

Commissioners:

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Chairman

TONY R. MUSSARE
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**Minutes of the Meeting of
December 31, 2018
Board Room, Executive Plaza
Pine Street, Williamsport**

Commissioner McKernan - Present
Commissioner Mussare - Present
Commissioner Mirabito - Present

Solicitor Wiley - Present

1.0 OPERATIONS

1.1 CONVENE COMMISSIONERS MEETING. Mr. McKernan convened the Commissioners Meeting 10:12 a.m.

1.2 APPROVE THE MINUTES OF THE PREVIOUS MEETINGS.

1.3 RECEIVE PUBLIC COMMENTS (AGENDA ITEMS ONLY). Mr. McKernan opened the floor to public comment on agenda items only, and none were received.

2.0 ACTION ITEMS

2.1 APPROVE PROFESSIONAL SERVICES AGREEMENT WITH MOTOROLA SOLUTIONS INC. A motion by Mr. Mussare and seconded by Mr. Mirabito and passed (2-1), approved to purchase communication system and Motorola will sell the System and Services as described in the contract.

Mr. Mussare provided a summary of the events and meetings of their working relationship with MCM. See attached notes for the summary. We have a large County and not a lot of people. There is a definite need to have adequate radio coverage. Dec 2020 will mark the end of life cycle for the Quantar radio system. How will the new system work with our old system? John Yingling - There are eight public safety graded towers strategically placed over 1200 square miles, some are shared with the Commonwealth of PA these towers were place to provide the best possible coverage for the hand held radios and to best facilitate interoperability.

Mr. Mussare- Can you please explain your recommendation of analogue over digital? Flash point capabilities?

- Mr. McGrady – Analog is an older based signal, digital does cover further.
Lycoming County’s surrounding counties still use analogue, an upgrade to digital at a later date will be software driven. Flashpoint capabilities means software updates instead of updating hardware which is less expensive.
- Mr. Mussare reviewed times when law enforcement needed working equipment and were faced with the challenges of dead zones.
- Jeffrey Hutchins – explained the difficulties of dead zones, when he had to hold his radio outside of an ambulance to find a signal to call for a second one.
- Mr. Mussare continued with his questioning of the contract asking where the Master site will be. He was told the 911 Center. He expressed his concerns of the recent investment in Microwave technology in 2014 and how that technology will be integrated in to the new system.
- John Yingling – It’s like a phone line in the sky. Microwave technology was at the end of its life cycle. It was updated and is good for 15 more years, and it is compatible with the Commonwealth of PA’s communication system, enhancing interoperability.
- Mr. McGrady presented that he has worked for the County for over ten years in different capacities/projects with their communications systems. Just a completed a \$26.5 Million dollar communications projects for Erie County, another for \$21 million with Luzerne County. He meets with Vendors twice a year to get the best prices. The \$700K+ costs savings came from Motorola Corporate Headquarters for being Lycoming County being a valued customer and part of a big sale at the end of the year
- Mr. Mussare agreed with Mr. McKernan that this has place the County between a rock and hard place. Without an RFP, signing this contract would eliminate the RFP process.
- Mr. McKernan stated the agreement locks in the pricing; we have the option to terminate the contract in the next 60 days, if we want to do an RFP. We have until March 1st.
- Mr. Mirabito, I absolutely support the need for a new radio system, I supported it when I came into office, and I support it now and will continue to support acquiring a new radio system. It is not an issue for me, we need it. We are signing a \$4.1 million – no bid project. Our experience has shown that we can do better than a state procurement. Lycoming County paid you \$435k on your contract, you were the consultant and you were going to do an RFP. A blind RFP allows the other companies to put in their best price. We are spending \$4.1 million dollars; we should do a RFP and our due diligence. Dec 20th, we got this great end of the year discount. Dec 27th you explained, Mr. McGrady, you could put out a 4 month RFP, and leave it out for 90 days. If you got the contract on Nov 11th, why did you wait until Dec 20th to get it to us? That is a concern to me. I understand this contract is not going to break Motorola. It would have been more prudent if we had received the contract on Nov 11th. If we vote no, it is not that we don’t want a new radio system it is the process in which this was handled. No bid contracts are the only tool taxpayers have to save as much money as they can.

More discussion took place discussing the benefits of Costars, time saving; best prices and Costars being a statewide government purchasing program.

Solicitor Wiley – Because the County would be contracting with Motorola through the State’s Cooperative Purchasing Plan, Co Stars- the request for proposal process is not necessary.

Mr. McKernan stated that on Nov 15 law enforcement agencies and their representatives came in to the public meeting in support of this radio system. We were also warned that the best pricing would be at the end of Dec.

When asked, if we had the technical expertise to put out our own RFP, John Yingling answered, no we did not.

Mr. Mirabito it is a lot of money. I am not thrilled.

Mr. Mussare asked Mr. McGrady how long he had been working with the County. Mr. McGrady responded 10 years. Our questioning the contract is not saying you don’t have our best interest. Is this this best price?

Mr. McGrady replied yes, it is the best price. “I think this is the best buy you’re ever going to get”.

Mr. Mussare – I agree with my colleague about the RFP- Perhaps we should have put this out in July. I don’t feel comfortable risking the 700K; we are relying on your expertise to let us know this is the best deal for us.

Mr. McKernan- Exhibit B. They gave us different payment plans.

Commissioners Mussare and McKernan shared Commissioner Mirabito’s concerns and hesitancy.

Mr. McKernan reminded that MCM had given the heads up in September that the best deal would come up at the end of the year with companies trying to make their numbers.

8.0 REGULARLY SCHEDULED MEETING. Mr. McKernan announced the next regularly scheduled meeting as a work session on Thursday, January 3, 2018.

9.0 ADJOURN COMMISSIONERS’ MEETING. Commissioner McKernan adjourned the Commissioners’ Meeting at 10:48 a.m.