

City Council – Action Request Form

Date: November 9, 2020

To: Mayor, Mayor Pro Tempore and Members of the City Council

From: Damon Dequenne, Assistant City Manager
 Donna Woodson, General Manager WSTA
 Toneq McCullough, Transportation Director
 Jerry Bates, Purchasing Director

Council Action Requested:
 Resolution Awarding Contract for Two-Way Radio System

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: No



Summary of Information:

The Winston-Salem Transit Authority (WSTA) has the need to replace the existing two-way radio system and equipment for WSTA buses, handheld radios, and radio console. Per bid specifications, the system and equipment must include all proven hardware, software, and services needed in order to implement a complete and fully functional digital radio system.

Bids were received October 15, 2020, for the purchase and installation of a complete two-way radio system per bid specifications which included a standard 3-yr warranty or optional 5-yr warranty and the following bids were received:

	City/State	Base Bid 3-yr Warranty	Base Bid 5-yr Warranty
Mobile Communications, Inc.	Winston-Salem, NC	\$413,588.14	\$428,078.14
Motorola Solutions, Inc.	Winston-Salem, NC	470,943.01	486,066.00
Reisenweaver Communications, Inc.	Winston-Salem, NC	621,823.00	758,535.00

It is recommended that a contract for the purchase and installation of a complete two-way radio system per bid specifications including the optional 5-yr warranty be awarded to Mobile Communications, Inc., the lowest responsive, responsible bidder, for the total cost of \$428,078.14.

Committee Action:

Committee	Finance 11/9/2020	Action	Approval
For	Unanimous	Against	

Remarks:

The total award amount of \$428,078.14 would be funded 80% or \$342,462.51 by Federal Transit Administration (FTA) Section 5307 FTA- 5307 Capital and Operating Grants and the Winston-Salem match of 20% or \$85,615.63 would be available in the WSTA fund.

The recommendation for the purchase and installation of a complete two-way radio system per bid specifications including the optional 5-yr warranty was approved by the Winston-Salem Transit Authority Board of Directors (Exhibit B) at the meeting held October 29, 2020

M/WBE comment: This project was advertised on the City and State websites, in the Winston-Salem Journal and three businesses were notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB and DBE businesses weekly. See Exhibit A for a complete list of businesses that were notified of the bidding opportunity and the workplace demographics for Mobile Communications, Inc.