



Emergency Telephone System Board Of DuPage County Memorandum

TO: Chair Schwarze and ETS Board members
FROM: Linda Zerwin, Executive Director
DATE: September 3, 2025
SUBJECT: Motorola Radio Project PO 921054/5522-1 Change Order 7
CC: Chief Administrator Nick Kottmeyer

Background:

There have been multiple memorandums regarding the contract executed with Motorola in 2021 to replace the APX7000 series radios that are end of life/end of support in the DEDIR System. This contract includes portable and mobile radios. The purpose of this memorandum is to provide an explanation of Change Order #7 which will be on the October 8 agenda.

APX4000 Portable Radio: To date, the police and community service radios have been deployed to police agencies, Probation, Jail, OHSEM, and County Security.

The APXNext 4000 portable radios were end of life as of December 30, 2024 and will be end of support on March 31, 2030. Staff has contacted the County departments/agencies to evaluate their use of the radios and interest in either keeping their agency owned APX4000s until they go out of support or replacing them with a newer model. While Motorola has recommended replacement of the APX4000s with their new N series these models may be cost prohibitive at the STARCOM21 Master Contract Agreement Pricing of 27%.

N30:	\$4,961.19
N50:	\$5,997.79
N70:	\$9,562.18 APXNext equivalent
APXNext:	\$6,485.28 Change Order #7 pricing

The cost of an APXNext at the 47% discounted rate is \$6,485.28 for the ETSB Change Order #7. This would be the last purchase at this discounted rate. It should also be noted that Motorola has increased its unit pricing since this contract. Making this replacement would match the rest of the equipment in the fleet. For reference, the N70 is the model equivalent to the APXNext or a savings of \$3,076.90 per unit.

The Executive Director spoke with Chief Administrator Nick Kottmeyer and the Sheriff's Office, OHSEM and Probation to propose replacing their APX4000s now. This would net all agencies the best possible resale price and make the radios law enforcement division of the DuPage Interoperable Radio System uniform and solidify an 8-10 year solution.

ETSB staff will make the same recommendation to replace any APX4000 that will be now considered an ETSB-owned radio.

Uniformity: This transition helps to streamline the DEDIR System fleet. All field radios would be over the air programmable. If an agency were to bring in a defective/broken radio, the radio could be immediately swapped out with another from the ETSB cache while the broken one is addressed by the Motorola System Manager or the repair depot. By having all first line radios over the air programmable is a more efficient way to manage the fleet.



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Additional Equipment: As Fire agencies are reviewing the IGA and Certification documentation and finalizing their counts, they have continued to submit requests for additional equipment. Equipment has not been ordered since Change Order #2 which was executed on August 24, 2023, and since that time, there have been multiple changes in command staff, Firefighter/EMT personnel, and several additional vehicles have been added to agency fleets. Change Order #7 is the final purchase of capital radio equipment at the 47% discounted rate negotiated by Executive Director in 2021. The 2021 cost will still apply to Change Order #7 even though Motorola has increased their pricing two times. The cost today would be roughly \$15,000 for an APXNext at the state contract pricing. APXNext XN 2022 pricing: \$8,806.04 The cost today would be roughly \$18,000.

ETSB has also historically kept a cache of radios for new hires, substitutions for repairs, replacements, and for agencies to utilize for special events. This has worked well in the past and the cache of the APX7000 series radios lasted until the replacement program. This change order would include rounding out the ETSB cache. The APX7000 series cache had 60 police and 60 fire radios. Change Order #7 will be 40 police and 40 fire radios.

APX8500 Mobile: Alternative model options within Motorola have not met the needs of the Fire Chiefs for all applications. Concurrently, the ETSB along with OHSEM, have been testing other manufacturers to determine whether radio issues identified with this model are a benchmark or specific to the APX8500. Two manufacturers have mobiles that have completed the drive test and bench test without demonstrating the radio issue of the AXP8500.

On July 22, the ETSB Podcast included an in-person request for fire agencies in which ASA Winistorfer was also present via zoom. The purpose was to have them pick up APXNextXN test radios and also to have the ability to see the two possible replacement models and meet with manufacturers reps who would answer technical questions. A poll was taken after the manufacturer reps were excused and all of the fire agencies present preferred the Tait 9900. The police agencies with mobiles were undecided. There are 86 police mobiles.

There are approximately 110 ETSB purchased APX8500 mobiles that are deployed in various fire apparatus, as well as a number of agency owned APX8500 mobiles for a total of 193.

Executive Director Zerwin negotiated the return of all 603 mobile radios, including those that had been deployed for a credit in the contract that will be used to prepay airtime, LTE and Astro Technical Assistance (depot repair for radios). The credit will be between \$3-\$4M. The ETSB will make its final payment on the 4 year financed plan due December 1, 2025. It should be noted that return of all mobiles would mean uninstalling mobiles from the police vehicles as well as fire.

Budget Impact:

December Contract Payment: The final \$6.5M payment will be due to Motorola in December 2025.

As part of PO 5522-1, Airtime was continued at the 2021 rates through the end of 2028. See the attached comparison chart utilizing the credit against the increase in airtime. It has been projected through the end of the Motorola state contract chart.



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STARCOM Contract Pricing Per Month

ETSB	2025	2026	Type of Service
\$34.00	\$49	\$51	Local Use (Agency Portables)
\$18.00	\$29	\$31	Limited Use (Cache/Special Events)
\$18.00	\$30	\$32	Dual Radios (Mobiles)
\$39.00	\$56	\$59	County Use (not limited to a specific region within DuPage)
\$20,000	Same	Same	Campus rate. This capped cost is divided among the campus users annually. It includes roughly 200 units (Sheriff, Probation, County Security etc)

GPS is a cost of \$2 per month per subscriber unit.

VoLTE (previously WAVE) currently \$15, 2025/\$17, 2026/\$17

The negotiated airtime price is a net savings of roughly \$1M.

Estimated Mobile replacement:	\$3,068,155.68
Replace APX4000 with APXNext:	\$3,508,846.44 (\$1.8M will be reimbursed by County)
Additional Equipment:	<u>\$1,381,268.34</u>
Total Costs	\$7,958,270.46
Less County	\$6,074,450.97

Because of the one-time payments from the State 9-1-1 fund at the end of the last three fiscal years, sufficient funds exist in for Change #7 and mobile purchase. ETSB will have prepaid services in the operation budget from the mobile credit with Motorola (Change Order #8) for several fiscal years.

Recommendation:

1. Two Change Orders:
Change Order # 7: Additional and replacement equipment
Change Order #8: Reconcile contract and apply credits for mobile and APX4000 that were cache radios.

Because of the complexity of the various components of the financing package and the discussion of application of the credit is still being worked through, the recommendation would be to separate the upgrade of the APX4000s, the purchase of new/additional equipment, the return of the mobile radios, and CommandCentral Aware licensing into two or more change orders.

2. Installation of new mobiles: The Board could consider making the agencies that have installed APX8500 in their vehicles whole in the cost of uninstalling the old unit and installing the new unit. A few inquiries into agencies that outsource installation and internal fleet maintenance cost provided a rough average cost. If the Board considered this, each participating agency would be required to submit an invoice to the ETSB for reimbursement.
Estimated Impact: \$170,000