



# CITY OF LONG BEACH

# R-15

DEPARTMENT OF FINANCIAL MANAGEMENT

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August 18, 2009

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Adopt Specifications No. RFP FD 09-041 authorizing the City Manager to execute a contract and any amendments thereto with Focus Communications, Inc. dba Vislink Services to purchase, deliver and install a regional public safety microwave network, at a cost of \$499,100, with the option of adding expenditures up to 10 percent (or \$49,910) above the contract amount, if necessary and if funds are available. (Citywide)

## DISCUSSION

City Council approval is requested to enter into a contract for the purchase, delivery and installation of a regional public safety microwave network to facilitate cooperation and collaboration between agencies, especially during training exercises and large-scale incidents. This project will provide support to the Los Angeles Area Fire Chief's "Regional Exercises and Conferencing Technology" (R.E.A.C.T.). This system includes interoperability communication between public safety agencies throughout Long Beach and the Los Angeles region and will also connect agencies for video conferencing capabilities. Both elements enhance the region's ability to further collaborate and share data on large-scale regional incidents requiring unified command.

The Urban Area Security Initiative (UASI) Program provides financial assistance to address the unique multi-disciplinary planning, operations, equipment, training and exercise needs of high-threat, high-density urban areas, and assists them in building and sustaining capabilities to prevent, protect against, respond to, and recover from threats or acts of terrorism. The Fire Department, through the UASI 06 grant program, is able to procure this regional public safety microwave network.

The Request for Proposal (RFP) was advertised on June 19, 2009, and 34 interested companies specializing in regional public safety microwave networks downloaded the RFP; five are Minority-owned Business Enterprises (MBEs), two are Women-owned Business Enterprises (WBEs), four are certified Small Business Enterprises (SBEs), and none are Long Beach businesses. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website. A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 30 local, minority and women's business groups. Four proposals were submitted on July 10, 2009.

The proposals were reviewed by a panel consisting of the Fire Department and the Technology Services Department. Focus Communications, Inc., dba Vislink Services, of Orange, CA, (not an MBE, WBE, SBE or local) is being recommended to provide the regional public safety microwave communication network based on product selection, cost, expertise, and references related to the installation and servicing of the proposed product. In addition, the City of Long Beach has approximately 25 other microwave systems that use the same equipment and software being proposed and the Vislink Service's staff is fully factory trained to maintain the equipment. As a result of this, the selection of Vislink Services will provide continuity and minimize any new costs associated with future interfaces.

This matter was reviewed by Deputy City Attorney Amy Burton on August 4, 2009 and Budget and Performance Management Bureau Manager David Wodynski on July 30, 2009.

#### TIMING CONSIDERATIONS

City Council action to award the contract on August 18, 2009, to ensure that a contract is in place expeditiously.

#### FISCAL IMPACT

The cost of this contract, in the estimated amount of \$499,100, is included in the General Grants Fund (SR 120) in the Fire Department (FD). Grant funding of \$499,100 from the Department of Homeland Security under the Urban Area Security Initiative 2006 (UASI 06) Program will be utilized for this equipment. The expense will be fully offset by grant revenues. There is no immediate impact to the General Fund; however, due to the time delays between incurring expenditures and receiving revenues, it may be necessary for the General Fund (GP) in the Fire Department (FD) to advance cash to cover grant-related expenses until reimbursement funds are received from the Federal government. The City will have the option of adding expenditures up to 10 percent (or \$49, 910.00) above the contract amount, if necessary and if funds are available.

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SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



LORI ANN FARRELL  
DIRECTOR OF FINANCIAL MANAGEMENT/CFO

  
For

DAVID W. ELLIS  
FIRE CHIEF

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APPROVED:



PATRICK H. WEST  
CITY MANAGER