



Midpeninsula Regional  
Open Space District

## PROCUREMENT AGENDA ITEM

R-24-154  
Meeting 24-32  
December 11, 2024

## AGENDA ITEM 10

### AGENDA ITEM

Amendment to the Agreement with RACOM Corporation to Include the Purchase of Radio Subscriber Equipment

### GENERAL MANAGER'S RECOMMENDATION

Authorize the General Manager to amend a contract with RACOM Corporation to include the purchase of radio subscriber equipment in the amount of \$254,780, for a total contract amount not-to-exceed \$2,242,933.

### DISCUSSION

The Midpeninsula Regional Open Space District's (District) radio system requires upgrades due to the equipment reaching end-of-life and manufacturers no longer fabricating replacement parts or providing support. In February 2024, the District issued a Request for Proposals (RFP) for a primary vendor to upgrade the District's radio system infrastructure. This RFP also solicited quotes for radio subscriber equipment (vehicle, handheld, and base station radios with accessories). On July 24, 2024, the Board of Directors (Board) awarded a contract to RACOM Corporation to upgrade the radio system infrastructure. The infrastructure contract reserved the District's right to purchase the subscriber equipment independently from the radio system contract. Following District staff's review of quotes for the subscriber equipment, RACOM Corporation's quote for the equipment was determined to be the most advantageous for the project and was the least expensive quote received.

### BUDGET / FISCAL IMPACT

#### The current fiscal year budget contains:

- sufficient funds.
- insufficient funds; the next quarterly budget update will include a reallocation of unspent funds from other project budgets to cover for this expenditure.
- insufficient funds; approval of this item requires a fiscal year budget augmentation.
- future fiscal year budgets will include additional funds to complete the contracted work.

### Measure AA

- No, this contract is not part of a Measure AA project.

Yes, this contract is part of a Measure AA project.

## PROCUREMENT PROCESS AND SELECTION

Three vendors provided quotes for the subscriber equipment based on the RFP: 1) RACOM Corporation, 2) JVCKENWOOD, and 3) Golden State Communications. JVCKENWOOD and Golden State Communications later provided second quotes for less expensive models. RACOM Corporation incentivized their selection with a discount of \$340,000 if the District contracts them to do both the infrastructure upgrade and the subscriber purchase. The quotes are below.

	<b>RACOM Corporation</b>	<b>JVCKENWOOD Quote 1</b>	<b>JVCKENWOOD Quote 2</b>	<b>Golden State Quote 1*</b>	<b>Golden State Quote 2*</b>
Pre-tax Total	\$573,475	\$789,360	\$554,768	\$877,921	\$583,192
Discount	(\$340,000)	30% included in total above	30% included in total above	35% included in total above	35% included in total above
Total w/Tax (9.125%)	<b>\$254,780</b>	<b>\$861,389</b>	<b>\$589,936</b>	<b>\$958,031</b>	<b>\$636,408</b>

\* Does not include programming or installation costs.

Rangers and maintenance crews field-tested models from each manufacturer and completed surveys based on their experience. The radios proposed by RACOM Corporation and JVCKENWOOD both performed well in the field; the model provided by Golden State Communication did not perform as well. The RACOM Corporation model includes some desired features that the JVCKENWOOD models do not offer and, they are much less expensive given the significant discount offered by RACOM. Based on features, performance, and cost, the General Manager recommends amending RACOM Corporation's contract to include the subscriber equipment.

## PRIOR BOARD ACTION SUPPORTING THE PROJECT

- **November 18, 2020:** Radio System Assessment Report and Recommendations ([R-20-110, minutes](#))
- **July 24, 2024:** Award of Contract to RACOM Corporation to Replace an Existing Very High Frequency (VHF) Analog Conventional System with a P25 Digital Conventional System for the Radio System Assessment and Upgrade Project ([R-24-95, minutes](#))

## PUBLIC NOTICE

Public notice was provided as required by the Brown Act.

## CEQA COMPLIANCE

The proposed project to replace and upgrade existing radio system equipment is exempt in accordance with State CEQA Guidelines section 15301 (Existing Facilities) and section 15302 (Replacement or Reconstruction).

**NEXT STEPS**

Following Board approval, the General Manager will amend a contract with RACOM Corporation to include the purchase of radio subscriber equipment.

Responsible Department Head:

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