

To: David Creery, Chief Administrative Officer
From: Jeff Slager, Fire Chief
Re: Sole Source Approval for Radio – Station/Mobile/Portable Purchase

AIM

The purpose of this staff report is to request sole sourcing approval for project FIR00032 – Radio Replacement-Station/Mobile/Portable to Five9 Solutions, for the total price of \$676,534 including applicable taxes.

BACKGROUND

In December 2024, Woodstock Council approved the 2025 Capital Budget which included project FIR00032-Radio Replacement – Station/Mobile/Portable in the amount of \$685,000. This project is to replace our current, Woodstock Fire Department (WFD) only radio equipment. The current equipment is nearing the end of support date; and rather than continue with ongoing maintenance for older equipment, the move to new radios is warranted.

While radios are not a piece of personal protective equipment worn by firefighters (SCBA's/bunker gear/etc.), there are functional differences between makes/models of radio equipment and the ease of use in an emergency response environment. Additionally, vendor services (ongoing maintenance/equipment servicing/etc.) play a crucial roll over the life of the equipment. Based upon these factors, the review and testing of this equipment prior to purchasing goes beyond a simple RFP. As was completed in 2023 when sourcing replacements for our SCBA equipment, WFD firefighters participated in a product testing process which included two (2) radio vendors showcasing their services and various product prior to selecting one for purchase.

On November 13, 2024, WFD hosted a presentation/practical testing process at Fire Hall Headquarters, with BearCom and Five9 Solutions presenting their vendor services and radio equipment from Motorola, Harris, and Tait. Vendors were informed that both service presentation and practical components would be scored and that members of WFD's equipment committee would be participating in the review.

Vendors were each provided with a sixty (60) minute timeframe to make a presentation to the WFD members participating in this review. Vendors were provided individual times so there would not be any interaction/interruption from the other vendors during their presentation.

After the vendors had completed their presentations, the WFD members completed a practical trial of the product and completed individual assessments. The radios were assessed in 4 different sections having a total of 16 individual criteria.

Criteria were evaluated with a scale of 0 (not acceptable) to 10 (excellent performance), with the four (4) reviewers scores being averaged for each criteria assessed. Next, the averaged criteria scores were subsequently averaged for an overall section score. Finally, the averaged section scores were then averaged for a final review score.

While a review of the overall, final review scores was completed, a review of the averaged section scores was also completed to make note of any categories the top overall equipment may have stumbled in.

SUMMARY

Of the three equipment lines tested by WFD members, the Motorola APX6000XE was rated top in 13 of 14 sections, resulting in the top overall average. The vendor assessment calculations resulted with Five9 Solutions attaining the top overall average.

While both vendors offer Motorola radio equipment, and by extension, the Motorola APX6000XE radio, the vendor assessment established the preferred vendor as Five9 Solutions.

RECOMMENDATION

That Woodstock City Council approve sole sourcing of project FIR00032 – Radio Replacement – Station/Mobile/Portable to Five9 Solutions for the purchase price of \$676,534 including applicable taxes.

Authored by: Jeff Slager, Fire Chief

Approved by: David Creery, Chief Administrative Officer