

Public Safety Radio System



Erik Walsh, Deputy City Manager
Ben Gorzell, CFO

City Council B Session – February 7, 2018

Outline

Regional System

Interlocal Agreement

Procurement Process

Evaluation

Vendor Contract & Key Business Terms

Regional System

Current Radio System



2004

System
Implemented



11,000

Subscribers



1,200

Square Miles
of Coverage

City of
San
Antonio

Bexar
County

56
External
Agencies

CPS System

Motorola Harmony Radio System



2002

Implemented in
2002 at Braunig
& Calaveras
Power Plants



2005

Expanded to include subscribers:

CPS

2950 Portable Units
900 Mobile Data Units

SAWS

650 Portable Units



2018

Support
ends

Support ends on 1/31/2018; CPS is actively requesting support through 12/31/2018. It is believed that no support will be available post 2018.

Benefits of Regional System

- Enhanced Coverage
- Interoperability
- Efficiencies
- Safety
- Lower cost to public



Interlocal Agreement

Interlocal Agreement



Governance Structure

Executive
Committee

Exercises the
executive functions
for the Alamo Area
Regional Radio
System (AARRS)
Enterprise

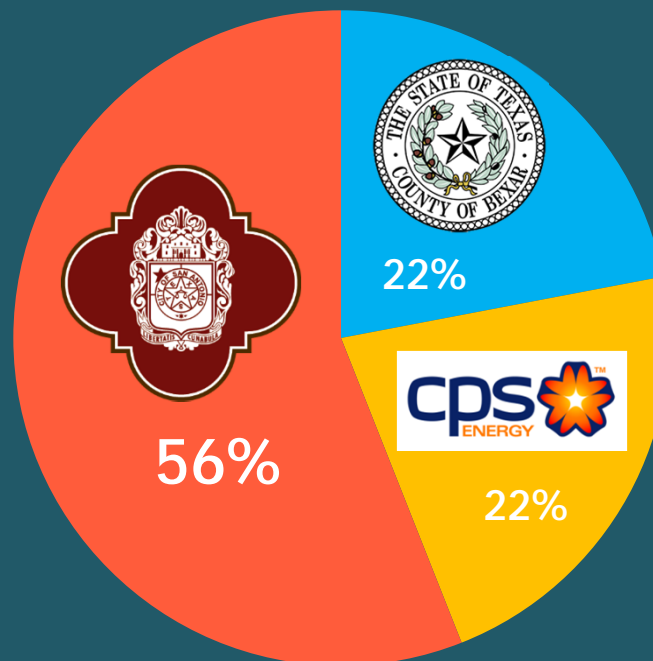
Joint Operations
Committee

Tasked with
exercising the
operational and
administrative
functions for the
AARRS Enterprise

Advisory
Committee(s)

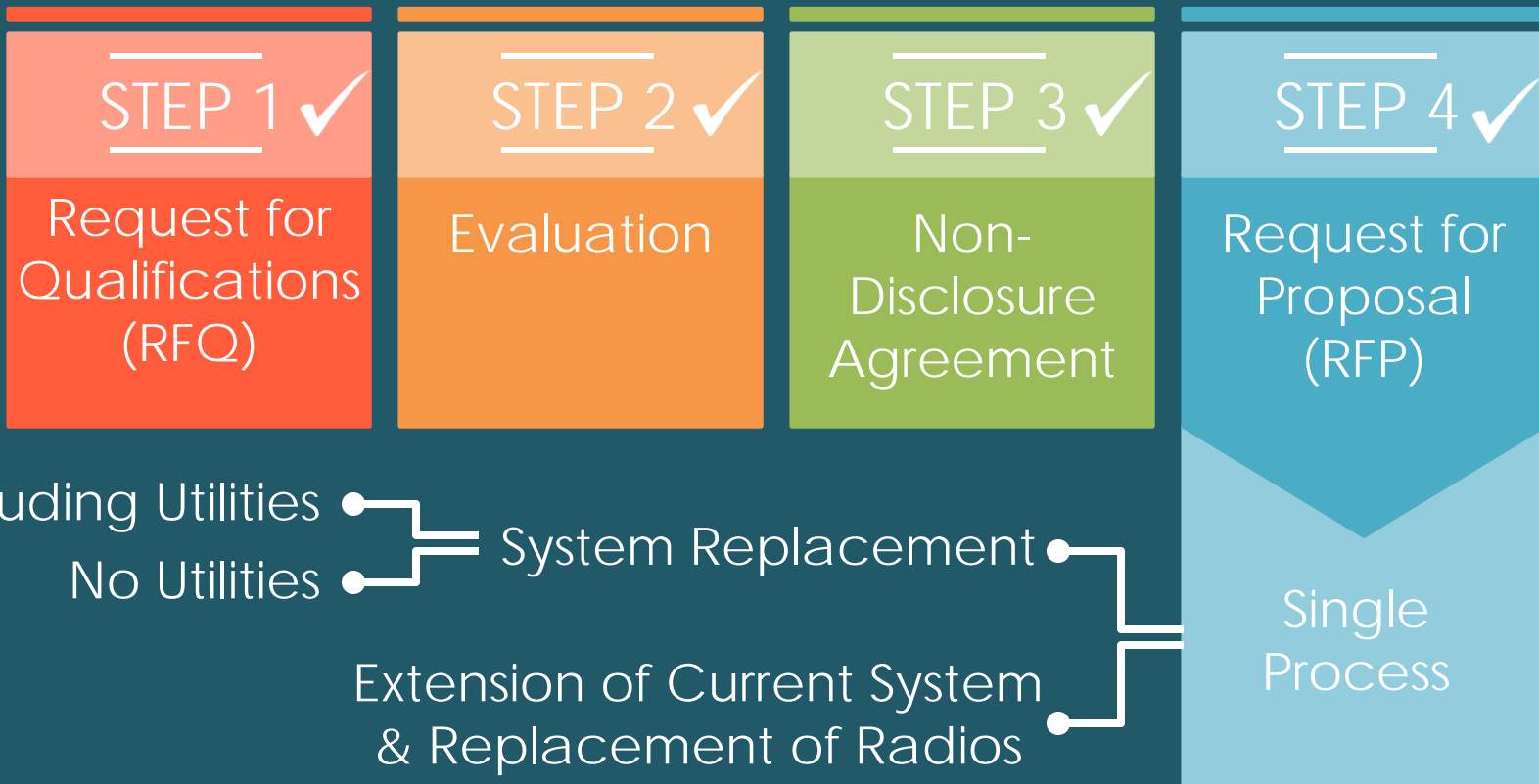
Created by the
Executive
Committee to
support special
projects as needed

Ownership Contribution



Procurement Process

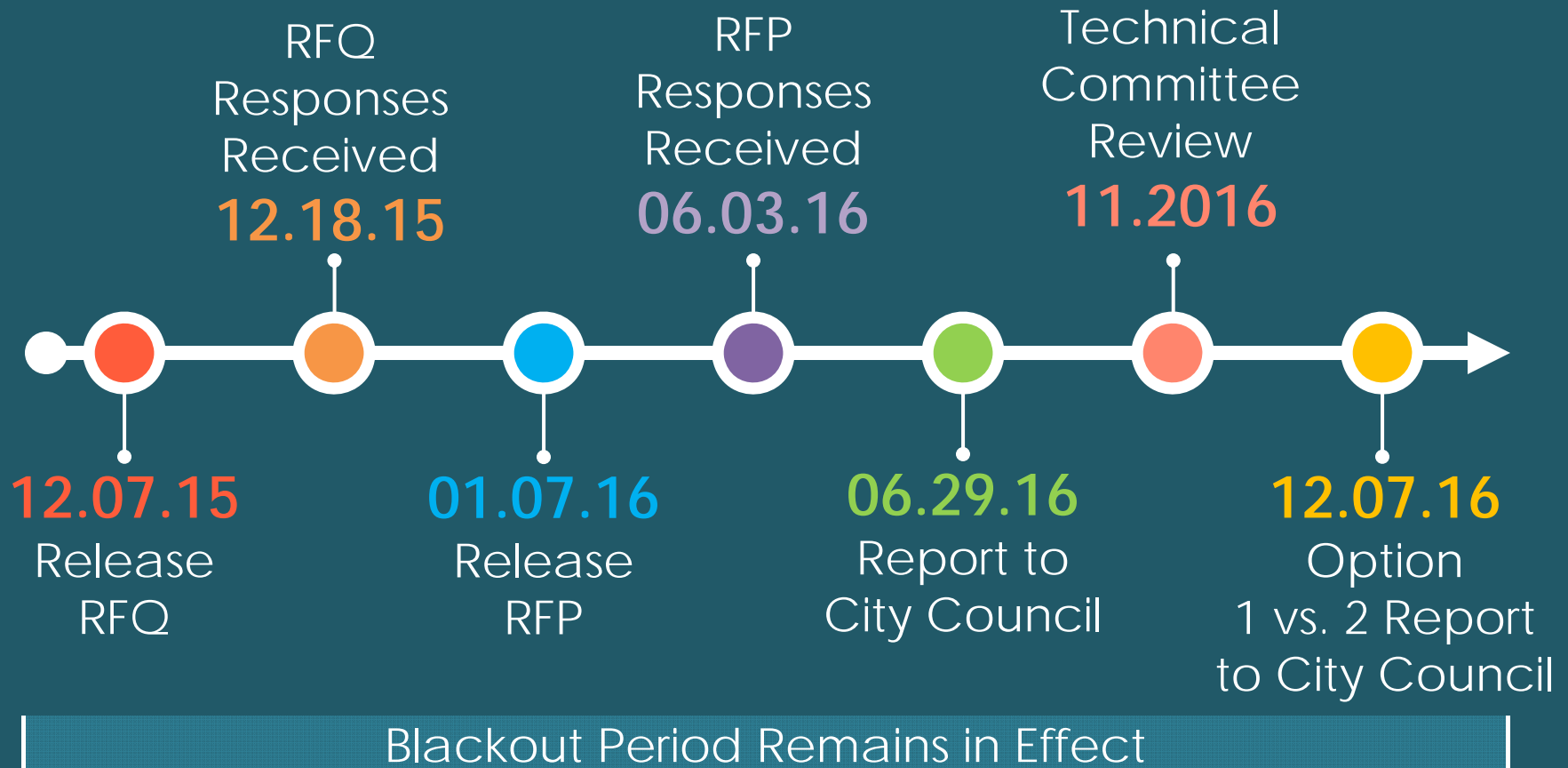
Solicitation Process



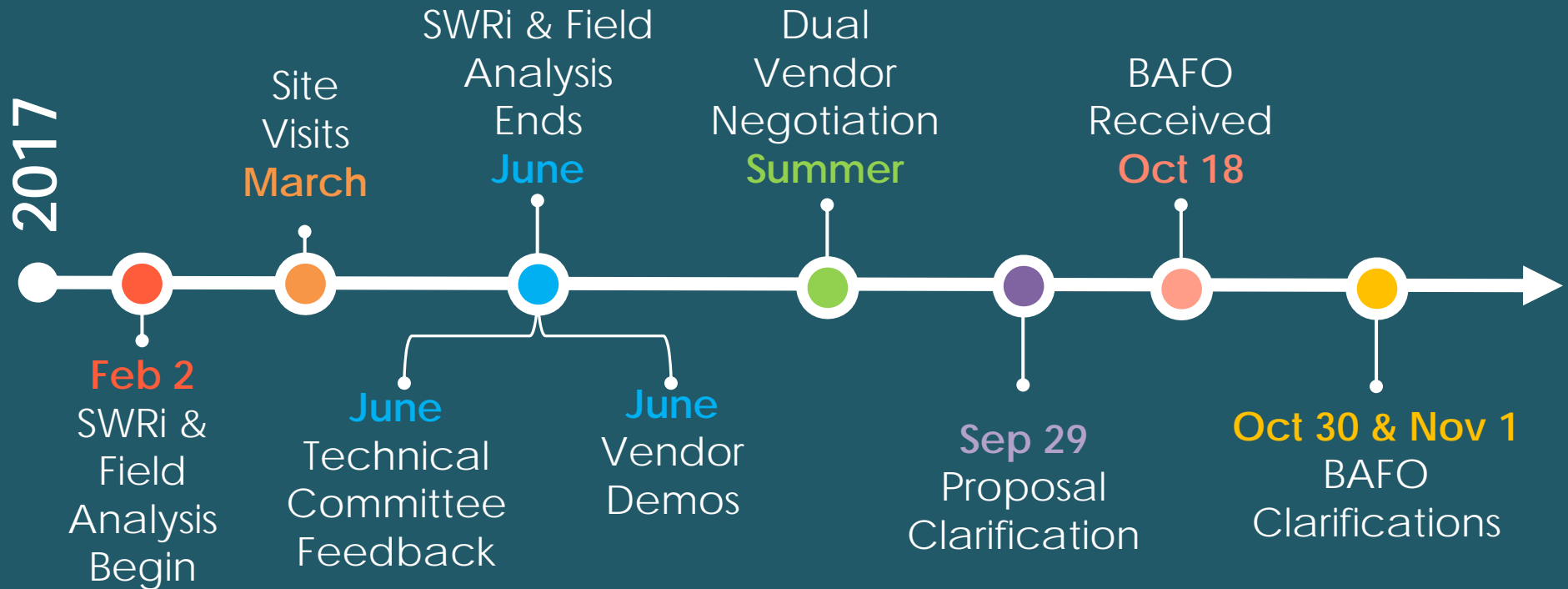
Solicitation Essentials



Project Timeline

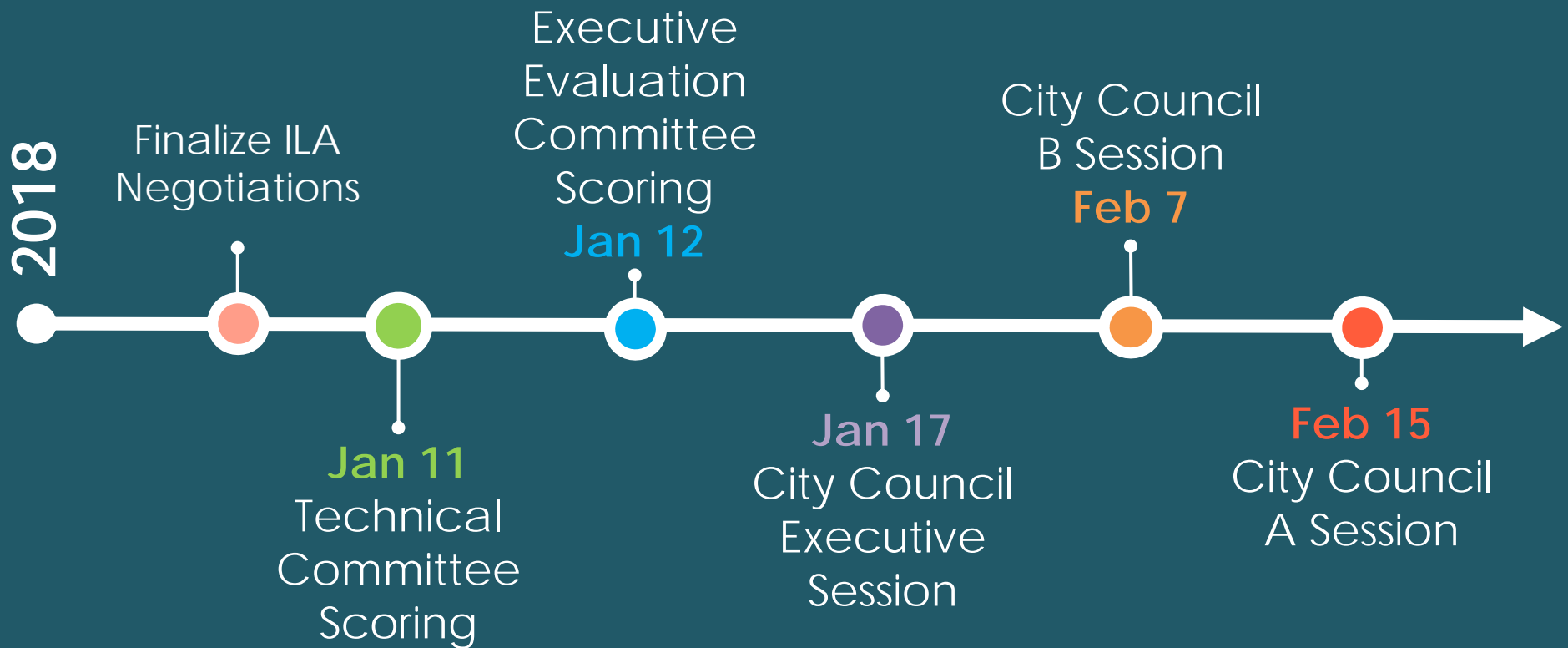


Project Timeline



Blackout Period Remains in Effect

Project Timeline



Blackout Period Remains in Effect

Technical Requirements



228 Pages
Technical
Scope



2,559
Technical
Specifications



Over 420
Questions to
Vendors

2,559 Agency-Specific System
Requirement Specifications

Agency Interoperability & P25 Compliance
Security Requirements
System Performance & Management
Implementation and System Migration
Coverage and Call Quality
Scalability
Spectrum Issues
Advanced Technologies
Encrypted Communications

Proposals Received

Prime

Dailey Wells

Central Electric

Manufacturer

Harris Corporation

Motorola Solutions

Evaluation

Executive Evaluation Committee

City of San Antonio

Erik Walsh, Deputy City Manager
Maria Villagomez, Assistant City Manager
Charles Hood, Chief – SAFD
Vance Meade, Deputy Chief – SAFD
William McManus, Chief – SAPD
Anthony Trevino, Assistant Chief – SAPD
Kevin Goodwin, CTO – ITSD

Bexar County

Mark Gager, CITO – Bexar County Information Technology
James Serrato, Assistant Chief Deputy/Chief of Staff – BCSO
Ronald Bennett, Assistant Chief Deputy Law Enforcement – BCSO

CPS Energy

Gabriel Garcia, Director/Senior Counsel
Ronald Willbanks, Sr. Director over IT Infrastructure

UTSA

Daniel Peña, Assistant Chief of Police (Retired)

TechBloc

John Young

Technical Advisory Committee

Voting

Robert Uribe, Police Communications Administrator, SAPD
Valerie Frausto, Assistant Fire Chief, SAFD
John Rodriguez, Assistant Director over IT Infrastructure, ITSD
Robert Adelman, Public Safety Communications Manager, BCSO
Shon Essman, Sr. Manager, Telecommunications & Communications, CPSE

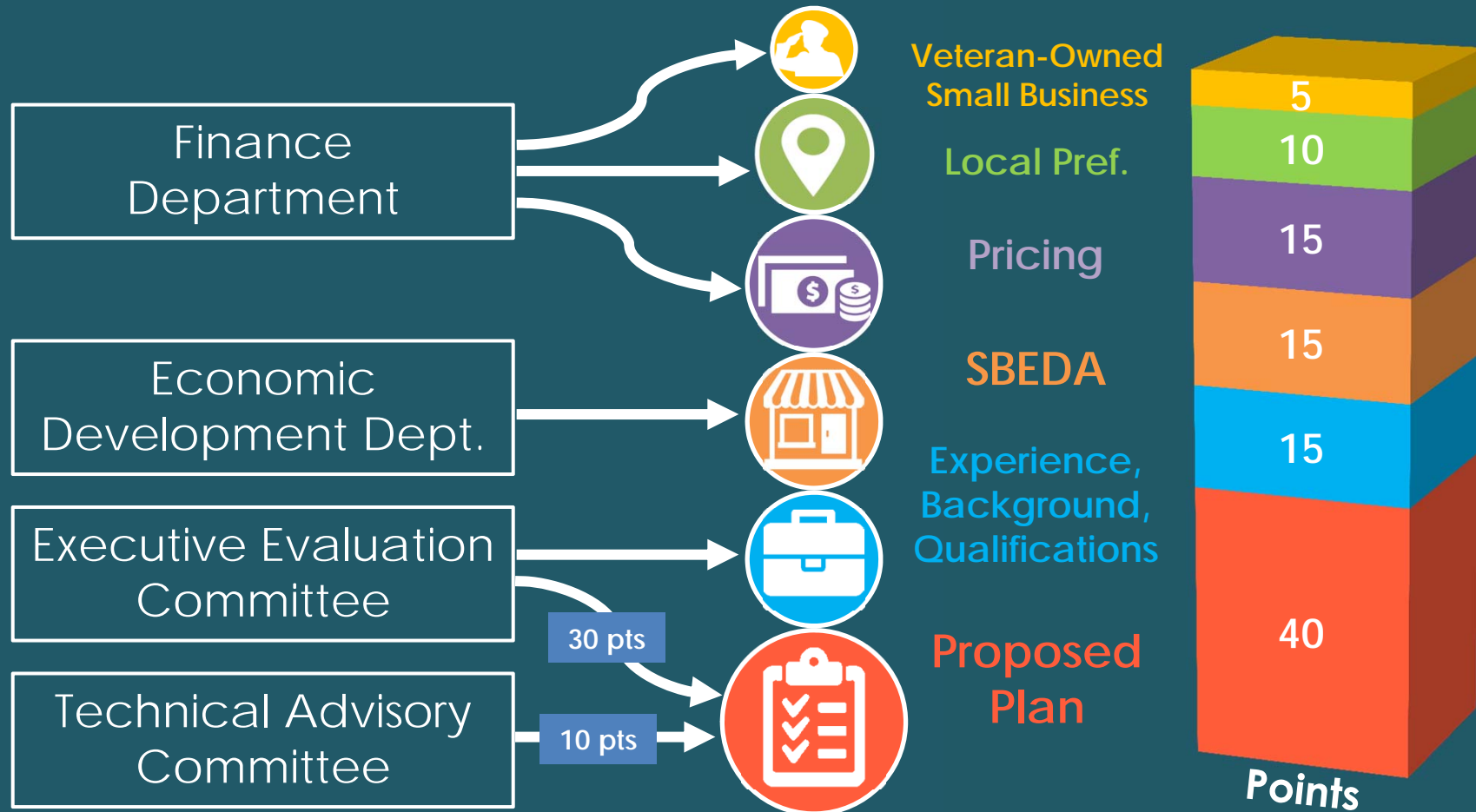
Nonvoting

SAPD Support Staff – 4 members
SAFD Support Staff – 4 members
ITSD Support Staff – 2 members
BCSO Support Staff – 3 members
CPS Support Staff – 1 member

Additionally, the City and County received support from the following:

Omna Solomon, Televate – City of San Antonio Radio Consultant
Alan Johnston, Black & Veatch – Bexar County Radio Consultant
Don Hubbs, City of San Antonio – Senior Project Manager
Abe Solis, City of San Antonio – Business Analyst

RFP Evaluation Criteria



Technical Scoring Categories

Overall Solution & Design	
Coverage	Subscribers / Consoles
Migration Plan	Implementation / Services
Operations & Maintenance	Vendor Innovativeness

Technical Scoring Categories

Category	Weight	Dailey Wells	Central Electric
Overall Solution and Design	28.1%	7.71	7.95
Coverage	13.2%	8.62	8.70
Subscribers/Consoles	14.9%	6.39	8.14
Migration Plan	6.1%	7.80	6.29
Implementation/Services	16.2%	7.62	6.95
Operations & Maintenance	18.0%	7.97	6.16
Vendor Innovativeness	3.5%	7.30	7.76
Total Score		7.66	7.48

Proposed Plan

	Dailey Wells	Central Electric
Site Plan	Higher leverage of enterprise-owned assets	Combination of privately-owned and enterprise-owned assets
Technical Risk	Better integration between legacy and new systems during transition	Limited integration between legacy and new systems during transition
Support Plan	Local data center; Established support personnel	Remote data center; Commitment to hire support personnel

Experience, Background, & Qualifications

	Dailey Wells	Central Electric
Established	1972	1975
Headquarters	San Antonio	San Antonio
Employees	65	99
SCTRCA Certification	ABE, MBE, SBE	HABE, MBE, SBE
SCTRCA Commodities	Radio & TV Broadcasting and Wireless Communication Equipment mfg; Instruments, Electric mfg	Electric Contracting

Experience, Background, & Qualifications

	Dailey Wells	Central Electric
System Implementation	One of the largest integrators of Harris systems	New entrant to market
Maintenance	Local expertise for immediate support	Initially dependent upon manufacturer for technical expertise

Pricing & Timeline

	Dailey Wells	Central Electric
Capital Costs	\$79.40 million	\$67.58 million
O & M Costs	\$27.25 million	\$39.09 million
Total Costs	\$106.65 million	\$106.67 million
Implementation Timeline	42 months	41 months

Scoring Matrix

Category	Max. Pts	Dailey Wells	Central Electric
Proposed Plan (Executive Committee)	30	25.07	23.29
Proposed Plan (Technical Committee)	10	7.66	7.48
Experience, Background, Qualifications	15	13.43	10.46
SBEDA	15	15.00	15.00
Pricing	15	15.00	15.00
Local Preference Program	10	10.00	10.00
VOSB Preference Program	5	0.00	0.00
TOTAL SCORE	100	86.16	81.23
Rank based on total score		1	2

Vendor Contract & Key Business Terms

System Implementation

- Scheduled implementation timeline: 42 months
 - 11 major milestones
 - On the ground coverage testing with participation from first responders
- Last 2 milestones are 60-day burn in and project completion
 - 60-day burn in is a guarantee of functionality
 - 14% of capital reserved until after system testing and acceptance

Pricing

- Capital: \$80.7 million (42 months)
 - Exercised option to purchase 2 mobile towers
- O&M: \$27.3 million (15 years)
- Guaranteed discounts on future purchases
- Most Favored Nation Clause for an additional bulk purchase
- Flexibility in hardware quantities up to 5%
 - No impact on pricing
 - 5% limit does not apply to fire portable radios

Fire Radios

- Harris is developing a fire radio for release in 2019
 - SAFD input into radio design
 - Independent testing by Southwest Research Institute
 - SAFD field testing
 - SAFD at its sole discretion will purchase best radio available (Harris, Motorola, or other)



Project Protections

- Line of credit
- Liquidated damages
- Manufacturer guarantee
- Performance and payment bond

Fiscal Impact

- Total Capital Costs: \$80.7 million
 - COSA: \$47.2 million
 - Bexar County: \$17.8 million
 - CPS Energy: \$14.4 million
 - TBD (mobile tower sites): \$1.3 million
- Total O & M Costs: \$27.3 million
 - Year 1: \$445K*
 - Year 2: \$458K*
 - Year 3: \$1.6 M

*cost offset by extended warranty

Next Steps

- Staff recommends consideration of the following items on the February 15, 2018 City Council agenda:
 - Interlocal Agreement with Bexar County and CPS Energy
 - Vendor Contract with Dailey and Wells Communications, Inc.

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