

Memorandum

TO: HONORABLE MAYOR
AND CITY COUNCIL

FROM: Julia H. Cooper
Curtis P. Jacobson
Jennifer A. Maguire

SUBJECT: SEE BELOW

DATE: October 10, 2017

Approved

D. DSYL

Date

10/13/17

**SUBJECT: AGREEMENT FOR A FIRE STATION ALERTING SYSTEM WITH
US DIGITAL DESIGNS INC.**

RECOMMENDATION

Adopt a resolution authorizing the City Manager to:

- (a) Negotiate and execute an agreement with US Digital Designs, Inc., (“USDD”) (Tempe, AZ) to purchase and replace the existing Fire Station Alerting System, including hardware, software, related professional services, support and maintenance, and applicable taxes, under the pricing and terms obtained through the National Purchasing Partners and its Government Division (doing business as NPPGov) cooperative agreement, for an initial five-year term commencing on or about October 24, 2017, and ending on or about April 30, 2024, with a maximum compensation not-to-exceed amount of \$1,282,165, subject to the appropriation of funds;
- (b) Negotiate and execute amendments and change orders to the Agreement to cover unanticipated changes in requirements, additions, deletions or relocations of fire stations as may be required, or for future enhancements for a not-to-exceed amount of \$120,000, subject to the appropriation of funds;
- (c) Execute one-year options to extend the term of the Agreement for ongoing technical support, maintenance, and related professional services as may be required, subject to the appropriation of funds; and
- (d) Adopt the following Fiscal Year 2017-2018 Appropriation Ordinance in the Construction Tax and Property Conveyance Tax Fund: Fire Protection Purposes:
 - (1) Increase the Fire Station Alert System Appropriation to the Fire Department by \$185,160; and
 - (2) Decrease the Unrestricted Ending Funding Balance by \$185,160.

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OUTCOME

Provide a new Fire Station Alerting System (“System”) to replace the City’s current aging legacy system with a regionally integrated system in support of Fire Department requirements. The new System will improve communications and interoperability with other local regional first responders and further improve fire and emergency medical response times.

BACKGROUND

The current fire station alerting system was originally purchased in 2004 from Mobile Radio Engineers LLC, (doing business as Day Wireless Systems). This legacy system has grown obsolete and reached its end-of-life, and there is no longer any product support or next generation product available. The system was designed before the use of modern voice-data networks.

A new system will improve Fire Department response times by leveraging the capability of the City’s voice-data network to alert multiple fire stations of separate emergency incidents simultaneously, in an automated fashion potentially saving up to 30 seconds per dispatch transaction. This is due to the vocal alarm using an IP pathway that does not need to wait for the dispatch channel to be clear, allowing the broadcast of an event to happen immediately upon unit assignment (less than one second delay). The legacy system requires a dispatcher to manually connect and verbally broadcast information for each incident, thus limiting alerting to one emergency incident at a time. In addition, the current system has limited interoperability with other agencies, and utilizing this specific solution will improve upon what we currently have, as well as open additional opportunities for improvements.

In the 2016-2017 Adopted Budget, the City Council approved \$1.3 million for the purchase of a new Fire Station Alerting System consistent with the goal of reducing response times. The negotiations of the agreement for a new system were not complete by the end of 2016-2017 and the funds were rebudgeted into 2017-2018.

ANALYSIS

In 2015, Santa Clara County Central Fire Protection District (“SCC”) issued a competitive Request for Proposals (“RFP”) for a Fire Station Alerting System. Two responsive proposals were received, and the SCC evaluation team recommended USDD for their expertise, technical solution, lowest cost, and Mobile App that is compatible with iOS devices.

In January 2017, the City of San José conducted a Request for Information (“RFI”) to gather information on interfaces needed to achieve optimal regional interoperability, as well as general product information to incorporate into a final specification in anticipation of issuing a competitive RFP. After reviewing the RFI responses, staff concluded that it is critical to use the same USDD Fire Station Alerting System solution used by SCC and other local agencies in order

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to achieve the required optimal regional agency interoperability. Although alternate solutions are available, they would not be as cost effective nor viable option for the City for the following reasons:

- Other solutions lacked the required interfaces to the City's Computer Aided Dispatch ("CAD") System, or required multiple/excessive interfaces based on each agency maintaining a CAD to CAD interface with each participating agency, and another interface with each agency's Fire Station Alerting System.
- The need for multiple interfaces to reach interoperability carry a greater risk due to additional points of failure, and extra ongoing cost to maintain the multiple interfaces.

To facilitate the purchase, staff identified a cooperative public agency agreement between National Purchasing Partners, Government Division ("NPPGov") and USDD. NPPGov is a non-profit that provides group purchasing, marketing, and administrative support for governmental entities. Public agencies may purchase products and services by leveraging NPP contracts with the confidence that all government requirements for competitive bidding have been met.

The USDD agreement with NPPGov extends the following terms to the City:

- 10% discount off the published list price, or a cost avoidance of approximately \$128,000 during the initial term.
- Integration with an LED display in each station which can be used to encourage rapid turnout times.
- Fire Station Alerting mobile application which can be accessed from mobile devices already assigned to each fire apparatus. This application sends simultaneous alerts, such as dispatch announcements, administrative alerts, IT support notifications and application update notifications, to Staff. The mobile alerts show incident location using the devices' built-in mapping capabilities, enables users to save notifications for future reference, and provides agencies with a dependable means of redundant notification for the best situational awareness and efficient response.
- Leverage existing interface from CAD System to USDD Fire Station Alerting System and inter-agency interface link with other regional agencies using USDD (no new costly interface development or work-around).

Staff confirmed that the pricing and terms offered through the NPPGov agreement are the same as the pricing and terms on the SCC agreement that resulted from the County's competitive RFP process.

Section 4.12.225 (B.3) of the San José Municipal Code entitled "Public Agencies Purchases" authorizes the City to contract for equipment and services directly with vendors on terms obtained pursuant to the competitive procurement process engaged by other public entities which substantially complies with the City's procurement procedures and names the City of San José,

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either specifically or categorically, as a third party beneficiary of the competitive solicitation process.

Summary of Agreement:

The agreement with USDD will include the purchase of hardware, software, and implementation of Primary Dispatch Center, Back-up Dispatch Center, Basic Station Design (35), Mobile Application, and related implementation services such as integration, training, and support. The Agreement will also include a detailed statement of work defining all deliverables and a compensation schedule with payments tied to the successful completion of key project milestones, and a retainage amount that will be paid after System acceptance. The City's Department of Public Works will install the System.

The pricing is fixed for the initial term (implementation period, plus five years of annual support). After the initial five-year term, the Agreement provides for one-year options to extend the agreement for on-going support and maintenance. The renewal quotes, if options exercised, shall be subject to review and approval by the City, and are subject to the appropriation of funds by the City.

EVALUATION AND FOLLOW-UP

No additional City Council follow-up action is expected at this time.

PUBLIC OUTREACH

This item will be posted on the City's website for the October 24, 2017 City Council Agenda.

COORDINATION

The memorandum has been coordinated with the Fire Department, Public Works Department, the Department of Information Technology, and the City Attorney's Office.

COMMISSION RECOMMENDATION/INPUT

There is no new or additional commission recommendation or input associated with this action.

FISCAL/POLICY ALIGNMENT

This action is consistent with the City's 2017-2018 Adopted Operating Budget City Service Areas (CSA) Delivery Framework for Performance-Driven Government for Operational Services: 1) Front Line Service Delivery, 2) Make Improvements, and 3) Effective Use of Technology.

COST SUMMARY/IMPLICATIONS

The following outlines the elements of the contract and other project-related costs.

1. AMOUNT OF RECOMMENDATION (5-year term):	\$1,282,165
2. COST ELEMENTS:	
- System (hardware/software, configuration, training, 18mos. warranty, taxes)	\$940,160
- Year 1 Annual Support and Maintenance (est. 4/01/19 – 3/31/20)	68,401
- Year 2 Annual Support and Maintenance (est. 4/01/20 – 3/31/21)	68,401
- Year 3 Annual Support and Maintenance (est. 4/01/21 – 3/31/22)	68,401
- Year 4 Annual Support and Maintenance (est. 4/01/22 – 3/31/23)	68,401
- Year 5 Annual Support and Maintenance (est. 4/01/23 – 3/31/24)	68,401
TOTAL CONTRACT (5-year term)	<u>\$1,282,165</u>
	Contingency \$120,000
GRAND TOTAL (5-year with Contingency)	\$1,402,165

3. SOURCE OF FUNDING: Fund 392, Construction Tax and Property Conveyance Tax Fund:
Fire Protection Purposes

4. FISCAL IMPACT: Additional and non-agreement project related costs are reflected below:

- a. On-going Support/Maintenance: After the initial five-year term (estimated to begin May 1, 2024), ongoing maintenance and technical support service cost is estimated at \$68,401 per year, subject to renewal quote and City's review and approval.
- b. City Staffing Costs: The electrical services installation from the dispatch center to each fire station will be performed by the Public Works Department staff at an estimated cost of \$400,000.

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BUDGET REFERENCE

The table below identifies the fund and appropriation proposed to fund the contract and contingency costs recommended as part of this memorandum.

Fund#	Appn #	Appn. Name	Current Total Appn.	Rec. Budget Action	Amt. for Contract*	2017-2018 Adopted Capital Budget Page	Last Budget Action (Date, Ord. No.)
392	7811	Fire Station Alert System	1,275,000	185,160	1,402,165	Page 781	6/20/2017 Ord. No. 29962
392	8999	Unrestricted Fund Balance	552,922	(185,160)	N/A	Page 781	6/20/2017 Ord. No. 29962

*Total amount required for the first year installation and contingency (\$1,060,160), and funding for Public Works Department staff installation (\$400,000), will be funded by the existing appropriation (\$1,275,000) and additional funds recommended in this memo (\$185,160). New funds required for the annual support and maintenance during the initial five-year term and future years are subjected to appropriation and will be programmed in the 2018-2019 Operating Base Budget.

CEQA

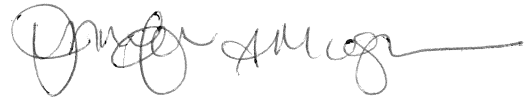
Not a Project, File No. PP17-003, Agreements/Contracts (New or Amended) resulting in no physical changes to the environment.

/s/

CURTIS P. JACOBSON
Fire Chief

/s/

JULIA H. COOPER
Director of Finance



JENNIFER A. MAGUIRE
Senior Deputy City Manager/
Budget Director

For questions regarding the vendor selection process or Agreement, please contact Mark Giovannetti, Finance Deputy Director at (408) 535-7052,

For questions regarding the project, please contact Michael Patterson, Deputy Chief Bureau of Field Operations, at (408) 794-7001.