

6/8/2020

#30



Mission Critical Communications Upgrade

Prepared for
Webb County Commissioners Court

Presented by

Motorola Solutions Inc.

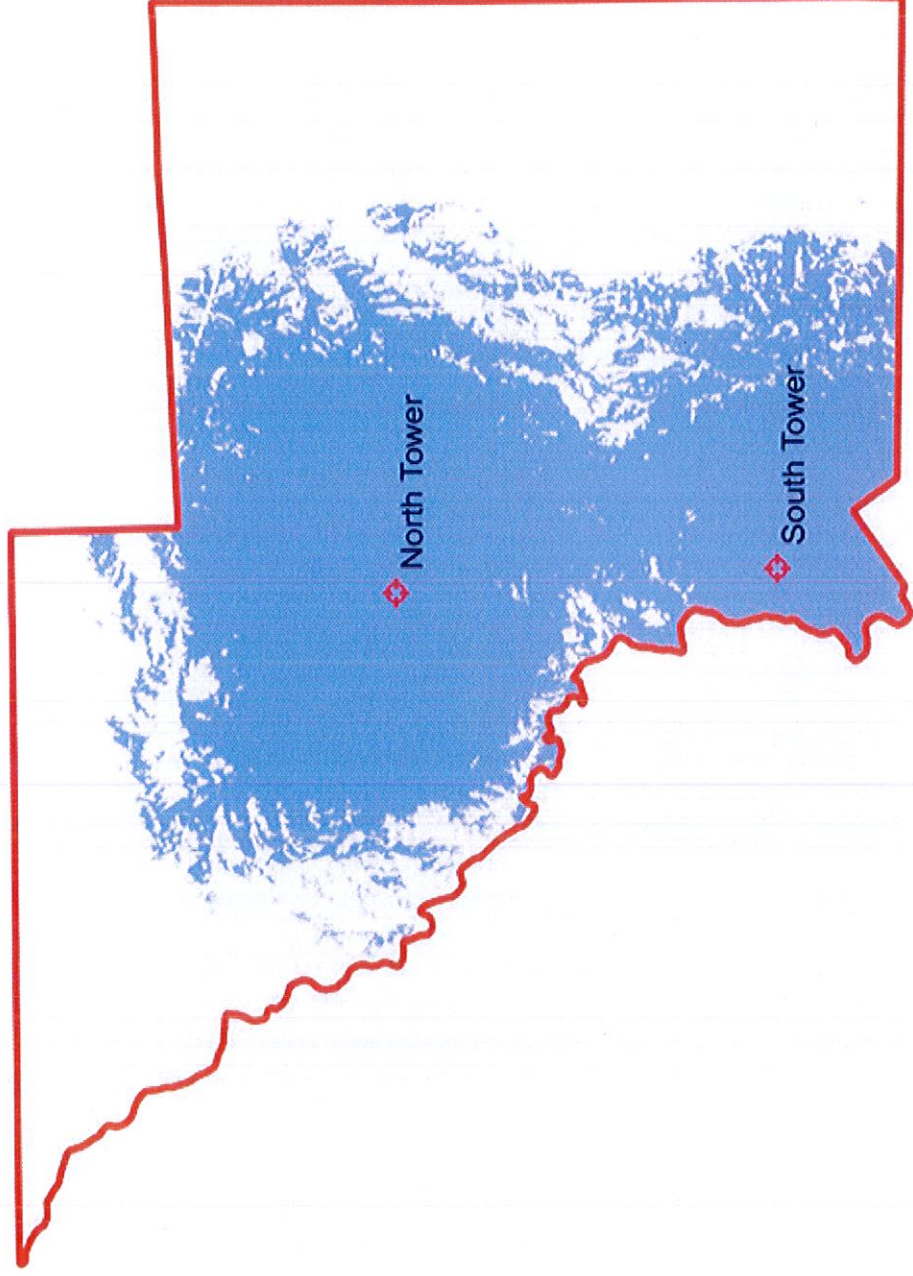
Carlos Craig – Account Executive
Rick Russek – Area Sales Manager

June 8, 2020

CURRENT STATUS

- Webb County has a need to upgrade its current Radio Communications infrastructure to support Emergency Operations – Law Enforcement, Fire, and other First Responders.
- The Radio System is the critical link between “Dispatchers” and “First Responders” as well as other agencies across Webb County.
- Major components of the existing communication system infrastructure (Tower Transmission Systems, Antennas, Dispatch Consoles, & Backhaul) have reached end-of-life and are no longer efficient in providing coverage.
- County population growth and the key I-35 corridor have exceeded the system’s ability to provide consistent & reliable coverage of Mission Critical Communications.

Current System & Coverage Map

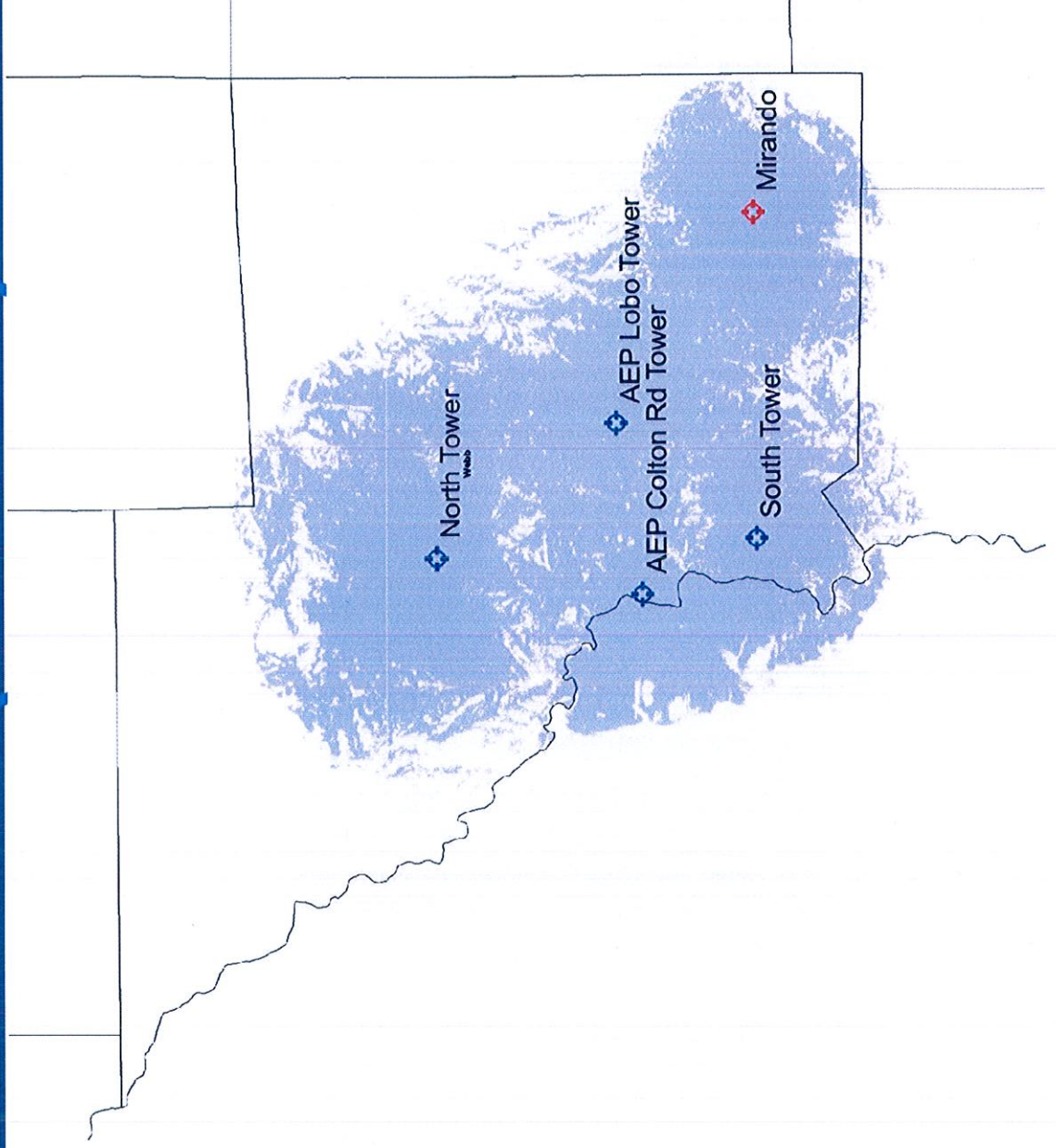


SOLUTION OVERVIEW

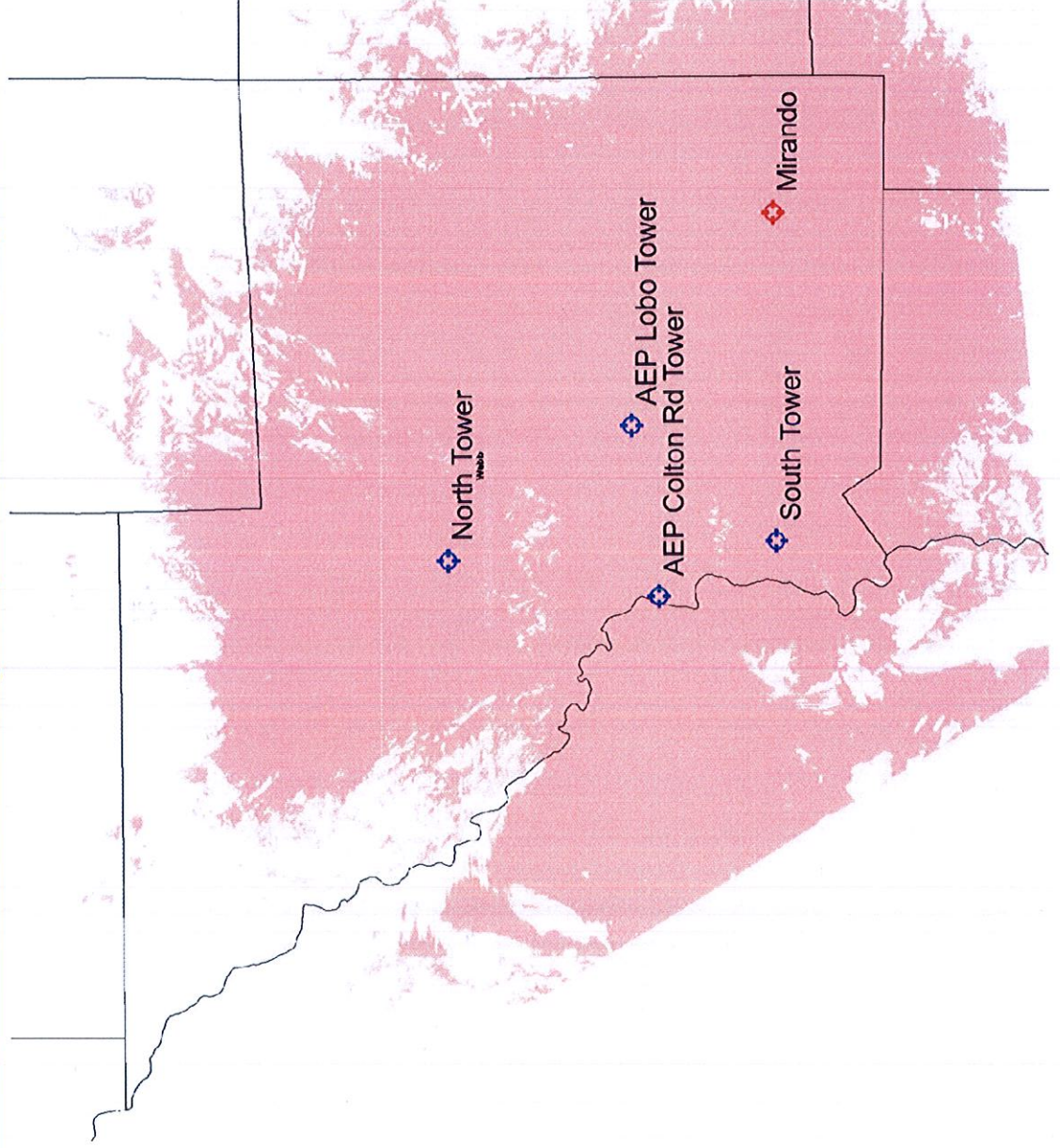
- ❖ The identified solution upgrade offers a smooth transition from Webb County's existing Motorola communication system to the next generation of Motorola's family of products. This transition fully integrates into the existing communication system environment and leverages the current knowledge & training of dispatchers, end-users, and operational personnel.
- ❖ The upgraded system & architecture provides Webb County with expanded radio coverage, expanded capacity, and a 7-year Maintenance & Lifecycle Support Plan.
 - Expand number of tower sites from 2 to 5 : improves radio coverage, especially in outlying areas
 - Increase the number of RF Channels from 4 to 6 : improves capacity for additional users
 - Add system "Simulcast" capability: Allows the efficient Re-Use of the currently licensed channels at all sites
 - Upgrade Dispatcher positions: replaces end-of-life equipment and offers ability to expand positions
 - Add new "Backhaul" licensed microwave: Mission Critical Site connections - improves system uptime & reliability.
 - Lifecycle Plan - 7 years of Maintenance and System Upgrade Assurance - Provides a system "refresh" of Hardware/Software every 2 years - in addition to system monitoring, yearly Preventative Maintenance checks and On-Site technical support/equipment replacement in the event of system trouble.

Upgraded System Coverage Map

(Portable)



Upgraded System & Coverage Map (Mobile)



PROCUREMENT PLAN

- Utilize **H-GAC (Houston-Galveston Area Council)** contract RA05-18 which is a competitively bid Cooperative Purchasing agreement.
- Motorola prepared the system proposal using the H-GAC agreement, allowing for a single contract to be executed to encompass all the benefits and protections of the H-GAC contract.
- Motorola has provided an optional **financing proposal** for a partial or full amount. Below are **HIGHLIGHTS**:
 - 5 Yr or 7 Yr payment terms. (Other terms available)
 - First payment would not be due for 15 months (Oct 15, 2021)
 - 0% Interest for the 15 month deferred payment period
 - No penalty for early payment
 - Termination for Convenience

FINANCING PROPOSAL

System Upgrade: 7 year Lifecycle Plan

Transaction Type: **Municipal Lease-Purchase Agreement**

Lessor: Motorola Solutions, Inc. (or its Assignee)
Lessee: Webb County, TX
Amount: \$5,403,180.00
Down Payment: \$0.00
Balance to Finance: **\$5,403,180.00**

Equipment: As per the Motorola equipment proposal.
Title: Title to the equipment will vest with the Lessee.
Insurance: Lessee will be responsible to insure the equipment as outlined in the lease contract.
Taxes: Personal property, sales, leasing, use, stamp, or other taxes are for the account of the Lessee.

15 months deferred payment **First 15 months interest free**

Option One **Option Two**

Lease Term: **Five Years** **Seven Years**

Payment Frequency: Annual
Payment Structure: Annual Arrears

Lease Rate First 15 months: **0%** **0%**

Lease Rate remaining term: 2.38% 2.42%
Lease Factor: 0.209517 0.153306

Lease Payment: **\$1,132,059.98** **\$828,341.06**

Payment Commencement: First payment due 15 months from contract execution, annually thereafter.

Thank You

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