



## Legislation Text

---

**File #:** 12-0541, **Version:** 1

---

Recommendation to authorize City Manager to execute all documents necessary with Industrial Networking Solutions for the purchase of cellular Wi-Fi modems in an amount not to exceed \$393,900. (Citywide)

On October 4, 2011, the City Council approved allocations of one-time Fiscal Year 2011 (FY11) Uplands Oil Fund revenue of \$650,000 for Police Department (PD) patrol car technology upgrades and security camera enhancements, and \$150,000 for Fire Department (FD) automated vehicle location. This request is to use a portion of these funds to upgrade to 4G cellular Wi-Fi modems in patrol cars to enhance mobile computer performance, and to leverage GPS capabilities in the modems to enable AVL for Fire vehicles. Additionally, the deployment of these modems will position Police and Fire to support the next generation of vehicle computing devices.

Currently, the mobile computers in the Police vehicles are experiencing unacceptable boot up times (averaging between 10 and 15 minutes) due to aging devices and the current modems. TSD, in collaboration with PD, developed a desktop virtualization solution which essentially transfers computing resources away from the desktop to a centralized server in the City's data center. Installing 4G modems and using virtualization technology will reduce mobile computer boot up time to three minutes. Additionally, the solution will prolong the life of the existing laptops in the vehicles until an appropriate replacement device is selected. Because Technology Services (TSD) provides installation services and ensures network connectivity, the procurement process for the wireless modems was conducted by TSD.

The bid was advertised in the Press-Telegram on April 18, 2012, and 127 potential bidders specializing in technology hardware were notified of the bid opportunity. Of those bidders, 25 downloaded the bid via our electronic bid system. The bid document was made available from the Purchasing Division, located on the seventh floor of City Hall, and the Division's website at: [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing) <<http://www.longbeach.gov/purchasing>>. 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-owned business groups. Seven bids were received on May 10, 2012. Of those seven bidders, one was a Minority-owned Business Enterprise (MBE), one was a Women-owned Business Enterprise (WBE), three were certified Small Business Enterprises (SBEs), and two were Long Beach businesses (Local). Industrial Networking Solutions, of Addison, TX (an SBE) was the lowest responsive bidder.

### Local Business Outreach

Our outreach goal is to encourage Long Beach businesses to participate in City procurement processes and submit bids for City contracts. We assist businesses with registering on our Bids Online database to download the bid specifications. Of the 14 Long Beach businesses that were notified, two submitted bids.

After all bids were received, it was determined that Industrial Networking Solutions provided the lowest

quote for the required equipment at \$393,900.

This matter was reviewed by Deputy City Attorney Gary Anderson on June 13, 2012 and by Budget Management Officer Victoria Bell on June 14, 2012.

City Council action is requested on July 3, 2012 to allow staff to immediately improve mobile computer performance in Police vehicle and to enable AVL in Fire vehicles.

The total estimated cost to acquire modems for Police and Fire is \$393,000. Of this amount, \$297,836 would be funded from the Police Department's one-time appropriation and \$96,064 funded from the Fire Department's one-time appropriation. Sufficient funds are budgeted in the General Fund (GP 100) to cover these costs. There is no local job impact associated with this recommendation.

Approve recommendation.

CURTIS TANI  
DIRECTOR OF TECHNOLOGY SERVICES

JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

APPROVED:

PATRICK H. WEST  
CITY MANAGER