

**ITEMS REQUIRING BOCC APPROVAL**

**August 27, 2020**

**(2 ITEMS)**

**1. ACCUBRINE BLEND TRUCK LOADING & BLENDING SYSTEM -- PUBLIC WORKS / FLEET MANAGEMENT**

**FUNDING -- PUBLIC WORKS / FLEET MANAGEMENT**

(Joint Governmental Purchase - Sourcewell Contract #052919-CGI)

#20-2055 S/C #PENDING

	Cargill Salt		
	Quantity	Item Price	Total
Entry Level Truck Fill - Blending of One Additive - w/Flow Meter	2	\$38,106.00	\$76,212.00
Freight	1	\$236.00	\$236.00
Total			<b>\$76,448.00</b>

On the recommendation of Joe Thomas, on behalf of Public Works and Fleet Management, Ellen House moved to **accept the quote from Cargill Salt based on Sourcewell Contract #052919-CGI for an initial purchase of \$76,448.00 and establish contract pricing until July 17, 2023.** Linda Kizzire seconded the motion. The motion passed unanimously.

Public Works uses brine solution to pretreat county roadways for snow and ice conditions. Brine solution sometimes needs augmenting for particular conditions, such as the incorporation of calcium chloride for extreme cold applications. The purchase of two (2) blending stations in 2020 for the Andale and East yards and for the Clonmel and North yards in 2021 will equip each Public Works' road maintenance location with this blending system, resulting in an enhanced response to changing weather conditions, improved deployment of resources, and safer travel conditions.

Notes:

For additional contract information please visit:

Sourcewell distributed their Request for Proposal publicly and had 22 vendors indicate interest through Sourcewell Procurement Portal registration on this competitive solicitation. Four (4) vendors provided proposal responses. Sourcewell awarded the contract to three (3) vendors.

<https://www.sourcewell-mn.gov/cooperative-purchasing/052919-cgi#tab-contract-documents>



ACCUBRINE®

**2. ONBOARD MOBILE GATEWAYS -- VARIOUS DEPARTMENTS**

**FUNDING -- VARIOUS DEPARTMENTS**

(Joint Governmental Purchase - NASPO Contract #AR3189; State of Kansas 42860S)

#20-2052 Contract

	Cradlepoint, Inc.		
	Qty.	Item	Item Total
MA5-0900120B-NNA. 5-yr NetCloud Mobile, Essentials Plan and IBR900 router with WiFi (1000Mbps modem), no AC power supply or antennas, North America, 5642694	46	\$1,140.23	\$52,450.58
170648-001, COR IBR1700, IBR11x0 and IBR9x0 extended temperature (-30C to 70C) power supply (line cord not included), 4969186	46	\$52.88	\$2,432.48
Provisioning , (Staging, kitting, configuration and testing of equipment)	46	\$45.00	\$2,070.00
Estimated Shipping	1	\$150.33	\$150.33
LGMDM-6-60-24-58, DOME ANT 2X2 MIMO 4G/5G 2x2 WIFI GPS WHT, 5928207	46	\$188.90	\$8,689.40
C32SP-10SMARV, C32 cable is a high-performance double shielded solid core 5mm coaxial cable and a great alternative to LMR-195. The extra shielding protects from loss of gain at higher frequencies making it ideal for up to 6GHz. 10m/32ft C32 Cable SMA(m)-SMA(m) RP, 4369196	92	\$39.06	\$3,593.52
C23FP-10SMAP, C23 cable is a high-performance double shielded 5mm coaxial cable and a high quality alternative to standard RG58 cable providing very low loss at freq. up to 2GHz. Compatible with standard RG58 connectors. 10m/32ft C23 Cable FME(f)-SMA (m), 4369201	46	\$21.78	\$1,001.88
C32SP-10SJ, 10m CS32 CABLE ASSY SMA(m) - SMA(f), 5928209	92	\$37.79	\$3,476.68
Estimated Shipping	1	\$143.69	\$143.69
TOTAL			\$74,008.56

On the recommendation of Joe Thomas, on behalf of various departments, Tim Myers moved to **accept the quotes from Cradlepoint, Inc. based on the National Association of State Procurement Officials (NASPO) contract #AR3189; State of Kansas participating agreement #42860S in the amount of \$74,008.56 and establish contract pricing good through October 1, 2026.** Linda Kizzire seconded the motion. The motion passed unanimously.

Cradlepoint Onboard Mobile Gateway (OMG) works essentially as a data radio/GPS device, communicating between each EMS Ambulance and 911 Dispatch. The Cradlepoint lets dispatch know where each ambulance is located in real time so the closest ambulance can be dispatched to 911/emergency calls. It also provides WiFi for our medics so patient care reports can be processed along with information from our monitors/defibrillators.

Cradlepoint OMG not only tracks the ambulance through 911 Dispatch, but can also relay critical information of the type of call the medic unit responds to. This information is sent directly to the onboard laptop computer (MCT) in each ambulance through the Cradlepoint OMG. Information on the patient's address, routing the ambulance on the quickest and safest route, and providing an initial patient triage and status. Also, information on any additional first responder resources that are also dispatched to the call is provided. The information provided through the Cradlepoint OMG assists in preparing our medics for the call and any challenges they might be facing.

Cradlepoint OMG will be replacing our current OMG device on each ambulance and supervisors' vehicles. The current OMG devices were manufactured by a company called Sierra. The Sierra devices are 12 months past their end of life expectancy. Sierra has proven to be unreliable in the field, problematic, and difficult to manage internally. The technical support of Sierra devices has been lacking over the years and turnaround time on repairs takes several weeks.

Cradlepoint OMG is essential for directing the closest ambulance to a call and tracking the ambulances through its entire route. The Sheriff's Office incorporated Cradlepoint OMGs into their patrol vehicles about two (2) years ago. Since then, DIO has worked with Cradlepoint OMG and has built an infrastructure supporting it. They have also developed a rapport with the company. Cradlepoint OMG has proven itself in the past two (2) years to be the most reliable vehicle tracking/dispatching system available. Extensive testing by EMS has also proven Cradlepoint OMG's reliability in the field for both ambulances and supervisors' vehicles. The Cradlepoint OMG is considered a mission critical device for EMS.

Notes:

For additional information please visit:

<https://cradlepoint.com/solutions/naspo/>

<https://www.naspo.valuepoint.org/portfolio/data-communications-2019-2026/>

[https://supplier.sok.ks.gov/psp/sokfsprdsup/SUPPLIER/ERP/c/KS\\_SUPPLIER\\_MENU.KS\\_PROCR\\_CNTRCT.GBL](https://supplier.sok.ks.gov/psp/sokfsprdsup/SUPPLIER/ERP/c/KS_SUPPLIER_MENU.KS_PROCR_CNTRCT.GBL)

NASPO sent their Request for Proposal #SK18001 to vendors for competitive solicitation with 29 vendors responding to the five (5) requested categories of: 1) Unified Communications; 2) Networking; 3) Routers, Switches, Security, and Storage Networking; 4) Wireless; and 5) Facility Management, Monitoring, and Control. NASPO awarded the contract to nine (9) vendors.

Cradlepoint, Inc. provides 25% off MSRP for Category 2 (Networking), Category 3 (Routers, Switches, Security, and Networking Storage), and Category 4 (Wireless).

## **Questions and Answers**

Russell Leeds: Do we presently have this device deployed in Sheriff vehicles as I understand it from the reading?

Paul Gibson: It's my understanding the Sheriff's Department has deployed the Cradlepoint device two (2) years ago in the patrol cars. They also use it for their camera system as well.

Russell Leeds: As I recall, we were slated to purchase these mobile gateways last year but we deferred for a year and are now doing it late in 2020.

Paul Gibson: The Technology Review Board approved this about a year ago for the purchase. Since that time, we evaluated the Cradlepoint device and found it to be the most efficient one on the market for our needs.