



WATERTOWN POLICE DEPARTMENT

David Brower, Chief of Police

Date: 03/20/25
To: Finance Committee
From: Chief Dave Brower

RE: Request on 03/24/25 agenda – Review and Take Action: Approve Purchase of Radios for Police Department

Finance Committee Members,

As part of the budget for 2025, I requested and was approved to purchase Portable radios for our department. “Portable” radios are the ones carried on the officer’s belt, and “mobile” radios are attached to the squad cars. Here’s the background story, leading to the great news at the end.

Shortly after my promotion, I was informed by Baycom that we need to replace portable and mobile radios - they were "end of life" through Motorola and would no longer be serviced. I first worked to purchase both portables and mobiles in 2025 rather than limping along without a service agreement while hoping the radio equipment did not have problems, but we had the zero-increase 2025 budget year to contend with, and I was approved for the portables only, with a price tag of \$223,469. (I was grateful to get that.) The mobiles, priced at \$110,174, would have to wait for a budget request in 2026 (but no guarantee on that price.)

After the budget was approved, I learned of a special Law Enforcement only sale on the portable radios, and contacted the rep, who confirmed the sale and gave us a revised quote of \$142,409 - an amazing sale - which would save us \$81,060. Great news! This sale and quote are only good through the end of March 2025.

As I began prepping last week to sign on the dotted line for the portables, it occurred to me that our savings of \$81,060 is only \$29,114 short of additionally purchasing the mobiles this year for the amount that was approved for the portables. I contacted the rep and asked if perhaps the mobiles had also been added to the sale in the past few months, and they had! I asked for a quote, hoping the savings might be near \$29,114, and it was close. The new quote for the mobiles is \$87,932. I am only \$6,872 shy of paying for both portables and mobiles with the amount that was approved for the portables.

Furthermore, I am told if we wait, the price for the mobile radios will likely jump significantly because of expected tariffs. And I am not buying from Motorola again, since they appear to make arbitrary “end of life” decisions on equipment that is perfectly functional.

To save significant money, I am requesting to purchase both mobiles and portables now. I will use all of the money from the 2025 budget that was approved for portable radios, and find the remaining \$6872 in my budget, using salary savings we expect this year as a result of two of our officers serving military deployments.

WATERTOWN POLICE DEPARTMENT

Here's the summary of the cost:

Description of Product or Service	Item #	Qty	Per Unit	Extended
Kenwood Viking Portable Radios VP8000		43		142,409.00
Kenwood Viking Mobile Radios VM8000		16	-	87,932.72
(includes 5 yr warranty, installation, etc.)			-	
			Shipping / Handling	
			TOTAL:	\$ 230,341.72

Budget approved amount: \$223,470

Salary Savings: \$6871.72

Alternate Bids/Proposals (name & amount):

Baycom Motorola APX8500 & APX-NEXT	\$410,274
Gencomm Harris XL200Mobile & XL200Portable	\$402,487

Thank you for your consideration.



Dave Brower
Police Chief