



# CITY COUNCIL AGENDA STATEMENT



**December 1, 2020**

File ID: **20-0479**

## **TITLE**

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CHULA VISTA WAIVING THE COMPETITIVE FORMAL BID REQUIREMENT AND ACCEPTING PROPOSAL FROM MOTOROLA SOLUTIONS FOR COMMANDCENTRAL AWARE AND AERIAL SUITE SOFTWARE SOLUTION

## **RECOMMENDED ACTION**

Council adopt the resolution.

## **SUMMARY**

Chula Vista Police Department is recommending Motorola's software solution, CommandCentral Aware and Aerial Suite, for its Real Time Crime Center.

## **ENVIRONMENTAL REVIEW**

The activity is not a "Project" as defined under Section 15378 of the California Environmental Quality Act State Guidelines; therefore, pursuant to State Guidelines Section 15060(c)(3) no environmental review is required.

## **BOARD/COMMISSION/COMMITTEE RECOMMENDATION**

Not applicable.

## **DISCUSSION**

The Police Department is currently renovating its facility to establish a state-of-the-art Real Time Crime Center (RTCC). A Real Time Crime Center is a centralized police technology, intel and data center, which will enhance capability to create a situational awareness front through consolidation of disparate systems and data such as camera feeds, real-time alerts, Computer Aided Dispatch (CAD), records information, incident information, and resource locations into a single interface. The RTCC allows Intelligence Operators and Analysts the ability to communicate actionable intelligence via voice and data for field operations and staff. In summary, a RTCC brings together all data in a centralized hub for leaders to analyze and interpret information and decide on appropriate deployment responses.

A critical component of the RTCC project is the software technology to integrate the various systems. After extensive research by Police Department staff, it is recommended to use Motorola's software solution, CommandCentral Aware and Aerial Suite, for its Real Time Crime Center.

Motorola Solutions is the industry leader in developing end-to-end solutions for Public Safety. The CommandCentral Aware and Aerial Suite software will simplify workflows and deliver more actionable intelligence for first responders to enhance situational awareness and dramatically increase safety for the community of Chula Vista.

Chula Vista Police Department is a demonstrated leader and early adopter of cutting-edge technology. Motorola Solutions has asked the Police Department to partner with them with using the CommandCentral Aware and Aerial Suite software because of the mutual enthusiasm for public safety innovation. Chula Vista Police Department has been a key partner-agency with Motorola Solutions in the past, driving collaboration and thoughtful leadership that assisted to better support the community.

Because of the past collaboration between the Police Department and Motorola Solutions, they have asked our agency to be a Lighthouse customer showcasing the CommandCentral Aware and Aerial Suite software that comes with a reduced loyalty discount.

Motorola's offering for the software provides the ability to create a situational awareness front through consolidation of disparate systems and data such as camera feeds, incident information, resource locations, alerts and voice into a single interface.

With this new partnership, Chula Vista Police Department will increase the value of our investments by integrating CommandCentral Aware and Aerial Suite software to the following current Motorola-related systems already in use:

- Motorola Regional Communications Systems (RCS) emergency radio system
- Motorola Premier One Computer Aided Dispatch (CAD)
- Motorola Premier One Mobile
- Motorola Premier One Handheld
- Motorola Vigilant License Plate Reader (LPR) software
- Motorola GIS Mapping software
- Motorola Premier One Records for the Jail Management System
- Motorola Video Management System (VMS)
- Motorola Vesta 9-1-1 with RapidSOS Emergency Location Software
- Motorola Aerial Suite Drone First Responder (DFR)

As a Motorola Lighthouse public safety agency utilizing CommandCentral Aware and Aerial Suite, Chula Vista can accelerate workflows, improve ease of use, augment decision making and unify operational viewpoints while providing valuable feedback to Motorola to guide further product development.

The Lighthouse partnership between Chula Vista Police Department and Motorola Solutions promotes the evolution of leading-edge technology while optimizing the utilization of Command Central Aware and Aerial Suite software products including additional future opportunities. The ultimate goal of the Lighthouse partnership is to improve service for all of the citizens of Chula Vista and to maximize safety of all.

Because of the various benefits outlined above, the Police Department is requesting to waive the competitive formal bid requirement and accept the proposal from Motorola Solutions for its CommandCentral Aware and Aerial Suite software.

**DECISION-MAKER CONFLICT**

Staff has reviewed the decision contemplated by this action and has determined that it is not site-specific and consequently, the real property holdings of the City Council members do not create a disqualifying real property-related financial conflict of interest under the Political Reform Act (Cal. Gov't Code § 87100, et seq.).

Staff is not independently aware, and has not been informed by any City Council member, of any other fact that may constitute a basis for a decision-maker conflict of interest in this matter.

**CURRENT-YEAR FISCAL IMPACT**

The proposal from Motorola Solutions covers a three-year term as outlined in the chart below.

Description	QTY	Unit Price	Annual Subscription License Fee	Number of Years	Total List Price (3 Years)
<b>CommandCentral Aware Software Subscription</b>					
Aware Mid Video Tier - Enterprise Agency (1)	1	\$25,714	\$25,714	3	\$77,142
Aware Mid Video Tier - Per Named User (5)	5	\$613	\$3,065	3	\$9,195
<b>Aerial Suite Software Subscription</b>					
AERIAL STE SW SUBR ADV TIER	4	\$18,000	\$72,000	3	\$216,000
AERIAL STE SW SUBR PRO TIER	10	\$3,588	\$35,880	3	\$107,640
AERIAL STE FLEET MGMT	18	\$240	\$4,320	3	\$12,960
<b>Annual Software Subscription Fees</b>			<b>\$140,979</b>		
<b>CommandCentral Aware Server &amp; Interfaces</b>					
Cloud Anchor Server	1	\$6,090		3	\$6,090
Interfaces: Motorola Solutions PremierOne, Vigilant ALPR & Aerial Suite	1	\$0		3	\$0
Interface: Genetec third party (Annual Maintenance Fee)	1	\$6,500	\$6,500	3	\$19,500
<b>Professional Services</b>					
Interface Engineering	1	\$15,411		Upfront	\$15,411
System Engineering	1	\$50,229		Upfront	\$50,229
Project Management	1	\$24,313		Upfront	\$24,313
Professional Consulting Services	1	\$13,458		Upfront	\$13,458
<b>SUBTOTAL</b>					<b>\$551,938</b>
Customer Loyalty Discount					<b>(\$330,887)</b>
<b>TOTAL</b>					<b>\$221,051</b>

The CommandCentral Aware and Aerial Suite software from Motorola Solutions is being provided to the Police Department with a substantial reduction in cost. List price for the software would cost \$551,938, but

due to our Lighthouse designation, Motorola will provide a customer loyalty discount of \$330,887 for a total cost of \$221,051 during the three-year period. The discounted rate of the Motorola software through the Lighthouse partnership is something no other vendor could provide the Police Department at either a price or value standpoint.

With the payment terms outlined below, the current year fiscal impact is \$142,749.

Payment Milestones	Annual Cost
Year 1	\$142,749
Year 2	\$39,151
Year 3	\$39,151
<b>Grand Total</b>	<b>\$221,051</b>

Approval of the proposal will not require any additional appropriations. The Year 1 cost will be paid by Asset Seizure funds, resulting in no fiscal impact to the General Fund.

#### **ONGOING FISCAL IMPACT**

If the City decides to extend services beyond the 3<sup>rd</sup> year, Motorola has offered a 40% discount off the Annual Software Subscription Fee of \$140,979, resulting in \$56,392 cost savings. The Annual Software Subscription Fee will be \$84,587 for the Police Department.

#### **ATTACHMENTS**

Attachment 1: Motorola Solutions proposal dated September 16, 2020 for CommandCentral Aware and Aerial Suite

*Staff Contact: Jonathan Alegre, Police Department*