



Folsom City Council Staff Report

MEETING DATE:	8/11/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11678 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Motorola Solutions to Procure Replacement Portable Radios and Ancillary Equipment for a Total Not to Exceed Amount of \$144,160 from the Fire Vehicle/Equipment Fund (Fund 608)
FROM:	Fire Department

RECOMMENDATION / CITY COUNCIL ACTION

The Fire Department recommends that the City Council adopt Resolution No. 11678 – a resolution authorizing the City Manager to execute a purchase agreement with Motorola Solutions for the procurement of twenty (20) replacement portable radios and related accessory equipment in an amount not to exceed \$144,160 from the Fire Vehicle/Equipment Fund (Fund 608).

BACKGROUND / ISSUE

The Fire Department relies on Motorola portable radios as its primary means of fireground and emergency service communications. Reliable radio communications are a core life-safety requirement for incident command and coordination, including emergency traffic, mayday notifications, evacuation and withdrawal communications, unit accountability, and safe, effective operations during rapidly evolving incidents.

In 2019, Motorola advised customers that the Department's current radio model was entering end-of-support due to the release of newer technologies and system enhancements that are not compatible with the existing platform. As a result, Motorola no longer provides the programming support (including current code plug support) or the hardware and parts needed to maintain and repair these units. Over the past several years, the Fire Department has exhausted available aftermarket repair options and is now experiencing an increasing number of radio failures that cannot be repaired or returned to service.

POLICY / RULE

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by City Council.

Section 2.36.140, Sole Source Procurement of the Folsom Municipal Code states prior to submitting a purchase request, the requesting department shall conduct a survey of available sources to determine whether there is only one (1) source for the required supply, equipment, service or construction item. Upon review and approval by the Purchasing Agent, the Finance Director and City Manager, a contract may be awarded without competition. The purchasing agent, or his/her designee, shall conduct negotiations, as appropriate, as to price, delivery and terms. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk. (Ord. 723 § 3 (part), 1991)

Because Motorola portable radios and their programming are proprietary and must be compatible with the City's existing radio infrastructure, this purchase is recommended as a sole-source procurement consistent with the sole-source provisions of the City's purchasing policy.

ANALYSIS

As radios fail and are removed from service, the Department's available inventory is reduced, limiting its ability to provide dependable communications to personnel assigned to first-out emergency response units and command staff. Continued attrition will further reduce the Department's ability to maintain adequate radio coverage on emergency incidents and during multi-unit operations, increasing risk to personnel and negatively affecting incident coordination.

The Department has pursued grant funding for a full replacement of the radio platform in recent years; however, those applications were not successful. To immediately address this escalating risk and maintain operational continuity, staff is requesting approval to purchase twenty (20) portable radios. This purchase represents a minimum, targeted replacement to restore reliable communications capability for daily operations. These radios will be assigned to all first-out emergency response units, including Chief Officers, ensuring dependable fireground communications and restoring an appropriate level of operational readiness.

Approval of this request will reduce risk to personnel, support effective incident command, and maintain the Department's ability to deliver safe and reliable emergency services to the community.

FINANCIAL IMPACT

If approved, the purchase agreement with Motorola Solutions for twenty (20) portable radios, including associated accessories, programming, and applicable taxes and fees in the amount of \$144,160 will be funded through the Fire Vehicle/Equipment Fund (Fund 608). Sufficient funds are budgeted and available in the Fire Vehicle/Equipment Fund (Fund 608) for the cost of the agreement.

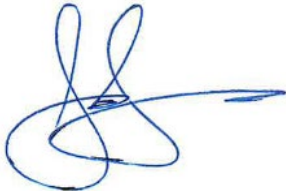
ENVIRONMENTAL REVIEW

This action is not considered a project under Section 15061(b)(3) of the California Environmental Quality Act Guidelines, and as such is exempt from environmental review.

ATTACHMENTS

1. Resolution No. 11678 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Motorola Solutions to Procure Replacement Portable Radios and Ancillary Equipment for a Total Not to Exceed Amount of \$144,160 from the Fire Vehicle/Equipment Fund (Fund 608)
2. Motorola Solutions Quote-3545876

Submitted,

A handwritten signature in blue ink, consisting of a stylized 'J' and 'S' followed by a horizontal line.

Jason Solak, Fire Chief

Attachment 1

Resolution No. 11678 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Motorola Solutions to Procure Replacement Portable Radios and Ancillary Equipment for a Total Not to Exceed Amount of \$144,160 from the Fire Vehicle/Equipment Fund (Fund 608)

RESOLUTION NO. 11678

**A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A
PURCHASE AGREEMENT WITH MOTOROLA SOLUTIONS TO PROCURE
REPLACEMENT PORTABLE RADIOS AND ANCILLARY EQUIPMENT FOR A
TOTAL NOT TO EXCEED AMOUNT OF \$144,160 FROM THE FIRE
VEHICLE/EQUIPMENT FUND (FUND 608)**

WHEREAS, the Fire Department relies on Motorola portable radios as its primary means of fireground and emergency service communications; and

WHEREAS, as radios fail and are removed from service, the Department's available inventory is reduced, limiting its ability to provide dependable communications to personnel assigned to first-out emergency response units and command staff; and

WHEREAS, these replacement radios will be assigned to all first-out emergency response units, including Chief Officers, ensuring dependable fireground communications and restoring an appropriate level of operational readiness; and

WHEREAS, the 20 replacement portable radios and ancillary equipment purchase agreement total does not exceed the amount of \$144,160; and

WHEREAS, sufficient funds are budgeted and available in the Fire Vehicle/Equipment Fund (Fund 608); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney;

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement with Motorola Solutions to procure replacement portable radios and ancillary equipment for a total not to exceed amount of \$144,160 from the Fire Vehicle/Equipment Fund (Fund 608).

PASSED AND ADOPTED this 11th day of August 2026, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2

Motorola Solutions Quote-3545876

Billing Address:
FOLSOM FIRE DEPARTMENT
FOLSOM FIRE DEPT
535 GLENN DR
FOLSOM, CA 95630
US

Shipping Address:
FIRE DEPARTMENT
535 GLENN DR
FOLSOM, CA 95630
US

Quote Date:03/13/2026
Expiration Date:07/26/2026
Quote Created By:
JAMES WYLIE
JAMES.WYLIE@
motorolasolutions.com
972-837-0008

End Customer:
FOLSOM FIRE DEPARTMENT
Daniel Rotheram
drotheram@folsom.ca.us
916.996.9185

Contract: 22575 - SACRAMENTO, CA
Payment Terms:30 NET

Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ 6000 Series	APX6000 XE					
1	H98UCF9PW6BN	PORTABLE RADIO APX6000 700/800 MODEL 2.5	20	\$3,924.00	25.0%	\$2,943.00	\$58,860.00
1a	G996AU	ADD: PROGRAMMING OVER P25 (OTAP)	20	\$118.00	25.0%	\$88.50	\$1,770.00
1b	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	20	\$0.00	0.0%	\$0.00	\$0.00
1c	Q361AR	ADD: P25 9600 BAUD TRUNKING	20	\$353.00	25.0%	\$264.75	\$5,295.00
1d	QA02006AA	PORTABLE RADIO ENH: APX6000XE RUGGED RADIO	20	\$942.00	25.0%	\$706.50	\$14,130.00
1e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	20	\$184.00	0.0%	\$184.00	\$3,680.00
1f	QA07576AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH (PMNN4573A)	20	\$204.48	25.0%	\$153.36	\$3,067.20
1g	H38BT	ADD: SMARTZONE OPERATION	20	\$1,412.00	25.0%	\$1,059.00	\$21,180.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Disc %	Sale Price	Ext. Sale Price
1h	QA09113AB	ADD: BASELINE RELEASE SW	20	\$0.00	0.0%	\$0.00	\$0.00
1i	QA01427AB	ALT: IMPACT GREEN HOUSING	20	\$30.00	25.0%	\$22.50	\$450.00
1j	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	20	\$607.00	25.0%	\$455.25	\$9,105.00
1k	QA01768AA	SOFTWARE LICENSE ENH: ENHANCED ZONE BANK	20	\$89.00	25.0%	\$66.75	\$1,335.00
2	PMMN4152B	XVE500 DIV 1 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB, UL	20	\$756.00	26.0%	\$559.44	\$11,188.80
3	PMNN4573A	PORTABLE RADIO BATTERY IMPRES 2 LI-ION TIA4950 R IP68 4600T	20	\$252.00	26.0%	\$186.48	\$3,729.60
Subtotal							\$133,790.60
Estimated Tax							\$10,368.77
Grand Total							\$144,159.37(USD)

Notes:

