



Report to the Business Administration Committee

Recommendation to Award a Radio System Technology Refresh Contract to Motorola Solutions, Inc.

January 2014

PURPOSE

The Business Administration Committee is requested to approve and recommend to the Board of Directors the award of a Radio System Technology Refresh contract to Motorola Solutions, Inc of Schaumburg, IL, to support the Airports Authority 800 MHz public safety radio system.

The Airports Authority will utilize the competitively procured Prince William County, VA contract, which will allow the Airports Authority access to the same pricing and discounts.

BACKGROUND

Staff hired a consultant to evaluate our radio system and to recommend a course of action to assure that our system met the needs of public safety and operations. As part of their review they were asked to consider both available suppliers and procurement strategies. They concluded:

I - END OF LIFE COMPONENTS

System reliability and interoperability with our partners is at risk due to end of life components within our current radio system.

II - DE FACTO STANDARD FOR RADIO SYSTEMS

A de facto standard for radio systems in this geographic area necessitates that future systems be procured from Motorola. To deviate from that standard could create public safety risk of reliable interoperability.

III - COST RISK FOR NON-STANDARD RADIO SYSTEM

In addition to interoperability risk there is significant cost risk to moving away from the standard – programming, equipment re-use, subscriber installations, facilities construction.

IV - PHASED IMPLEMENTATION

Phased implementation minimizes operational risk.

V - PREVIOUSLY COMPETED CONTRACTING VEHICLES

There are competed government contracting vehicles available to the Authority to procure the Motorola Radio System.

BACKGROUND (Continued)

- Staff explored two contracts that were competitively procured by other governmental units:
 - Prince William County Radio Contract (2011)
 - Stafford County Radio Contract (2007)
- The Prince William County, Virginia contract with Motorola Solutions, Inc. provides the same type of replacement equipment as is required by the Airports Authority. By utilizing a fully competed contract vehicle, it will facilitate the timely replacement of end-of-life infrastructure components and meet the requirements of a long-term technology refresh strategy.
- The Airports Authority is recommending that we utilize the Prince William County, Virginia competitively procured contract with Motorola Solutions, Inc., to implement all phases of the technology refresh methodology at the same prices and/or discounts and terms and conditions.

BACKGROUND (Continued)

The total cost of the refresh will not exceed \$20 million and will occur over a five-year period. The project will be implemented in several phases. The first phase will involve refreshing the Airports Authority's master radio site and selected components of the existing radio system that are no longer being supported. This phase will be implemented over a two year period and will not exceed \$8.5 million. Additional investments for subsequent phases will occur over a three year period and will address capacity, redundancy and business innovation requirements.

RECOMMENDATION

Staff requests the Business Administration Committee approve and recommend to the Board of Directors the award of a Radio System Technology Refresh contract to Motorola Solutions of Schaumburg, IL, for all phases of the technology refresh strategy through the Prince William County Virginia contract with Motorola Solutions, Inc. The total cost of the award will not exceed \$20 million and will occur over a five-year period.



Ronald Reagan Washington National Airport



Dulles Corridor Metrorail Project



Dulles Toll Road



Washington Dulles International Airport



METROPOLITAN WASHINGTON
AIRPORTS AUTHORITY

Proposed Resolution

Recommending the Award of a Radio System Technology Refresh Contract to Motorola Solutions, Inc.

WHEREAS, The Airports Authority operates a Motorola Trunked Radio System purchased in 1997 that provides mission critical communications for Reagan National and Dulles International, the Dulles Toll Road operations and the Authority's mutual aid partners;

WHEREAS, This radio system is comprised of proprietary hardware and software components, some of which are no longer supported by Motorola Solutions, Inc. (Motorola) and others that are reaching the end of their life cycle;

WHEREAS, It is now necessary that this radio system be upgraded and the project to implement this will consist of several phases to be deployed over the next five years;

WHEREAS, The first phase involves refreshing the Airports Authority's master radio site and selected components of the existing radio system that are no longer supported and will be implemented over a two-year period at a cost not to exceed \$8.5 million;

WHEREAS, Additional investments for subsequent phases will occur over a three-year period and will address capacity, redundancy and business innovation requirements, with a total cost of the refresh not to exceed \$20 million;

WHEREAS, Paragraph 1.3.1 of the Contracting Manual permits the Airports Authority to obtain required goods and services by utilizing a contract previously awarded by a government entity using competitive procedures;

WHEREAS, The Authority will utilize the competitively-procured Prince William County contract at the same price and/or discounts and terms and conditions with Motorola to implement all phases of this radio system upgrade project;

WHEREAS, Acquisition of goods and services through such government-sponsored purchasing agreements is authorized in the Contracting Manual, but only up to a cost of \$3 million without Board approval;

WHEREAS, The Business Administration Committee has reviewed the terms of this purchase as presented by staff, and recommended that the purchase should be made; now, therefore, be it

RESOLVED, That the President and Chief Executive Officer is authorized and directed to enter into a contract with Motorola Solutions, Inc., for all phases of this radio system upgrade project, consistent with the terms presented to the Business Administration Committee at its January 15, 2014 meeting.

*For Consideration by the Business Administration Committee and
Board of Directors on January 15, 2014*