



CITY OF HAMILTON

**HAMILTON EMERGENCY SERVICES
Fire Division**

TO: Mayor and Members General Issues Committee	WARD(S) AFFECTED: CITY WIDE
COMMITTEE DATE: November 14, 2011	
SUBJECT/REPORT NO: Motorola FSA4000 Fire Station Alerting Implementation (HES11017) (City Wide)	
SUBMITTED BY: Robert (Rob) Simonds Fire Chief Hamilton Emergency Services	PREPARED BY: Phil Thorburn Ext. 7120 Mike Kirkopoulos Ext. 3378
SIGNATURE:	

RECOMMENDATION

That the Fire Chief or his designate be authorized to expand the scope of the previously approved (Report HES08004 (a)) multi-year, single source contract for the upgrade of the Corporate Trunked Radio System with the incumbent vendor, Motorola Solutions Canada Inc., to include the Motorola FSA4000 Fire Station Alerting System which is an add-on to the current project's radio infrastructure at a one time cost of \$580K that would be funded from previously approved capital projects (7800951900 - Corporate Trunk Radio Upgrade Project and 7400651603 - Station Alerting Replacement).

EXECUTIVE SUMMARY

Hamilton Fire Service identified the need in 2006 to look at doing upgrades to current system to reduce the monthly operating costs through the elimination of leased bell lines for the Fire Station Alerting System. In 2008, with the opening of Fire Station #20 in Ancaster it became apparent that the City was facing an end of life issue with the current version of the system and as such any further additions to the system would require a significant upgrade. This system is utilized by Fire Dispatch to alert the fire station/personnel of alarms that they are required to respond to. This system provides alerts tones, operates some ancillary equipment (i.e. pedestrian warning lights) and

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provides an audio path so the details of the alarm can be provided to responding crews in a timely manner.

The current version of the Fire Station Alerting System now being utilized was implemented in 1995 with the current SMARTNET Trunk Radio Infrastructure and is no longer supported by the manufacturer and as such any changes to the system such as the addition of new stations would require significant upgrades to the existing system.

Moving forward with the recommended Motorola FSA4000 Fire Station Alerting solutions as an add-on to the current Corporate Radio Upgrade Project will allow for the City to:

- Complete a timely refresh of fire station alerting infrastructure as work would be completed by resources already deployed to complete the Trunk Radio Upgrade,
- Maximize its current investment in critical radio communication infrastructure by taking advantage of existing system capacity,
- Provide a fully redundant communications architecture between fire stations and fire dispatch utilizing the City's IS network and Corporate Radio System – Integrated Voice and Data Overlay
- Allow for continued NFPA compliance which requires continuous monitoring of communications link between Fire Dispatch and each Fire Station
- Manage ergonomic issues and reduces hardware costs in Fire Communications by allowing the Motorola FSA solution to run on the current radio console hardware
- Reduces monthly operating costs for Fire Communications by eliminating the need to lease expensive dedicated copper lines from Bell Canada

Alternatives for Consideration – See Page 3

FINANCIAL / STAFFING / LEGAL IMPLICATIONS (for Recommendation(s) only)

Financial: There is an increase to the contract value of \$580K which will be funded from previously approved capital funding (7800951900 - Corporate Trunk Radio Upgrade Project and 7400651603 - Station Alerting Replacement).

Staffing: None

Legal: None

HISTORICAL BACKGROUND

During the design/engineering of the Corporate Radio Upgrade Project, Motorola's Fire Station Alerting Solution was reviewed to see what advantages existed if this solution was implemented to replace the existing fire station alerting solution. Based on the

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outcome of the review, staff is requesting permission to expand the scope of the multi-year single source contract with Motorola Solutions Canada Inc. to include the implementation of the Motorola FSA4000 Fire Station Alerting System as is provided for in the purchasing policy noted below.

POLICY IMPLICATIONS

Purchasing Policy #11 – Section 4.11 (1) (d) When a single source for the supply of a particular Good and/or Service is being recommended because it is more cost effective or beneficial to the City.

Purchasing Policy # 11 - Council must authorize any requests for negotiations with a single source as set out in Section 4.11 (1)(d) of this policy, where the value of proposed procurement is \$250,000 or greater.

RELEVANT CONSULTATION

Corporate Services Department, Financial Services Division, Purchasing Section
Corporate Services Department, Financial Budgets & Finance Division

ANALYSIS / RATIONALE FOR RECOMMENDATION

Purchasing Policy #11 – Section 4.11 (1) (d) When a single source for the supply of a particular Good and/or Service is being recommended because it is more cost effective or beneficial to the City.

Purchasing Policy # 11 - Council must authorize any requests for negotiations with a single source as set out in Section 4.11 (1)(d) of this policy, where the value of proposed procurement is \$250,000 or greater.

During a review of Motorola's Fire Station Alerting System, it was noted that implementing this solution during the upgrade would lead to a cost-effective implementation due to being able to take advantage of resources that are already deployed in the field, manage ergonomic issues within the Fire Communications Centre and reduce monthly operating costs by leveraging communications infrastructure.

ALTERNATIVES FOR CONSIDERATION

A formal request for proposal (RFP) process can be initiated to facilitate obtaining a vendor to upgrade the Fire Station Alerting Infrastructure. This will most likely result in increased costs as a result of having to hire a consultant to write a formal RFP; and, if the Motorola was not awarded the contract, additional hardware would be required to implement the fire station alerting solution. In addition, it would be unknown whether

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another tendered solution would be able to take advantage of the data connectivity offered by the upgraded Corporate Radio Infrastructure which could lead to addition on-going connectivity charges.

CORPORATE STRATEGIC PLAN

Focus Areas: 1. Skilled, Innovative and Respectful Organization, 2. Financial Sustainability, 3. Intergovernmental Relationships, 4. Growing Our Economy, 5. Social Development, 6. Environmental Stewardship, 7. Healthy Community

Skilled, Innovative & Respectful Organization

- ◆ A culture of excellence
- ◆ More innovation, greater teamwork, better client focus
- ◆ An enabling work environment - respectful culture, well-being and safety, effective communication

Financial Sustainability

- ◆ Effective and sustainable Growth Management
- ◆ Delivery of municipal services and management capital assets/liabilities in a sustainable, innovative and cost effective manner

Intergovernmental Relationships

- ◆ Maintain effective relationships with other public agencies

Growing Our Economy

- ◆ An improved customer service

APPENDICES / SCHEDULES

Not Applicable