

Radio System User Equipment Replacement Proposal



Jim Junkins

**Director of
Emergency Communications**



The Need

Must Accelerate Replacement
of all Two-Way User Radios

- 3,000 Radios Total
- 775 City Radios
- 460 “Shared Services” Radios

Why Replace Radios?

- 10+ Year Service Life
- Technology Obsolescence
- Parts Availability
- Compatibility with System Upgrade

Must Accelerate the Replacement Plan

- Originally FY2018 & FY2019
- Delayed to FY2019 & FY2020
- Problem encountered with transition to new System.

The Replacement Plan

- Receive All Radios Now
- Continue Transition to New System
- Significant Pricing Incentives
- No expenditures until July 2018
- Spread Payments over FY2019 and FY2020
- No Interest

By The Numbers

- Total Project Cost..... \$6,855,000
 - City Only.....\$2,100,000
 - County Only.....\$2,850,000
 - Others.....\$630,000
 - Joint Services Radios.....\$1,275,000

(ECC, Sheriffs Office, Jail, Harrisonburg Rescue Squad)

The City's Numbers

- City Departments' Radios.....\$2,100,000
- Joint Services Radios.....\$637,500

- Total City Investment.....\$2,737,500

(2016 City projection = \$4,700,000)

Savings

Original Estimate.....\$10,000,000

Current Quote.....\$6,855,000

- 46% Savings
- No interest loan brokered my radio manufacturer.
- Spread payment over 2 fiscal years

Why does the City pay the entire Invoice?

The City is the HRECC fiscal agent

1. HRECC (City) issues \$6,855,000 purchase order
2. Radio Manufacturer invoices HRECC
3. HRECC pays total Invoice over 8 payments
4. HRECC invoices individual user agencies
5. Agencies pays HRECC
6. HRECC Deposits Revenue to City Treasurer

Funding Request

- Total Expenditure.....\$6,855,000
 - Starting July 2018, 8 equal payments (\$856,875)
- Actual City Expense.....\$2,737,500
- City Reimbursed*\$4,117,500

**Neutral Cash Flow*

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