

REPORT TO CITY COUNCIL

DATE: FEBRUARY 9, 2022

TO: HONORABLE MAYOR AND MEMBERS OF THE CITY COUNCIL

FROM: NATHAN HAMBURGER, CITY MANAGER

BY: LOUIS CELAYA, DEPUTY CITY MANAGER

SUBJECT: AUTHORIZE PURCHASE OF VERY SMALL APERTURE TERMINAL (VSAT) EQUIPMENT FROM MACKAY COMMUNICATION INC. – SANTA MONICA MOUNTAINS CONSERVANCY EMERGENCY OPERATIONS WILDFIRE RESILIENCY GRANT

In April of 2021, the City of Agoura Hills was awarded an Emergency Operations Wildfire Resiliency grant from the Santa Monica Mountain Conservancy (SMMC) to use toward assisting the City with its fire resiliency efforts. Of several elements approved for grant funding, the purchase of Very Small Aperture Terminal (VSAT) equipment to assist with its continuing efforts to enhance communication was included. VSAT technology affords the City the ability to communicate via satellite technology in the event all other forms of the communication network fail (i.e., down phone and internet systems, etc.).

VSAT technology will allow the City to be mobile in the event the City's emergency operation center must be vacated, and relocated to another location while still affording it the ability to continue to establish communications with other respective response agencies. The VSAT equipment is portable, and can be mounted a vehicle or left stationary on the ground. The proposal also includes an additional year of Mobile Emergency Response services (air time) for the VSAT equipment.

City staff prepared a Request for Qualification/Request for Proposal bid package to solicit proposals from respective companies specializing in VSAT technology. The bid package was released in December 2021 via the City's electronic bid process, and the City received two prospective bidders for this RFQ/RFP:

Company	Cost
MacKay Communication Inc.	\$45,784.95
Technology International, Inc.	\$111,850.00

Staff reviewed the proposal submitted and concluded that MacKay Communications was responsive to the request and best met the needs for the City. Additionally, the City has utilized MacKay Communications in the past for other communication equipment and their staff is thoroughly knowledgeable, responsive and available for assistance with inquires.

inquires. It should be noted that while the second proposer did provide a bid, the package was absent of other requested information.

The funding for this equipment is available via the SMMC Emergency Operations Wildfire Grant as an approved expenditure, but will require the City Council's authorization for additional budgetary funding to purchase the equipment that will be reimbursed from the grant via a payment request.

Should the City Council authorize the purchase, staff will begin the coordination of work needed to commence the purchase. It should be noted per the MacKay Communications, lead time for receipt of the equipment will be 2-3 months as a result of supply chain challenges.

RECOMMENDATION

Staff respectfully recommends the City Council authorize the purchase of the Very Small Aperture Terminal (VSAT) equipment from Mackay Communications Inc., in the amount of \$45,784.95, and appropriate \$45,784.95 from the Fund 260, Fire Grant.

Attachment: Mackay Communication Invoice/Order



Mackay Communications, Inc.

3691 Trust Drive
Raleigh, NC 27616-2955

+1 919 850 3100 (phone)
+1 919 954 1707 (fax)

QUOTATION

Quote No. SOO5500018
Customer ID 520086
TAX / VAT Nbr: Not On File
Seller: HENEGAR

BILL TO:	SHIP TO:
City of Agoura Hills Louis Celaya 30001 Ladyface Ct Agoura Hills, CA 91301 Phone: 818 597-7314	City of Agoura Hills Louis Celaya 30001 Ladyface Ct Agoura Hills, CA 91301 Phone: 818 597-7314

Notes:

ORDERED BY		PO / RFQ #	SHIP VIA	QUOTED BY
			BESTWAY	Rick Henegar Email: Rick.Henegar@MackayComm.com
QUOTE DATE	EXPIRATION DATE	TERMS	F.O.B. POINT	
1/3/2022	3/4/2022	Net 30 Days	Origin	

PART NUMBER & DESCRIPTIO	QUANTITY	UNITS	UNIT PRICE	EXTENDED PRICE
N408158A-51013 Explorer 8120 Ku (w/o BUC)	1.00	EA	26,500.00	26,500.00
NJRC NJT8318UFMR 8W Ku-Band BUC	1.00	EA	2,200.00	2,200.00
NJRC NJR2842A3 Ku-Band PLL LNB	1.00	EA	110.00	110.00
K0000212-0003 iQ 200 Rackmount Satellite Modem (AC)	1.00	EA	2,175.00	2,175.00
MA3-0900120B-NNA Router w/ WiFi no AC PSU or Antennas, North America	1.00	EA	1,149.95	1,149.95
MM-D-DS2SQ-03B-15 LTM502 Multi-Band 5-Cable CEL/LTE MIMO WiFi & GPS	1.00	EA	239.00	239.00
AIRTIME Satellite Airtime Service	12.00	EA	448.00	5,376.00
Notes: Premium Mobile Emergency Response Package includes the following - 10 Day Allowance Plan, any 10 days in a month (Unlimited usage during these days) -- Monthly Airtime plan with speeds up to 20 Mbps x 5 Mbps - Overages are \$50 / day, starting on day 11 of the month. - Access to 2 satellites in the sky, East and West Coasts. - Access to user web based portal, manage & monitor usage, setup email alerting, statics, location mapping and more. Note : Quote is for 12 months of service. Overages are billed starting on day 11 of the month.				
AIRTIME Satellite Airtime Service	12.00	EA	36.00	432.00
Notes: Unlimited monthly voice minutes per VOIP phone #.				
FRT Freight billed to Customer	1.00	EA	1,795.00	1,795.00



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<p>Item availability subject to change.</p> <p>Shipping charges and tax may not be included in the quote. Shipping charges will be added unless a DHL, Purolator, FedEx, or UPS account number is supplied. Applicable Sales Tax will be added unless a Tax Exempt Certificate is</p>	<p>Thank you for choosing Mackay!</p> <p>Quote Expires In: 60 Days DUNS: 16-149-5775 FIN: 56-1550100 Please remit including all bank charges.</p>	<p>TOTAL \$ 39,976.95</p>
<p>Created By: RHENEGAR 1/3/2022</p>	<p>Currency in: US Dollar</p>	



Mackay Communications, Inc.

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Raleigh, NC 27616-2955

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QUOTATION

Quote No. SOO5500616
Customer ID 520086
TAX / VAT Nbr: Not On File
Seller: HENEGAR

BILL TO: City of Agoura Hills Louis Celaya 30001 Ladyface Ct Agoura Hills, CA 91301 Phone: 818 597-7314	SHIP TO: City of Agoura Hills Louis Celaya 30001 Ladyface Ct Agoura Hills, CA 91301 Phone: 818 597-7314
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Notes:

ORDERED BY		PO / RFQ #	SHIP VIA BESTWAY	QUOTED BY Rick Henegar Email: Rick.Henegar@MackayComm.com
QUOTE DATE 1/25/2022	EXPIRATION DATE 3/26/2022	TERMS Net 30 Days	F.O.B. POINT Origin	

PART NUMBER & DESCRIPTION	QUANTITY	UNITS	UNIT PRICE	EXTENDED PRICE
Q-PRICE Quoted Price Notes: VSAT Airtime Service for year two.	0.00	EA	0.00	CANCELLED
AIRTIME Satellite Airtime Service Notes: Premium Mobile Emergency Response Package includes the following - 10 Day Allowance Plan, any 10 days in a month (Unlimited usage during these days) -- Monthly Airtime plan with speeds up to 20 Mbps x 5 Mbps - Overages are \$50 / day, starting on day 11 of the month. - Access to 2 satellites in the sky, East and West Coasts. - Access to user web based portal, manage & monitor usage, setup email alerting, statics, location mapping and more. Note : Quote is for 12 months of service. Overages are billed starting on day 11 of the month.	12.00	EA	448.00	5,376.00
AIRTIME Satellite Airtime Service Notes: Unlimited monthly voice minutes per VOIP phone #.	12.00	EA	36.00	432.00

Item availability subject to change.	<p>Thank you for choosing Mackay!</p> <p>Quote Expires In: 60 Days DUNS: 16-149-5775 FIN: 56-1550100 Please remit including all bank charges.</p>	<p>TOTAL \$ 5,808.00</p>
Shipping charges and tax may not be included in the quote. Shipping charges will be added unless a DHL, Purolator, FedEx, or UPS account number is supplied. Applicable Sales Tax will be added unless a Tax Exempt Certificate is		