



FINANCIAL SERVICES
320 South Walnut St.
Appleton, WI 54911
920.832.1680

TO: County Board

CC: Commander Jeff Dietzen, Sheriff's Department

FROM: Nicole Schoultz, Procurement Coordinator

DATE: August 1, 2023

RE: Sole Source Purchase

Pursuant to Outagamie County Ordinance 22-30(4) the County Board shall be notified of a Sole Source purchase.

The memo shall serve as intent for the Sheriff's Department to sole source Motorola AXS radio consoles and Motorola Vesta 9-1-1 call handling. Both these products will allow for seamless interface to the existing Motorola system.

The AXS system is \$973,284 for twelve (12) AXS consoles, all equipment, hardware, software and the first year maintenance and subscription services. Subscription and advanced services maintenance for year two is \$90,197, year three \$92,407, year four \$94,723 and year five \$97,148.

The Vesta system \$485,779.60. A grant is being used with a 20% matching requirement. Thus the County's share will be \$97,156.

Enclosed you will find the following:

- Sole Source Justification from Sheriff Kriewaldt for Motorola AXS
- Sole Source Justification from Sheriff Kriewaldt for Motorola Vesta

REQUEST FOR SOLE SOURCE PURCHASE

The item(s) on the Request for Purchase attached must be purchased from the vendor indicated for the following reason: (Check one)

- I know for certain the vendor listed on the request is the **only** source of the requested product or service.
- After thorough investigation I could find no other source for the requested product or service. Please indicate what companies you contacted or sources you tried so Purchasing does not duplicate your efforts (attach additional pages if necessary):
- The vendor indicated is the only vendor practical to fill this request because of the reasons indicated below. Explain in detail.

Motorola's AXS Radio Consoles are the next generation of dispatch radio consoles in Motorola's development plan moving forward for Emergency Communications Centers (ECC). AXS console software and hardware is designed specifically to operate with Outagamie County's Motorola P25 public safety radio system and CAD Software. We have a long term maintenance contract with Motorola for our radio system and do not have plans to change that infrastructure for the foreseeable future.

We evaluated moving our current MCC7500 radio consoles into the new ECC facility, as well as upgrading to MCC7500e consoles. Both of those console iterations are nearing the end of life and support for new development and functionality. If we selected one of these options, Outagamie would have to purchase new consoles to replace either of these options in the next few years at an extra cost.

The focus for Motorola's development team, including future software integrations, upgrades without downtime and bug fixes, is on the AXS consoles. The AXS consoles will serve the needs of Outagamie County well into the future and provide improved integration with NG911 and Command Central software suite which is now included in as part of the recently signed five year contract with Motorola. These integrations will improve situational awareness, security and accountability for public safety personnel.

A sole source is necessary because Motorola is the designer, manufacturer and exclusive provider of the AXS console. There are no other vendors that can provide this product. Third party radio console hardware and software does not provide the integration with Command Central software, and is lacking a lot of the functionality of the AXS console. Additionally, third party dispatch consoles will require more equipment for recording and logging creating more points of possible failure. Using a third party radio console also makes troubleshooting and IT support difficult if issues are found. Staying with Motorola's software suite makes support easier and puts all of the accountability on Motorola for issues that may come up.

We'll be reducing the points of failure with the AXS consoles, avoid having to move old consoles to the new building and will take advantage of the existing infrastructure to integrate seamlessly.

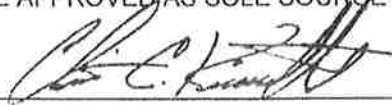
We worked with Motorola to lower the quoted price by over \$500,000 for AXS consoles. The revised contract cost is \$973,284 for twelve AXS consoles all equipment, hardware, software, and first year maintenance and subscription. Subscription and Advanced Services maintenance for year two \$90,197, (3rd) \$92,407, (4th) \$94,723 and (5th) \$97,148.

For all of these reasons it is necessary to sole source Motorola's AXS consoles.

Is there any other product that could be substituted for the item requested that would suit your needs? If so have you investigated the cost of this alternative? Please explain.

No other supplier can provide Motorola AXS radio consoles. No other radio console vendor has the same integrations or single point of contact support that Motorola can offer.

THE PRODUCTS AND/OR SERVICES ON THE ATTACHED REQUEST ARE NECESSARY TO THE OPERATION OF MY DEPARTMENT AND SHOULD BE APPROVED AS SOLE SOURCE FOR THIS AND FUTURE PURCHASES OF THE SAME.



(Department Head)

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Motorola's Vesta 9-1-1 call handling product or Customer Premise Equipment (CPE) is the next step toward further integrating our 9-1-1 dispatch software suite to improve efficiencies, technology and communication preparing for Next Generation 9-1-1 (NG911). Vesta is fully NG911 ready by being NENA i3 compliant and includes functionality to improve situational awareness through Command Central Aware mapping and efficiency through automatic callback and outbound text functionality.

We evaluated several call handling providers including our current software, Intrado's Viper system. While it has been functional it lacks the seamless integration into Flex Computer Aided Dispatch (CAD) and Command Central enhancements. We only get basic location information, a latitude/longitude, and the callback number to transfer between Viper and Flex CAD. Vesta supports all telematics data, GPS device location, and shares this information within the Command Central integration. As well as live transcription of 9-1-1 and non-emergency phone calls. The integration of equipment supports better situational awareness for field responders and improves public safety.

Vesta is NG911 ready to handle the future of 9-1-1 calls including multimedia and streaming video in a single interface. Vesta also integrates with our Geographic Information Systems (GIS) ESRI data. This data is updated continuously by the County as new addresses are assigned or removed. It is in our best interest as a county to continue to stay current on available technology that would seamlessly integrate with all our public safety software. Particularly when it leads to faster responses and better situational awareness.

The State of Wisconsin offered a Fiscal Year 2023 Grant for Public Safety Answering Points (PSAPs). We applied for that grant and were approved for \$485,779.60 with a 20% matching requirement, so a total of \$388,623.68 in grant funding was awarded by the state for use toward the Vesta project and a related recording system. The Vesta project alone was quoted at \$493,617.50. So the County will be responsible for \$97,156 of already budget funds for a nearly half a million dollar system.

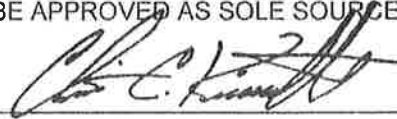
Our current maintenance agreement for the Viper CPE is \$57,480 (2022). The Vesta agreement, in part due to the economies of scale in contracting with Baycom as a service provider and Motorola's multiple projects with Outagamie County, would be \$45,990 (Vesta quote mid-2022) per year for Vesta.

For all of these reasons it is necessary and in our best interest as a County to sole source Motorola's Vesta NG911 call handling solution.

Is there any other product that could be substituted for the item requested that would suit your needs? If so have you investigated the cost of this alternative? Please explain.

No other CPE has the full featured integrations with our existing dispatch software that Vesta does. The closest alternative is Motorola Callworks, which was purchased as a stand alone software by Motorola in 2015. While Callworks is still being integrated with other software offerings Vesta was developed by Motorola's engineers. It will function better with Motorola's Command Central suite of products than Callworks.

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(Department Head)