



**City of Kingston
Report to Council
Report Number 19-100**

To: Mayor and Members of Council
From: Gary Dyke, Commissioner, Corporate & Emergency Services
Resource Staff: Shawn Armstrong, Fire Chief
Date of Meeting: April 16, 2019
Subject: System Upgrade Agreement, SUA II with Motorola Solutions
Canada Inc.

Executive Summary:

On November 19, 2013 (Council Report Number 128), the City of Kingston purchased a Public Safety, P25 digital trunked 2 way radio system to support continuous radio communications for use by Transit, Fire, Police, UK and Facilities Maintenance staff at the City of Kingston. A base unit is installed at Norman Rogers Airport with radio frequencies to support improved interoperability between responders and Air Traffic Control Tower staff.

The radio system relies heavily on computer software to manage radio traffic of many users and to support the radio equipment used by staff. Over time the current software version installed will not function as designed when older user gear and hardware is replaced. The City of Kingston's Radio System software version will become outdated and will require an update in the year 2020. It is beneficial to have a System Upgrade Agreement, SUAII to ensure the most current radio software is operating with an organized path forward to evolve the radio system and related components beyond its life span hence reducing the need to replace the entire radio system. The requirement to have an uninterrupted radio system is of paramount importance to the health and safety of the populations served and responding personnel

Recommendation:

That Council approve the purchase of one System Upgrade Agreement, SUA II, from Motorola Solutions Canada, Inc., in keeping with the payment schedule attached as Exhibit A to Report Number 19-100; and

That Council authorize the Mayor and Clerk to execute an additional agreement, pursuant to RFP F31-TPES-F&R-2013-2, with Motorola Solutions Canada Inc., for the purchase of a System Upgrade Agreement, SUAII for a term of ten years, in a form satisfactory to the Director of Legal Services.

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Authorizing Signatures:

ORIGINAL SIGNED BY COMMISSIONER

**Gary Dyke, Commissioner,
Corporate & Emergency
Services**

ORIGINAL SIGNED BY CHIEF ADMINISTRATIVE OFFICER

**Lanie Hurdle, Acting Chief Administrative
Officer**

Consultation with the following Members of the Corporate Management Team:

Peter Huigenbos, Acting Commissioner, Community Services	Not required
Jim Keech, President & CEO, Utilities Kingston	Not required
Desirée Kennedy, Chief Financial Officer & City Treasurer	<input checked="" type="checkbox"/>

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Options/Discussion:

Motorola Solutions Canada, Inc., the original proprietary vendor of Kingston's P25, public safety radio system is proposing a plan to install 5 system upgrade releases over a ten year period commencing in 2019. The planned upgrades extend the useable life of the radio system until 2032. The City of Kingston's radio system and network equipment will continue to function as designed on the current software until 2020, however; the current version of software will become redundant and will not be supported by Motorola after 2022. Additionally, older equipment used for the radio system and reliant on current software will not be supported by Motorola. This would require replacement of critical radio system hardware and potentially require a software upgrade each time a critical equipment failure occurred. Implementing upgrades on a "one-off" basis will result in a one-time cost of \$2,786,000 for the required system upgrade offered by Motorola. A ten year software upgrade agreement with Motorola will result in economies of scale by purchasing five (5) system upgrades for \$945,388 each versus one system upgrade for \$2,786,000. This agreement will effectively sustain the system's lifespan rather than purchasing a whole new radio system.

Entering into a longer term relationship Motorola will result in certified software and hardware version updates and/or replacements necessary to upgrade the system with an equivalent level of functionality up to once in a two-year period. Hardware will be upgraded and/or replaced as required to maintain the existing feature and functionality. System release software and hardware will be pre-tested and verified in Motorola's Systems Integration Test lab prior to the installation in the user environment. Qualitatively newer technologies can be added when the radio system software is up to date and current. An example of this will be the introduction of wearable technologies to enhance the safety of the users.

A System Upgrade Agreement, SUAll, ensures that the most up to date version of software and base level equipment is leveraged in an organized manner to seamlessly support uninterrupted radio communications for all user groups. The SUAll will provide 5 software upgrades over the term of the agreement. These upgrades will ensure the system remains supported for four years beyond the year 2028..

The total amount of \$4,726,941.26 plus applicable taxes will be distributed over a ten year period commencing in the second quarter of 2019 and concluding in the year 2028. The first payment of \$643,319.21 will be due within 30 days upon execution of the agreement. Motorola will invoice the City an annual amount each year to cover Motorola's commitment to software upgrades, required system patches, software maintenance and related hardware as agreed.

Existing Policy/By-Law:

Purchasing Policies and Procedures By-Law Number 2000-134

Notice Provisions:

Not applicable

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Accessibility Considerations:

Not Applicable

Financial Considerations:

Funding of \$4,738,000 was apportioned within the 2019 - 2028 Capital Budget forecast to be divided between the corporate users.

Contacts:

Antje McNeely, Police Chief, Kingston Police Force 613-549-4660

Other City of Kingston Staff Consulted:

Alan McLeod, Acting Director, Legal Service and City Solicitor

Ahmed Zayan, Manager, Purchasing

Jeff Bumstead, Chief Information Officer

Exhibits Attached:

Exhibit A – Payment Schedule

SECTION 2

EXHIBIT C – SYSTEM UPGRADE AGREEMENT PRICING

The table below summarizes annual pricing for ten-years, providing up to five upgrades in that ten-year period. Customer will make payments to Motorola Solutions annually in advance of each defined yearly cycle. The initial payment will be billed upon the contract effective date, and annually thereafter. The annual pricing summary is defined below. Payments are due within thirty (30) days after the date of each invoice. Customer will make payments when due in the form of a cheque, cashier's cheque, or wire transfer drawn on a Canadian financial institution and in accordance with the following payment schedule.

Notes:

- Applicable taxes are not included.
- The first upgrade will take place in first 2 years of the SUAll program
- Motorola Solutions Services scope includes all turnkey implementation tasks.
- This proposal is subject to Motorola Solutions Canada Inc.'s standard terms and conditions.
- Pricing will be valid through April 25, 2019 (90 days from delivery of quote). After the April 25, 2019 date, Motorola will review the pricing and a price increase will be in effect.
- 10 Year price based on Motorola receiving a signed contract for the full scope and a full scope purchase order by April 25, 2019.

Start Date	Lifecycle Service	Annual Lifecycle Price
April 25, 2019	SUAll	\$643,319.21
April 25, 2020	SUAll	\$643,319.20
April 25, 2021	SUAll	\$410,424.67
April 25, 2022	SUAll	\$415,699.19
April 25, 2023	SUAll	\$421,131.95
April 25, 2024	SUAll	\$426,729.41
April 25, 2025	SUAll	\$432,493.73
April 25, 2026	SUAll	\$438,431.48
April 25, 2027	SUAll	\$444,547.15
April 25, 2028	SUAll	\$450,845.27
TOTAL		\$4,726,941.26