Information and Technology, Inc..
- Section 2. The agreement for the purchase of L3 Communications MobileVu displays for a cost not to exceed \$194,939 is awarded to L3 Communications.