



# Cumberland County

142 Federal St  
Portland, ME 04101

## Position Paper

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**File #:** 23-087

**Agenda Date:** 9/11/2023

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**Title For Agenda Item:**

Authorization for the County Manager to award the bid submitted by Radio Communications Management, Inc. of Portland, Maine for the Cumberland County Regional Communications Center "Radio Infrastructure End of Life Upgrade" \$1,766,930 of ARPA funding for the purchase of a P25 capable radio system and \$1,000,000 of Federal Earmark Funding for the purchase of mobiles and portables.

**Recommended Action:**

Award the radio bid submitted by Radio Communications Management, Inc. of Portland, Maine for the Cumberland County Regional Communications Center "Radio Infrastructure End of Life Upgrade".

**Background and Purpose of Request:**

**Staff Contact:** Melinda Fairbrother-Dyer, 911 Director

**Background & Purpose of Request:**

For the past three years, the County's radio maintenance vendor has brought to staff's attention that the current radio system is coming to its end of useful life. Maintaining the system, through an annual maintenance contract, will no longer be offered in the coming year(s) and the County should be exploring the replacement of the system.

On February 15, 2022 the Cumberland County Regional Communications Center Board of Directors recommended a list of approx. 12 public safety personnel who would sit on an Advisory Committee and become "radio experts" in order to advise the Board of Directors on a future stance.

Beginning in March 2022 the CCRCC Radio Committee met several times over the course of a year and a half to work through a better understanding of what radio platform would suit Cumberland County and their stake holder best as we grow into the future.

The determination was that in order to remain "flexible" the County should partner with a system that would allow access to all three platforms: Analog, P-25, and DMR.

On October 27, 2022 the County partnered with Communications Consulting Group to assist the county with making the best decision on replacement of end of life equipment and future infrastructure needs.

On May 27, 2023 a Request for Proposals (RFP) was sent out by Finance Director Alex Kimball at my request.

On June 23, 2023 a mandatory pre-bid meeting was held. In attendance were two potential vendors.

Proposals were due on 21 July 2023, Radio Communications Management (RCM) was the only proposal received.

RCM responded with several pricing options as requested in the RFP.

**P25 Option (Federal Government standard)**

\$1,493,318.00 Phase 1- P25 (9) sites transmit and receive, analog only, redundant voter sites, does not include extended warranty and maintenance. Extended warranty and maintenance will be budgeted annual and not paid up front.

\$273,612.00 Phase 2- P25 Add P25 to (1) channel at (9) sites and add hot stand-by to (4) microwave paths.

\$492,961.00 Phase 3- P25 Add (2) new sites in Freeport and Scarborough with P25.

Phase 1 & 2 Total \$1,766,930.00

Phases 1, 2 & 3 Total \$2,259,891.00

**DMR Option (a digital platform)**

\$1,493,318.00 Phase 1- DMR (9) sites transmit and receive, analog only, redundant voter sites Does not include extended warranty and maintenance. Extended warranty and maintenance will be budgeted annual and not paid up front.

\$284,637.00 Phase 2- DMR Add DMR to (1) channel at (9) sites and add hot stand-by to (4) microwave paths.

\$479,580.00 Phase 3- DMR Add (2) new sites at Freeport and Scarborough with DMR.

Phase 1 & 2 Total \$1,777,955

Phases 1, 2 & 3 Total \$2,257,535

In August 2023 the CCRCC Board of Directors accepted the letter of support submitted by the Cumberland County Radio Committee. The letter made the following recommendation:

"To support the County in upgrading the existing radio infrastructure with one that will allow the necessary growth for the County while maintaining flexibility to respond to the needs of partnering Police, Fire, EMS agencies alike. It is the desire of the Cumberland County Radio Committee to support the direction of an upgraded system that is capable of an Analog, DMR Digital, or P-25 Digital platform in order to remain flexible for the immediate future. The Committee would like to see the County migrate to the use of the P-25 Phase I Conventional platform with the desire to evolve to a P-25 Phase II Trunking radio platform within 5-7 years."

A P25, Phase 1 Linear Simulcast (LSM) specifically, is better suited for the needs of Cumberland County due to its inherent design. In comparison to DMR the P25 Phase 1 LSM offers better timing and site diversity for large scale communications systems, enhanced encryption options, and an industry standard that was designed specifically for the Public Safety Industry. While the entry into the DMR market may appear less expensive, the additional number of RF sites that would be required to provide the same level of coverage that a P25 Phase 1 LSM system offers could potentially double the cost of a system that covers this size geographic area.

**Award Request:**

Staff bring forth a request to the County Commissioners that the Commissioners award the Radio Bid to Radio Communications Management, Inc, of Portland, Maine in the amount of \$1,766,930 for the P25 Phase I & Phase II. Said funding shall come from the County's ARPA funding

The bid also included pricing for mobiles and portables that will be distributed out to the member communities. Funding for the mobiles and portables will come from a one-million-dollar federal set-a-side that was obtained by the County through Senator Collins' and Senator King's offices. The purchase and distribution of these devices will play significant dividends in fully implementing the radio system to P25 in the year(s) to come. See attachment for Subscriber Equipment Pricing

**Funding Amount and Source:** \$1,766,930 for the purchase of a P25 capable radio system

- ARPA funding

\$1,000,000 for the purchase of mobiles and portables in accordance to the pricing table within the RCM contract for hardware and licensing.

- Federal set-a-side

**Attachments:**

- Request for Proposal Amendment #1
- RCM Phased pricing sheet
- Radio Committee Letter to the Board of Directors
- Subscriber Equipment Pricing