



**COBB COUNTY 911
EMERGENCY COMMUNICATIONS**

Destiny Davidson
Director

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To: Brian Bulthuis, Mayor, City of Acworth,
Joe Jerkins, Mayor, City of Austell
Jeff Robney, City Manager, City of Kennesaw
Bill Bruton, City Manager, City of Marietta
Pam Conner, City Manager, City of Powder Springs
Joe Bennett, Deputy Police Chief, City of Smyrna
Robert Williams, Emergency Comm. Mgr. Kennesaw State University
Ronald Storey, Director of Public Safety, Cobb Board of Education
Pete Zamaria, Manager of Security Technology, WellStar Hospitals
Steve Puckett, President/CEO, Puckett Ambulance
Pete Quinones, President/CEO, Metro Ambulance

From: Destiny Davidson, Emergency Communications Director, Cobb County 

Date: October 17, 2017

Subject: Radio System Upgrade Agreement II (SUA II) for 800 MHz Radio System

As discussed in our September 2017 Radio Manager's Meeting, the purpose of this memorandum is to notify the 800 MHz System users that Cobb County intends to enter into a System Upgrade Agreement II (SUA II) with Motorola Solutions and to provide to each User their costs for future budgeting purposes.

The current 7.13 version of the radio system went online in December 2014 and we are approaching three years without upgrades or billing for anticipated system upgrades. Version 7.17 needs to be online by December 2017 or Cobb County will begin to incur a 30% increase in maintenance costs. Additionally, Cobb needs to migrate to version 7.17 by end of year to allow Bartow County to connect to Cobb County in the first half of 2018 and to allow for ISSI to replace the soon to be deactivated 800 MHz Land Mobile Radio (LMR) portion of the Urban Area Security Initiative (UASI) to avoid negative impact to regional radio interoperability and roaming capabilities.

For clarification, Cobb County will have two contracts with Motorola for the 800 MHz System. The first is the Annual Maintenance Agreement (preventative maintenance) for the P25 Radio System and the second is the SUA II which will provide regularly scheduled system updates, software refreshers, and any additional hardware necessitated by those upgrades. A ten year SUA II will provide guaranteed and budgetable pricing, is less expensive, and will keep our system current with small incremental upgrades. It will also reduce the cost associated with the Core Replacement at the end of the ten year agreement.

As stated in the 800 MHz User License Agreement, the cost to each user is based upon the number of license subscriber units per jurisdiction. Attached is a breakdown per jurisdiction for annual costs for the SUA II, costs for the Annual Maintenance Agreement, and anticipated costs associated with the Core Replacement. Also attached is a list of Radio System Terminology to ensure that Users have a clear understanding of what is included within each agreement.

Anticipated costs not covered under the SUA II or Annual Maintenance Agreement would include ancillary equipment such as generators, towers, lighting and antenna systems, and HVAC. These costs will be billed as Core Replacement costs per the User License Agreement.

The three additional tower sites will be completely funded by the 2016 SPLOST. We can anticipate some future increases in cost per license subscriber units for the SUA II and Annual Maintenance Agreement once additional tower sites come on line. The current proposed SUA II and current Annual Maintenance Agreement are based on five tower sites therefore the costs associated with adding additional sites is outside the scope of the current proposed SUA II or Annual Maintenance Agreement.

We plan to submit the agenda item requesting authorization to enter into the System Upgrade Agreement II at the Board of Commissioners Regular Meeting on October 24, 2017. If approved, each User's pro rata share will be due by September 30th of each year beginning in 2018.

We place high value on maintaining a positive, transparent, and mutually supportive relationship with our municipal partners. The safety of our first responders remains paramount as we strive to provide a top quality and reliable public safety communications infrastructure.

Cc: Mike Boyce, Chairman
Rob Hosack, County Manager
Sam Heaton, Public Safety Director
Bill Volkmann, Finance Director
Deborah Dance, County Attorney

COBB COUNTY GOVERNMENT DEPARTMENTS - FY2018		RADIOS	SUA II	Core Replacement 2017	ANNUAL MAINTENANCE				TOTAL COST
Department of Public Safety					Infrastructure	Special Infrastructure	Subscribers	Maintenance Total	
	Animal Control	39	\$ 3,459.74	\$ 7,857.95	\$ 7,746.53	\$	5,385.09	\$ 13,131.62	\$ 24,449.31
	Police	1,429	\$ 126,768.36	\$ 287,923.41	\$ 283,840.89	\$	197,315.04	\$ 481,155.93	\$ 895,847.70
	Kennesaw National Park (Cobb PD)	10	\$ 887.11	\$ 2,014.86	\$ 1,986.29	\$	1,380.79	\$ 3,367.08	\$ 6,269.05
	Fire Department (incl FSA)	686	\$ 60,855.91	\$ 138,219.35	\$ 136,259.52	\$ 332,006.23	\$ 94,722.27	\$ 563,988.02	\$ 762,063.28
	Medical Examiner	8	\$ 709.69	\$ 1,611.89	\$ 1,589.03	\$	1,104.63	\$ 2,693.67	\$ 5,015.24
	E911 Center (includes consoles, NICE)	129	\$ 11,443.75	\$ 25,991.69	\$ 25,639.15	\$ 487,214.23	\$ 17,812.20	\$ 530,649.58	\$ 568,085.02
	800 MHz (incl POP25)	387	\$ 34,331.25	\$ 77,975.06	\$ 76,869.44	\$ 14,479.59	\$ 53,436.61	\$ 144,785.64	\$ 257,091.95
	MCS/ Narcotics/ Intelligence	60	\$ 5,322.67	\$ 12,089.16	\$ 11,917.74	\$	8,284.75	\$ 20,202.49	\$ 37,614.32
	Sheriff's Office (includes 2 consoles, VHF Radios, Jail ASR)	867	\$ 76,912.64	\$ 174,688.31	\$ 172,211.37	\$ 24,451.33	\$ 124,867.82	\$ 321,530.53	\$ 573,131.48
Water Department									
	Water Dept divisions (includes 3 consoles)	391	\$ 34,686.09	\$ 78,781.00	\$ 77,663.95	\$ 5,589.12	\$ 53,988.93	\$ 137,242.00	\$ 250,709.10
	Storm Water	8	\$ 709.69	\$ 1,611.89	\$ 1,589.03	\$	1,104.63	\$ 2,693.67	\$ 5,015.24
Department of Transportation									
	Traffic Division	113	\$ 10,024.37	\$ 22,767.91	\$ 22,445.08	\$	15,602.94	\$ 38,048.02	\$ 70,840.30
	McCollum Airport	1	\$ 88.71	\$ 201.49	\$ 198.63	\$	138.08	\$ 336.71	\$ 626.91
	CCT (includes 1 console)	202	\$ 17,919.67	\$ 40,700.16	\$ 40,123.07	\$ 1,863.04	\$ 27,891.98	\$ 69,878.09	\$ 128,467.91
	Fleet Management	17	\$ 1,508.09	\$ 3,425.26	\$ 3,376.69	\$	2,347.34	\$ 5,724.04	\$ 10,657.39
	Community Development	50	\$ 4,435.56	\$ 10,074.30	\$ 9,931.45	\$	6,903.96	\$ 16,835.41	\$ 31,345.27
	Property Management	1	\$ 88.71	\$ 201.49	\$ 198.63	\$	138.08	\$ 336.71	\$ 626.91
	Parks & Recreation	59	\$ 5,233.96	\$ 11,887.67	\$ 11,719.11	\$	8,146.67	\$ 19,865.78	\$ 36,967.41
	District Attorney's Office	20	\$ 1,774.22	\$ 4,029.72	\$ 3,972.58	\$	2,761.58	\$ 6,734.16	\$ 12,538.11
	Senior Services	38	\$ 3,371.03	\$ 7,656.47	\$ 7,547.90	\$	5,247.01	\$ 12,794.91	\$ 23,872.40
	Solicitor's Office	23	\$ 2,040.36	\$ 4,634.18	\$ 4,568.47	\$	3,175.82	\$ 7,744.29	\$ 14,418.82
	Cobb Solid Waste	3	\$ 266.13	\$ 604.46	\$ 595.89	\$	414.24	\$ 1,010.12	\$ 1,880.72
	County Manager	3	\$ 266.13	\$ 604.46	\$ 595.89	\$	414.24	\$ 1,010.12	\$ 1,880.72
	Cobb County Government Voice System Subtotals:	4,544	\$ 403,103.87	\$ 915,552.11	\$ 902,570.34	\$ 865,603.55	\$ 632,584.69	\$ 2,400,758.58	\$ 3,719,414.56
OTHER SYSTEM USERS WHO SIGN LICENSE AGREEMENTS WITH THE COUNTY - FY2018									
	CITY OF ACWORTH								
	City of Austell (Incl 2 consoles)	117	\$ 10,379.21	\$ 23,573.85	\$ 23,239.60	\$ 3,726.08	\$ 15,246.57	\$ 23,239.60	\$ 57,192.67
	City of Kennesaw (Incl 3 consoles)	58	\$ 5,145.25	\$ 11,686.18	\$ 11,520.48	\$ 5,899.63	\$ 45,228.18	\$ 102,687.22	\$ 102,687.22
	City of Marietta	539	\$ 47,815.36	\$ 108,600.92	\$ 107,061.05	\$ 107,061.05	\$ 17,082.10	\$ 107,061.05	\$ 263,477.33
	City of Powder Springs	86	\$ 7,629.17	\$ 17,327.79	\$ 17,082.10	\$ 9,315.20	\$ 75,062.10	\$ 42,039.05	\$ 42,039.05
	Army Corp of Engineers	331	\$ 29,363.42	\$ 66,691.85	\$ 65,746.21	\$	\$ 7,150.65	\$ 7,150.65	\$ 17,597.74
	Cobb Board of Education Campus Police	36	\$ 3,193.60	\$ 7,253.49	\$ 7,150.65	\$	\$ 28,801.21	\$ 28,801.21	\$ 70,879.80
	Kennesaw State University DPS (Police)	145	\$ 12,863.13	\$ 29,215.46	\$ 28,801.21	\$	\$ 25,821.77	\$ 25,821.77	\$ 63,547.41
	Promina - Wellstar Security (emerg rooms, 5 hospitals)	130	\$ 11,532.46	\$ 26,193.17	\$ 25,821.77	\$	\$ 18,075.24	\$ 18,075.24	\$ 44,483.19
	Puckett Ambulance	91	\$ 8,072.72	\$ 18,335.22	\$ 18,075.24	\$	\$ 10,527.34	\$ 10,527.34	\$ 25,907.79
	Metro Atlanta Ambulance	53	\$ 4,701.70	\$ 10,678.75	\$ 10,527.34	\$	\$ 28,006.69	\$ 28,006.69	\$ 68,924.50
	Other System Users Voice Subtotals:	141	\$ 12,508.28	\$ 28,409.52	\$ 28,006.69	\$	\$ 18,940.91	\$ 401,301.81	\$ 959,931.38
	Other System Users Voice Subtotals:	1,925	\$ 170,769.13	\$ 387,860.43	\$ 382,360.89	\$ 18,940.91	\$	\$ 401,301.81	\$ 959,931.38

FY2018 Dept Users_Easy sheet

Total voice radios currently in use on the system:		6,469
Cost Replacement 10 yr Cost	\$	13,034,125.45
Cost Replacement Annual Cost over 10 yrs	\$	1,303,412.55
Core Replacement cost per radio	\$	201.49
SUA II 10 year total cost	\$	4,867,935.00
FY2018 SUA II Annual cost (yr 1)	\$	573,873.00
SUAII cost per radio per year	\$	88.71
2018 System Maintenance cost	\$	1,284,931.24
System Maintenance cost per radio	\$	198.63
2018 Subscriber Maintenance Cost	\$	627,431.45
Subscriber Maintenance cost per radio	\$	138.08
Total cost per radio per year:	\$	626.91
Total cost per radio per month:	\$	52.24
	\$	573,873.00
	\$	1,284,931.24

RADIO SYSTEM TERMINOLGY DEFINED

Core Replacement: This term would include the System Upgrade Agreement II (SUA II) plus Ancillary Equipment.

System Upgrade Agreement II (SUA II): The process which allows for the upgrade of all ASTRO P25 7.x equipment and software on a scheduled basis. Hardware components are replaced based on a variety of factors including but not limited to commercial availability and version compatibility. This does not cover Ancillary Equipment. SUA II can be a contractual long term agreement that helps maintain pricing while allowing budgeting to occur over a longer period of time.

Ancillary Equipment: Physical equipment deemed necessary for the operation of a Radio System. This equipment is often provided from 3rd party sources and can include Generators, HVAC, Towers and Lighting systems, Buildings and Antenna systems.

Annual Maintenance Agreement: Provides for the repair or replacement of equipment due to malfunction not related to physical damage or upgrade requirements. This can include infrastructure equipment as well as subscriber equipment. Preventative Maintenance routines are included in this agreement.

Subscriber Equipment: This is equipment issued to Field Users such as Portable (handheld) radios, Mobile (vehicular) radios, Control Stations and Consoles (desk radios).