



Ventura County **SHERIFF'S OFFICE**



Jim Fryhoff - Sheriff | **John Reilly** - Undersheriff
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September 12, 2023

Board of Supervisors
County of Ventura
800 South Victoria Avenue
Ventura, California 93009

Subject: **Approval of, and Authorization for the Purchasing Agent or Designee to Sign a Communications and Services Agreement with Motorola Solutions Incorporated in the Amount of \$12,584,216 for the Purchase of Two-Way Radio Equipment and Service for the Sheriff's Office, District Attorney's Office and Probation Agency; Authorization for the Auditor-Controller to Process the Necessary Accounting Transactions.
(RECOMMENDATION NO. 2 REQUIRES 4/5THS VOTE.)**

Recommendations:

It is recommended that your Board:

1. Approve, and authorize the Purchasing Agent or designee to sign a Communications and Services Agreement with Motorola Solutions Inc. (Motorola) for a total amount not-to-exceed \$12,584,216, \$10,892,069 for the Sheriff's Office, \$961,472 for the Probation Agency, and \$730,675 for the District Attorney's Office, and execute limited amendments and change orders up to 10% for the period through June 30, 2024.
2. Authorize the Auditor-Controller to process the necessary accounting transactions to revise appropriations and unanticipated revenue, and adjust fund as follows (Requires 4/5ths vote)

Sheriff's Office

INCREASE 2500-2501	Intergovernmental Revenue	\$ 4,914,216
	Proposition 172 Revenue (9231)	
INCREASE 2500-2501	Charges for Services	\$ 70,000
INCREASE 2500-2501	Services and Supplies	\$ 1,564,174
INCREASE 2500-2501	Equipment (4601)	\$ 9,327,895

Probation Agency

INCREASE 2600-2610	Services and Supplies	\$ 929,143
INCREASE 2600-2610	Equipment (4601)	\$ 32,329

District Attorney

INCREASE 2100	Services and Supplies	\$ 310,394
INCREASE 2100	Equipment (4601)	\$ 420,281

General Fund G001

DECREASE	General Fund – Fund Balance	\$ 6,500,000
	Assigned to Program Mitigation (5818)	
DECREASE	General Fund – Fund Balance	\$ 1,100,000
	Assigned to FA Acquisition – TRJ Health Facility (5819)	

Fiscal Impact/Mandates:

Mandatory: No
 Source of Funding: General Fund – Fund Balance Assigned to Program Mitigation, General Fund – Fund Balance Assigned to Fixed Asset Acquisition – Todd Road Jail Health Facility, Proposition 172, Sheriff Facility Permit Fees, Trust Fund Account N726-741B
 Funding Match Required: None
 Impact on Other
 Departments: Moderate accounting, tracking, and reporting required by the Sheriff's Office, District Attorney's Office and Probation Agency

Summary of Revenues and Costs:	<u>2023-2024</u>	<u>2024-2025</u>
Revenue:	\$ 4,984,216	\$ 0
Costs:		
Direct	\$ 12,584,216	\$ 0
Indirect-Dept.	\$ 0	\$ 0
Indirect-County CAP	\$ 0	\$ 0
Total Cost	\$ 12,584,216	\$ 0
Net Costs	\$ 7,600,000	\$ 0
Recovered Indirect Costs	\$ 0	\$ 0

Current Fiscal Year Budget Projections:

Current FY 2023-24 Budget for Sheriff Police Services Division 2500				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$191,758,553	\$191,758,553	\$191,758,553	0
Revenue	\$100,572,176	\$100,572,176	\$100,572,176	0
Net Cost	\$91,186,377	\$91,186,377	\$91,186,377	0

Current FY 2023-24 Budget for Probation Agency Division 2600				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$85,948,113	\$85,948,113	\$85,948,113	0
Revenue	\$47,726,991	\$47,726,991	\$47,726,991	0
Net Cost	\$38,221,122	\$38,221,122	\$38,221,122	0

Current FY 2023-24 Budget for District Attorney Division 2103				
	Adopted Budget	Adjusted Budget	Projected Budget	Estimated Savings/(Deficit)
Appropriations	\$45,697,950	\$50,277,672	\$50,277,672	0
Revenue	\$10,269,303	\$10,968,087	\$10,968,087	0
Net Cost	\$35,428,647	\$39,309,585	\$39,309,585	0

Discussion:

In 2015, your Board approved a letter to the Federal Communications Commission expressing support for the County of Ventura’s plan to develop a countywide 700MHz regional radio system. This project was conceived to enhance multi-agency interoperability and provide greater channel capacity over the existing VHF system.

With your Board’s support, Ventura County Information Technology Services Department (ITSD) secured 56 frequencies within the 700 MHz spectrum. In 2016, ITSD provided a five-year slow growth plan to the FCC, which was subsequently approved. Currently this plan provisions six sites to expand the 700MHz Regional Radio system: South Mountain East, South Mountain West, Hall Mountain, Laguna Peak, Torrey Hill, and Rocketdyne.

On June 20, 2023, your Board voted to approve \$32 million dollars in funding to secure equipment and services from Motorola Solutions with the intent to build out the mountain-top infrastructure required to support the 700MHz radio system.

Now, the Ventura County Sheriff's Office, Ventura County Probation Agency and Ventura County District Attorney's Office are requesting your Board's authorization to enter into a contract with Motorola to purchase new portable and mobile two-way radios for use on the existing VHF system and the new 700mhz system.

Presently, all three agencies are using radio equipment that is nearly 15 years old. The equipment is so old that it is no longer available for purchase or serviceable by Motorola.

Selection of New Equipment

In anticipation of the 700mhz radio project progressing, the Sheriff's Office, in coordination with the Ventura County Probation Agency and the Ventura County District Attorney's Office contacted several radio vendors to learn about and test new two-way radio equipment. Ultimately, several vendors were contacted, and five manufacturers were selected to provide portable radios for testing. Manufacturers included in the testing process were L3 Harris, Kenwood, Bendix King, Tait, and Motorola.

Numerous factors were considered during the testing phase including ease of use, size/form factor, boot-up time, battery life, transmission quality and audio quality. Ultimately, the Motorola line of two-way radios were selected as the front runner due to functionality, reliability, and quality. Because of the unique mission set and needs of each agency, a variety of Motorola models have been selected for purchase.

Enhanced Radio Coverage

One of the key features that was tested and ultimately set Motorola apart from all other vendors was the SmartConnect feature. Traditional land mobile radio (LMR) systems rely upon mountaintop transmit sites to provide radio coverage across a desired region. In Ventura County, we rely on an array of 16 overlapping mountaintop transmit sites to provide coverage to all areas of the county. Using Motorola's SmartConnect feature, this coverage is extended beyond these 16 mountaintop sites using either cellular Internet or Wi-Fi as a means to backhaul radio transmissions to the network.

As an example, if a Sheriff's Deputy is in pursuit of a vehicle on the 101 freeway and travels beyond Ventura County, the SmartConnect feature would enable the deputy to continue to communicate with Sheriff's Dispatch. The radio is configured to roam between the mountaintop radio sites and Verizon cellular coverage, ensuring connectivity at all times.

Another added benefit of the SmartConnect system is the ability to leverage existing Wi-Fi access points for connectivity, in the absence of a reliable connection with the mountaintop sites. For example, if a Sheriff's Deputy enters the Ventura County Hall of Administration level one today, the traditional two-way radio will struggle to maintain connectivity to mountaintop transmit sites due to the density of the building construction and because level one is below ground level. Using this SmartConnect feature, the new Motorola two-way radios will automatically connect to existing County of Ventura Wi-Fi access points when mountaintop radio service is unavailable, ensuring the Deputy will be able to communicate with Sheriff's Dispatch.

Lastly, the SmartConnect feature will allow radio users to make use of the new 700mhz radio system now, before all 16 sites are completely built out. To date, Motorola has completed construction of six of the 16 mountaintop radio sites needed to operate the system, with a two-year timeline to complete the remaining sites. Using a combination of the six mountaintop sites, cellular coverage, and Wi-Fi coverage, agencies will be able to start using the system ahead of schedule due to the hybrid coverage options.

All Band Functionality

All-band two-way radios represent a significant leap forward in the realm of public safety communication, offering several advantages that can greatly enhance the efficiency and effectiveness of our first responders and emergency services. All-band two-way radios are designed to operate across various frequency bands, ensuring seamless communication between different agencies and departments. This interoperability is crucial during emergencies and large-scale incidents when collaboration among various organizations is paramount. The radios currently used by the Sheriff's Office are not all-band capable, meaning they do not communicate on bands other than our own. In the event a Sheriff's Deputy was to respond to Los Angeles County on a mutual aid request, they would be unable to communicate with personnel in that area due to the fact that Los Angeles County operates on a different frequency band. Using all-band radios, the Deputy would have the ability to switch between different frequency bands, depending on the scenario. Whether it's urban settings, remote areas, or disaster-stricken regions, these radios ensure reliable communication in diverse environments.

The benefits of all-band two-way radios are substantial and can greatly enhance the way public safety agencies communicate and respond to emergencies. The ability to bridge communication gaps, ensure reliable coverage, and adapt to various scenarios makes these radios an invaluable asset for any organization focused on safeguarding the well-being of the community.

GPS Location & Officer Safety

One of the most significant enhancements to officer safety included in the new two-way radio equipment proposed for purchase is the addition of GPS tracking for portable radios. Today, Sheriff's vehicles are equipped with automatic vehicle locating (AVL) equipment, enabling dispatchers to see the location of patrol cars. Once a Sheriff's Deputy exits the patrol car, however, the ability to track their movements ends.

Using the Motorola APX Next radio, dispatchers will be able to track the physical location and movements of every deputy in real-time. In the event of a foot pursuit or other situation in which a deputy may not know where they are or not be able to communicate, dispatchers will be able to identify their exact location and send assistance.

Another key feature of the Motorola APX Next radio is the addition of a side panel display. This display contains a map capable of showing the physical location of every nearby unit. Additionally, this map can be configured to display numerous other GIS features, including evacuation perimeters.

The addition of GPS functionality to our portable two-way radios will be a game changer when it comes to improving officer safety and sharing information.

Deployment of New Equipment

Upon your Board's approval, a variety of two-way radios will be purchased for deployment to personnel assigned to the Ventura County Sheriff's Office, Ventura County Probation Agency, and Ventura County District Attorney's Office. Because of the variety of mission sets each agency is responsible for, different radio models were selected to best suit the needs of the end user. In addition, peripheral devices including vehicular chargers, desktop chargers and remote speaker mics have been included in the purchase request.

AGENCY	APX Next All-Band Portable Radio	N30 Single-Band 700mhz Portable Radio	APX 900 Single-Band Portable VHF Radio	APX 8500 All-Band Mobile Radio (Vehicle Mount)	APX 4500 Single-Band Mobile Radio (Vehicle Mount)
Sheriff - Patrol & Investigations	762	164	0	464	0
Sheriff - Jail	65	0	24	25	0
Sheriff - Search & Rescue	96	0	0	12	0
Probation Agency	5	210	0	0	60
District Attorney	65	0	0	0	65

Pricing

The purchase of new two-way radio equipment is representative of a multi-year investment in tools that will be used daily, for the next ten+ years. Secondary to high-quality training, the two-way radio is the most important tool a law enforcement officer is equipped with. Through lengthy rounds of negotiations with Motorola, we have been able to piggyback on an existing competitive purchasing agreement held by Riverside County, in addition to receiving additional discounts due to your Board's approval of the radio system infrastructure in June 2023. The pricing offered by Motorola is reflective of nearly a 50% discount from the list price. In order to secure these discounts, Ventura County must proceed with the equipment purchase by the end of September 2023.

MODEL	PRICE PER UNIT
Motorola APX Next - Portable Radio w/ accessories	\$6,403
Motorola N30 – Single-Band 700mhz Portable Radio w/ accessories	\$3,073
Motorola APX 900 Single-Band VHF Portable Radio w/ accessories	\$2,063
Motorola APX 4500 – Single-Band 700mhz Mobile Radio	\$3,705
Motorola APX 8500 - All-Band Mobile Radio	\$6,135

Equipment Warranty

All Motorola equipment proposed for purchase includes a 1 year, parts and service warranty. Due to the purchase price of the Motorola APX Next Radio, all agencies have elected to purchase a 7-year extended warranty on the radios, at a rate of \$484.60 per unit, totaling \$481,208. This warranty will cover all required parts and service for the

\$5,835,589 investment made on the 993 Motorola APX Next radios proposed for purchase.

The total cost of the project will be funded by \$6,500,000 in General Fund – Assigned Fund Balance Program Mitigation, \$1,100,000 in General Fund – Assigned Fund Balance Fixed Asset Acquisition Todd Road Jail HPU, \$4,914,216 in Proposition 172 Revenue and \$70,000 will come from the Sheriff's Facility Permit Fees, Trust Fund Account N726-741B which currently has \$72,232 available funds.

Finally, we ask that your Board authorize the Auditor-Controller to process the necessary accounting transactions for these grants. The balance of the planning and administration costs will be incurred in future fiscal years, the appropriations and revenue for which will be included in the respective years' requested budgets.

The Offices of the County Executive, County Counsel, District Attorney's Office, Probation Agency and the Auditor-Controller have reviewed this letter. Please contact Assistant Undersheriff John Riley at 805-654-2383 if you have questions or need additional information.

Sincerely,



JAMES FRYHOFF
Sheriff



ERIK NASARENKO
District Attorney



GINA JOHNSON
Chief Probation Officer