



City Council Staff Report

Subject: Public Safety Radio Infrastructure Upgrade - Purchase Agreements

Date: June 23, 2026

Submitted By: Chad Morris, Captain
Rustin Banks, Chief of Police

Department: Police

Recommendation:

Adopt a Resolution of the City Council of the City of Rocklin Approving the Acquisition of Digital Radio Infrastructure and Authorizing the City Manager to Execute the H-GAC Motorola Solutions Customer Agreement and a Seven-Year Lease-Purchase Agreement with Motorola Solutions, Inc.

Background:

The City of Rocklin's existing public safety communications system was installed in 2012 with a standard life expectancy of 10 years. The system has reached the end of its useful life. The replacement system, known as the "Radio Network Project" upgrade to the public safety communications system will meet Federal Communications Commission's (FCC) Public Safety Frequency Spectrum requirements and significantly enhance interoperability capabilities essential to effectively protect and serve the City of Rocklin. The Radio Network Project is designed to meet current and future public safety agency needs for the next ten years. This system will align and support communications with multi-jurisdictional public safety agencies within Placer County.

Over the past few years, the two public safety departments of the City of Rocklin, Police and Fire, have acquired all-band digital radio equipment to upfit their vehicles and personnel as the first phase of the Radio Network Project. The next phase of the project is to replace the radio network equipment (towers, repeater sites) located throughout the city.

City staff have negotiated with Motorola Solutions, Inc. for the digital radio infrastructure necessary to support the Radio Network Project. The agreement includes \$2,978,318.58 for equipment, installation, and testing, and \$406,704 for post-warranty support and software maintenance during Years 2 through 4. Pricing is based on Houston-Galveston Area Council (H-GAC) Contract Cooperative Agreement No. RA05-21, which is available for use by state and local government agencies.

In addition to the Motorola Solutions agreement, the overall project includes several related components that are not included in the proposed contract amount. These costs will either be procured separately or incurred directly by the City as part of project implementation.

The project contemplates on-site dispatch and preventive maintenance services provided by Sutter Buttes. These services are intended to align with the term of Motorola Solutions' post-warranty support agreement covering Years 2 through 4. The estimated cost for these services is \$340,662.07. This cost is not included in the proposed Motorola Solutions agreement. Staff will bring forward a separate staff report and contract recommendation for City Council consideration at a later date.

Additional facility improvements are required at the Sunset Event Center (2650 Sunset Boulevard), Corporation Yard (4081 Alvis Court), and Fire Station 24 (3401 Crest Drive), as well as external sites at Sierra College and Whitney High School. The estimated cost of these improvements ranges from approximately \$72,000 to \$200,000, depending on whether additional electrical switchgear upgrades are required. These costs are not included in the proposed Motorola Solutions agreement. Certain improvements may be completed by City staff, while others may require separate contracts. Staff will bring forward separate staff reports and contract recommendations, as applicable, for City Council consideration. If the cost of the required improvements falls within the City Manager's purchasing authority, the City Manager may execute the necessary agreements in accordance with the Rocklin Municipal Code.

The project also requires implementation of a redundant network transport solution utilizing two independent communication paths and a dedicated private network to ensure system reliability and continuity of operations. The estimated implementation cost is approximately \$142,000, with ongoing network services and support estimated at approximately \$288,000 in total during Years 2 through 4. This work will be managed by the City's Information Technology Division and implemented utilizing existing technology service providers and contracts, as applicable. These costs are not included in the proposed Motorola Solutions agreement. Staff will bring forward separate staff reports and contract recommendations, as applicable, to implement these services. If the cost of any required agreements falls within the City Manager's purchasing authority, the City Manager may execute the necessary agreements in accordance with the Rocklin Municipal Code.

Rocklin Municipal Code (RMC) Section 3.04.090.C. authorizes the City to participate in cooperative purchasing arrangements without conducting a separate competitive solicitation when another governmental agency has competitively solicited and awarded a contract for goods or services desired by the City. In addition, to the extent the project's equipment installation is considered a public works project RMC Section 3.04.090.E.15. authorizes the City Council to find that the City's interest will be served by waiving the public works project bidding requirements. Due to the competitive pricing of the cooperative agreement purchasing arrangement and the interconnected installation work, it would not produce any further advantage to separately advertise the unique public works project installation work. Accordingly, staff recommends utilizing Houston-Galveston Area Council (H-GAC) Cooperative Purchasing Agreement No. RA05-21 and entering into an agreement with Motorola Solutions, Inc. in the amount of \$2,978,318.58 for the acquisition of digital radio infrastructure and installation, together and in addition to a four-year post-warranty support and software maintenance agreement in the amount of \$406,704.

To facilitate acquisition of the radio infrastructure, the City intends to finance the equipment through a municipal lease-purchase agreement with Motorola Solutions, Inc. The proposed financing term is seven (7) years at a fixed interest rate of 4.650% per annum. The initial financed amount, including required insurance costs, is estimated at \$2,978,318.58. The lease-purchase agreement does not include a prepayment penalty, providing the City with flexibility to make additional principal payments or retire the obligation early.

Based on the proposed financing terms, the total interest cost over the seven-year term is estimated at approximately \$579,102.42. The first lease-purchase payment, estimated at \$508,203, is anticipated to be due on July 1, 2027, approximately one year following execution of the agreement.

The lease-purchase structure allows the City to defer the initial payment for approximately one year while preserving operational and capital funding flexibility. In addition, the City will continue to evaluate available funding sources and financial conditions throughout the term of the financing. Subject to the availability of funds and future budget appropriations, the City may elect to make additional principal payments or prepay the outstanding balance to reduce future interest costs and shorten the repayment period.

Accordingly, staff recommends that the City Council adopt the resolution making the necessary findings, authorizing the award pursuant to the use of Houston-Galveston Area Council (H-GAC) Cooperative Purchasing Agreement No. RA05-21, approve the H-GAC Motorola Solutions Customer Agreement with Motorola Solutions, Inc. in the amount of \$2,978,318.58 for the acquisition of digital radio infrastructure and a four-year post-warranty support and software maintenance agreement in the amount of \$406,704, and authorize execution of Equipment Lease-Purchase Agreement No. 25904 and all associated financing documents necessary to implement the Radio Network Project.

The full Proposal from Motorola Solutions, Inc. is available at the City Clerk's Office.

Fiscal Impact:

The total cost of the full project is estimated to be between \$4,227,685 and \$4,355,685 over seven years. The estimated year one cost is between \$722,203 and \$850,203. The City Council previously committed \$1.2 million from the General Fund committed fund balance to support the Radio Network Project. These funds are anticipated to be utilized for project implementation costs, related infrastructure improvements, and the initial lease-purchase payment. Future lease-purchase payments, maintenance costs, and other ongoing project-related expenditures will be incorporated into future budget development processes and presented to the City Council for consideration as part of the budget process.

ATTACHMENTS:

1. Resolution
2. Resolution Exhibit A - H-GAC Motorola Solutions Customer Agreement
4. Exhibit A Scope of Work
5. Exhibit B Pricing Summary
3. Resolution Exhibit B - Equipment Lease Purchase Agreement