

## MEMORANDUM

To: R. David Laurell, County Administrator *R. David Laurell* 1/7 BOS

From: R. Aubrey Cheatham, Public Safety Director

Subj. AGENDA ITEM – COMMUNICATIONS SYSTEM UPGRADE  
CONSULTING CONTRACT MODIFICATION (10 Minutes)

Date: December 18, 2007

---

### BACKGROUND:

SSI Services submitted a Communications System Needs Assessment on 18 October 2002. One of the approved FY08 Priority 1 Initiatives for Public Safety is to develop and implement radio study recommendations over the next year, utilizing CIP funding. The Board previously authorized Central Purchasing to use the competitive negotiation process for the procurement of communications consulting services to implement the recommended improvements. Subsequently, on 15 March 2004, the Board authorized staff to execute a final contract with SSI services for communications consulting services.

SSI Services made a request the Board approved to amend our contract for \$51,718 of unanticipated additional work on our communications system upgrade in September 2005. Our original contract with SSI was for \$99,625 even though we budgeted \$269,000 for consulting services to complete the overall communications system upgrade.

### DISCUSSION:

SSI has proved to be a valuable asset as we go about the difficult task of coordinating with various contractors and vendors. Their recommendations and superior negotiating skills saved the County \$63,385 on the installation of the new radio console system that forms the backbone upon which the rest of the system upgrades will be built. The original estimate for that portion of the project was set at \$375,000. SSI's services proved vital when we experienced scheduling and technical difficulties with the radio console vendor. SSI staff insured prompt resolution to the problems and improved the quality of the installation.

SSI has aggressively pursued communications site collocation agreements with cellular telephone companies currently owning sites residing at some of the most advantageous locations in and around Campbell County. By collocating with cellular carriers, the County can take advantage of the superior radio coverage these sites afford and virtually eliminate the huge investment costs associated with new site development. Overall public safety radio communications system coverage in Campbell County will be greatly enhanced due in large part to successful US Cellular Brookneal Site Collocation Agreement negotiations coupled with the anticipated success of another potential US Cellular Concord Collocation Agreement. However,

US Cellular Collocating Guidelines will not allow for the current unlicensed microwave shot or subsequent equipment placement in their facility. US Cellular's Collocation Guides state that microwave paths must be licensed. Therefore, SSI designed a licensed microwave system and wrote and prepared a bid specification for the County in order to pursue a microwave vendor to sell and install the equipment for 1) the proposed microwave shot between the Brookneal Site and the Long Mountain Site as well as 2) the proposed microwave shot between the Concord Site and the Long Mountain Site.

Labor costs associated for the above negotiation process were not captured in the initial figures presented to the County in SSI's September 2005 amendment request. Along with these additional microwave considerations, Campbell County has requested SSI contact the Johnson Mountain Site Owner and inquire as to the possibility of moving the County's current antenna array to a higher position on the tower, thus improving coverage from this tower site.

By successfully accomplishing the Johnson Mountain antenna move, the need for the County to develop a site in or near the Town of Altavista would be eliminated thus saving the County associated site construction costs. In addition to the Site Acquisitions request, Campbell County has also requested SSI representatives oversee the collocation construction phase, including writing a Communications Shelter Bid Specification and overseeing all phases of the shelter construction.

SSI is requesting their contract be amended to include \$89,766.00 of additional work as outlined in the attached letter and Statement of Work (SOW). SSI recently developed a timeline (attached) in order to accommodate the aggressive schedule and requests required to meet the County's desired communications system upgrade completion date of June 30, 2008. SSI has also provided a spreadsheet (attached) showing a detailed estimate of costs to the County for services required to provide finalization of the site collocation agreements, implementation technical design support, implementation oversight, and upgraded system final acceptance testing.

Staff has created a spreadsheet that tracks actual and anticipated costs associated with the overall project that is attached for the Board's information.

#### RECOMMENDATION:

Staff recommends the Board authorize staff to amend the current contract with SSI Services to add \$89,766.00 for additional work on our communications system upgrade. Funds have been budgeted and are available for the contract increase.