



**CITY OF NOVI CITY COUNCIL  
DECEMBER 11, 2023**

**SUBJECT:** Approval to purchase radio equipment for the Fire Department through Motorola for \$38,579.80, the approved vendor for Oakland County, for the P25 Radio Replacement Project and amend the budget.

**SUBMITTING DEPARTMENT:** Public Safety – Fire Department

<b>EXPENDITURE REQUIRED</b>	<b>\$38,579.80</b>
<b>AMOUNT BUDGETED</b>	<b>\$0</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$40,000</b>
<b>LINE ITEM NUMBER</b>	<b>101-336.00-852.002</b>

**BACKGROUND INFORMATION:**

During FY 2022-23 the Novi Police and Fire Departments purchased radio equipment and accessories for the implementation of the P25 Radio Replacement Project which is being deployed by all Oakland County Police and Fire Departments. The City of Novi has completed the transition to the new system.

Project 25 is a suite of standards for digital mobile radio communications designed for use by public safety organizations in North America. P25 radios are a direct replacement for analog UHF radios, but add the ability to transfer data as well as voice, allowing for more natural implementations of encryption and text messaging. This project replaced the Open Sky radio system, previously used by Oakland County Police and Fire Department dispatch centers, and included all police and fire mobile and portable radios, and all related accessories including belt holsters, chargers, shoulder mics, and batteries.

Although the equipment offered by Oakland County replaced the majority of our current radio equipment additional equipment is required to ensure the proper coverage.

The Novi Fire Department is in need of four (4) Motorola APX6500 Enhanced Series mobile radios to ensure effective communication between Novi Police and fire units, ambulance company, hospitals and mutual aid departments. The purchase of these four units will address replacement, programming and installation of all the fixed or mobile radios in the Fire Departments fleet of vehicles.

**RECOMMENDED ACTION:** Approval to purchase radio equipment for the Fire Department through Motorola for \$38,579.80, the approved vendor for Oakland County, for the P25 Radio Replacement Project and amend the budget.

**RESOLUTION**

NOW, THEREFORE BE IT RESOLVED that the following Budget Amendment for the Fire Department Radios is authorized:

<b>EXPENDITURES</b>	
Capital Outlay	40,000
<b>TOTAL EXPENDITURES</b>	<u>\$    <b>40,000</b></u>
<b>Net Increase (Decrease) to Fund Balance</b>	<u><u>\$    <b>(40,000)</b></u></u>

I hereby certify that the foregoing is a true and complete copy of a resolution adopted by the City Council of the City of Novi at a regular meeting held on the 10th of December, 2023.

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Cortney Hanson  
City Clerk



**NOVI, CITY OF**  
**APX6500 DCH MOBILE RADIOS**  
**11/15/2023**

11/15/2023

NOVI, CITY OF  
45175 W TEN MILE RD  
NOVI, MI 48375

RE: Motorola Quote for APX6500 DCH MOBILE RADIOS  
Dear Mark Theisen,

Motorola Solutions is pleased to present NOVI, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide NOVI, CITY OF with the best products and services available in the communications industry. Please direct any questions to Ed Horvath at [EdHorvath@callmc.com](mailto:EdHorvath@callmc.com).

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Ed Horvath

Motorola Solutions Manufacturer's Representative

Billing Address:  
 NOVI, CITY OF  
 45175 W TEN MILE RD  
 NOVI, MI 48375  
 US

Shipping Address:  
 NOVI, CITY OF  
 45125 W TEN MILE RD  
 NOVI, MI 48375  
 US

Quote Date:11/15/2023  
 Expiration Date:01/14/2024  
 Quote Created By:  
 Ed Horvath  
 EdHorvath@callmc.com

End Customer:  
 NOVI, CITY OF  
 Mark Theisen  
 mtheisen@cityofnovi.org  
 248.735.5688

Contract: 35115 - STATE OF MICHIGAN,  
 MA# 190000001544  
 Payment Terms:30 NET

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	4	\$3,383.12	\$2,537.34	\$10,149.36
1a	QA01648AA	ADD: HW KEY SUPPLEMENTAL DATA	4	\$6.00	\$4.50	\$18.00
1b	GA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	4	\$0.00	\$0.00	\$0.00
1c	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	4	\$879.00	\$659.25	\$2,637.00
1d	GA00318AF	ENH: 5 YEAR ESSENTIAL SVC	4	\$480.00	\$480.00	\$1,920.00
1e	G832AD	ADD: SPKR 7.5W WTR RST APEX	8	\$67.00	\$50.25	\$402.00
1f	GA01579AB	ADD: BLUETOOTH/WIFI GLASSMOUNT 2.4/5GHZ	4	\$77.00	\$57.75	\$231.00
1g	GA00580AA	ADD: TDMA OPERATION	4	\$495.00	\$371.25	\$1,485.00
1h	GA01576AB	ADD: SMA TO QMA ADAPTER	4	\$22.00	\$16.50	\$66.00
1i	G51AU	ENH: SMARTZONE OPERATION APX6500	4	\$1,320.00	\$990.00	\$3,960.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	G67DT	ADD: REMOTE MOUNT E5 APXM	4	\$327.00	\$245.25	\$981.00
1k	GA00092AU	ADD: APXM DUAL E5 CH	4	\$627.00	\$470.25	\$1,881.00
1l	G892AB	ENH:HAND MIC,GCAI WTR RESISTANT APX	8	\$79.00	\$59.25	\$474.00
1m	GA09001AA	ADD: WI-FI CAPABILITY	4	\$330.00	\$247.50	\$990.00
1n	G298AS	ENH: ASTRO 25 OTAR W/ MULTIKEY	4	\$814.00	\$610.50	\$2,442.00
1o	GA01580AA	ADD: COVERT GNSS GLASSMOUNT LMR100	4	\$77.00	\$57.75	\$231.00
1p	GA01771AB	ENH: ENHANCEMENT LEVEL 2	4	\$220.00	\$165.00	\$660.00
1q	G610AC	ADD: REMOTE MOUNT CABLE 30 FT APX	8	\$28.00	\$21.00	\$168.00
1r	G444AH	ADD: APX CONTROL HEAD SOFTWARE	4	\$0.00	\$0.00	\$0.00
1s	G806BL	ENH: ASTRO DIGITAL CAI OP APX	4	\$567.00	\$425.25	\$1,701.00
1t	GA01670AA	ADD: APX E5 CONTROL HEAD	4	\$717.00	\$537.75	\$2,151.00
1u	QA09113AB	ADD: BASELINE RELEASE SW	4	\$0.00	\$0.00	\$0.00
1v	G174AD	ADD: ANT 3DB LOW-PROFILE 762-870	4	\$47.00	\$35.25	\$141.00
1w	G361AH	ENH: P25 TRUNKING SOFTWARE APX	4	\$330.00	\$247.50	\$990.00
	APX™ Radio Management	RADIO MANAGEMENT				
2	T7914A	RADIO MANAGEMENT ONLINE	1	\$0.00	\$0.00	\$0.00
2a	UA00049AA	ADD: RADIO MANAGEMENT LICENSES ONLINE	4	\$110.00	\$82.50	\$330.00
	Product Services					
3	LSV00Q00202A	DEVICE PROGRAMMING	4	\$71.43	\$71.43	\$285.72
4	LSV00Q00203A	DEVICE INSTALLATION	4	\$1,071.43	\$1,071.43	\$4,285.72



Subtotal	\$49,275.92
Total Discount Amount	\$10,696.12
<b>Grand Total</b>	<b>\$38,579.80(USD)</b>

### Notes:

- Pricing contained herein does not include the one-time MPSCS user fee of \$250.00 per radio. Total for this quote would be \$1,000.00 invoiced by MPSCS directly to your department.
- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.





## Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead  
**(PO will not be processed without this)**

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO )

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)