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Memorandum

To: Talisa R. Clark, Director/Chief Procurement Officer

From: Tracy Hutchinson, Division Director 

Cc: Tina T. Phan 

Date: April 2, 2019

Re: Two-Way Radio Equipment and Accessories

The Sanitation Division respectfully requests assistance from Purchasing & Contracting (P&C) on piggybacking of a GA State contract (SWC980-2800008) for the purchase of two-way radio equipment.

The Division is seeking to purchase 45 new portable radios, 203 new mobile radios, and 20 chargers. These are essential equipment for our drivers to stay communicated with their supervisors while on the job. The equipment will also be utilized for route updates, critical on-duty security and safety reporting. Due to the County policy cell phones are prohibited for Sanitation Collection drivers, hence the two-way radio equipment for alternative solution.

Motorola Solutions has submitted a proposal under the GA State contract for a total equipment purchase amount of \$985,187.50 with a 5-year lease-purchase option at 3.62% interest rate. This is equivalent to 5 annual installment payments @ \$218,942.78 or \$1,094,713.90 (P+I) in total financing cost. This proposal consists of the radio equipment and accessories as stated above, on-site installation and support, as well as 5-year of preventive maintenance.

Due to interest rates fluctuate, the proposed 3.62% interest rate methodology is only valid until June 15, 2019. Sanitation Division is respectfully request for P&C review and approval as quickly as possible and for the BOC approval prior to June 15, 2019. Please also be informed that Motorola Solutions contract with the GA State expires on June 30, 2019.

Attached are the price proposal and State contract information for your review.