

Yamhill County Transit Area (YCTA)

To: Board of Directors-Commissioners
From: Cynthia Thompson, Transit Manager
CC: Laura Tschabold, Christian Boenisch, Rick Olson, Crystal Cox, Keri Hinton
Date: December 6, 2017
Re: Board Action Items for YCTA

YCTA TRANSIT ACTION ITEMS FOR THE BOARD OF DIRECTORS-COMMISSIONERS

Week of December 11-15, 2017

**Purchase Grant Funded
Mobile Radio System for
YCTA**

\$24,989.29 (hardware, equipment,
installation)

(Cost detail-Attachment A)

\$16,396.80 (2-year service
agreement)

Purchase and installation of thirty-five (35) digital NXDN UHF mobile radios and associated accessories, four (4) NXDN UHF portable radios and associated accessories, and one (1) digital NXDN UHF mobile radio and associated accessories for the dispatch station. 2-year capitalized annual service agreement.

Background Info:

YCTA received an STF Discretionary Grant to purchase updated technology for the fleet. One key component of the grant is replacing YCTA's outdated analog radios with a new digital system to improve coverage throughout the district.

YCTA conducted an informal bid process according to YCTA purchasing guidelines which adheres to FTA/ODOT purchasing requirements for federal and state funding.

In July 2017 an email and informal bid form was sent to three interested vendors with a deadline of August 4, 2017. YCTA received two bids, one from YCTA's current provider Superior Communications and one from Silke Communications. Both vendors tested their digital systems on YCTA buses. The tests were completed by September 30, 2017. First Transit General Manager reported better clarity and sound quality on Silke's radios during the test, yet noted that Superior does not have proposed new towers in place. YCTA contacted references provided by both vendors and copies of questions and responses are attached. Silke provided four references and Superior two references. The bids were competitive for the hardware, equipment and installation; Silke \$24,989, Superior \$30,459. The most noticeable cost difference in the bid proposals was the annual service agreement expense. (Attachment A- cost comparison)

If grant funding allows, YCTA will capitalize the service agreements for 2 years.

The following factors influenced vendor selection resulting in this recommendation;

- 1.) Cost: hardware and annual service agreements
- 2.) Coverage: clarity and quality of radio sound and ability to communicate from any location within the YCTA district
- 3.) Ongoing customer service support

B.O. 17-514

Cost is not the only factor to be considered when making a decision for a new radio system for YCTA. It is very important that the radio system has clarity and the radios work from any area in the district. 24/7 customer service is also important so when there are problems with the radios or the system, someone can be reached anytime day or night and response time is quick so service can be restored promptly.

Superior has done a relatively good job providing customer service when needed. Yet, I'm not convinced Superior is able to provide the same level of customer service as Silke to meet YCTA demands long term. A primary area of concern for me is having sufficient radio towers to provide the coverage and clarity necessary. Superior has indicated they plan to place additional towers, yet it seems unlikely that this single radio contract is sufficient to ensure that Superior place these towers. Since 2015, Superior has referenced plans to place additional towers and they have not been installed to date. Without them, it is unlikely that the system will have the clarity and coverage YCTA requires.

Silke has a robust system with a current inventory of 46 digital tower sites throughout Oregon. They own some of their towers and lease others including some of Superior's sites. Their service provides the opportunity for interconnectivity with any entity using their system. (i.e. Salem/Keizer Cherriots, Spirit Mountain Casino, coastal transit providers etc.) This could be important to the County's emergency and disaster initiatives. Silke offers 24/7 customer service support. Assuming YCTA continues to mature and grow as a transit provider, it is important to have vendors with the capacity to provide 24/7 customer service support. Superior has been a good vendor and has kept YCTA's current radio system going even though it is outdated. This has been a very difficult decision, but it is my opinion that Silke offers the best long-term communications solution for YCTA.

Board Action Requested: Staff recommends Board approval to purchase mobile digital radios, associated hardware, accessories and 2-year annual service agreement from Silke Communications.

Accepted by Yamhill County
Board of Commissioners on
12-21-17 by Board Order
17514

ATTACHMENT A

VCTA Radio Purchase Cost Comparison

	Silke				Superior				Difference
		Qty	Unit Price	Total	Qty	Unit Price	Total		
Bus radio	35	\$478.80	\$16,758.00		35	\$559.00	\$19,565.00		
Bus Antenna	35	\$0.00	\$0.00						
Bus Cabling Kit	36	\$0.00	\$0.00		36	\$0.00	\$0.00		
Connector	36	\$0.00	\$0.00		36	\$0.00	\$0.00		
Misc Parts/Radio	35	\$0.00	\$0.00		35	\$0.00	\$0.00		
Tune and Program Radio/hour*	10	\$115.00	\$1,150.00		10	\$0.00	\$0.00		\$1,657
Sub-Total			\$17,908.00				\$19,565.00		
Portable radio Package	4	\$482.65	\$1,930.60		4	\$549.00	\$2,196.00		
Base Station Radio	1	\$507.50	\$507.50		1	\$529.00	\$529.00		
Base Station Antenna	1	\$0.00	0		1	\$0.00	\$0.00		
Base Station Cabling	100	\$0.00	0		100	\$0.00	\$0.00		
Base Station Power Supply	1	\$143.19	\$143.19		1	\$399.00	\$399.00		isn't shown on quote form
Sub-Total			\$2,581.29				\$3,124.00		\$543
Installations*	36	\$125.00	\$4,500.00		35	\$222.00	\$7,770.00		
Service Agreement (Radio Tower Svc.)(12 months)	12	\$683.20		\$8,198.40	12	\$468.00		\$5,616.00	
Service Agreement (Equipment) (Optional -12 months)	12	\$292.00		\$292.00	12	\$199.10		\$199.10	
Sub-Total			\$4,500.00	\$8,490.40			\$7,770.00	\$5,815.10	\$2,675
Monthly System Costs (12 months)**									
Total Hardware-Equipment-Installation			\$24,989.29				\$30,459.00		\$5,469.71
Installation									
1 year service contract			\$8,198.40				\$ 5,616.00		
2 year service contract			\$16,396.80				\$ 11,232.00		
Total - 1 year			\$33,187.69				\$36,075.00		
Total - 2 year			\$41,386.09				\$41,691.00		
Deduct Rebate for old radios- only Silke proposed this			\$1,615.00						
TOTAL			\$39,771.09				\$41,292.00		\$1,520.91