

Resolution #25-0157  
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**RESOLUTION AWARDING A CONTRACT FOR  
POLICE VEHICLE UPFITS**

**WHEREAS**, due to the unacceptable performance of the current contract by Mobile Communications America, Inc. and that the contract ends June 30, 2025, the Police Department requested a new contract be bid out to upfit the newly arrived sixty police vehicles; and

**WHEREAS**, after due advertisement, bids were received and publicly opened by the City/County Purchasing Department at 10:00 a.m., March 24, 2025, for Vehicle Lighting & Internal Equipment for the upfit of sixty 2025 Ford police vehicles. The following bids were received:

	<u>City/State</u>	<u>Total Bid</u>
Batteries of NC, LLC	Lillington, NC	\$ 889,103.40
Brooks Network Services, LLC	Gibsonville, NC	1,094,679.60
Mobile Communications America, Inc.	Spartanburg, SC	1,060,687.80

**WHEREAS**, Batteries of NC, LLC has not demonstrated themselves as a responsible bidder due to multiple past performance issues, including slow warranty claim resolution and amount of non-working lighting packages, which take vehicles out of service for extended periods of time; and

**WHEREAS**, Batteries of NC, LLC offered a lower equipment price due to a Sourcewell cooperative group contract with substituted equipment that may be of lesser quality, and also will charge \$650 per vehicle [adds \$39,000] to transport to their location two hours away unless the City will deliver and pick up, where the latter option will prolong the time until vehicles are in service; and

**Winston-Salem City Council**  
**APPROVED**  
**May 19, 2025**

**WHEREAS**, the current contract holder, Mobile Communications America, Inc. has not demonstrated themselves as a responsible bidder by being months late in finishing the last set of vehicle upfits, and those vehicles ended up being taken to another vendor; and

**WHEREAS**, the Police Department recommends awarding this contract to Brooks Network Services, LLC, as the remaining lowest, responsible bidder, and who is a preferred installer of the specified equipment, has solid performance references, and whose Public Safety Division has the staffing and facility to handle a large volume contract such as this; and

**WHEREAS**, terms of the bid specify a five-year contract which may be renewed annually if both parties agree and funds are available for this purpose, with a CPI-U increase allowed at each renewal; however, the City does not purchase sixty police vehicles each year, so future expenditures will vary based the amount of vehicles needing upfit or repair.

**NOW, THEREFORE, BE IT RESOLVED** by the Mayor and City Council of the City of Winston-Salem, upon approval by the Finance Committee, that the contract for Police Vehicle Upfits is hereby awarded to Brooks Network Services, LLC, in the not-to-exceed amount of \$1,094,679.60, and that the contract may be renewed annually under the terms of the bid.

**BE IT FURTHER RESOLVED** that the award of this contract constitutes a preliminary determination as to the qualifications of the bidder. The City is not legally bound to perform the contract until the contract is duly executed by the City.

**BE IT FURTHER RESOLVED** that the equipment will be purchased under the City's leasing program as a FY 2024-25 capital budget expense, and the labor will be funded by the Police Department's FY 2024-25 capital operating budget.