



**SUBJECT:** 261-S-24 Fire Radio Replacement  
**PREPARED BY:** Ryan Best, Deputy Fire Chief  
 Alex Moore, Senior Manager, Procurement & AP

**RECOMMENDATION:**

- 1) That the report titled “261-S-24 Fire Radio Replacement” be received; and,
- 2) That the contract for 261-S-24 Fire Radio Replacement be awarded to Motorola Solutions Canada Inc. in the amount of \$690,514.98 inclusive of HST; and,
- 3) That the award be funded from the 2025 Capital Project # 25061 – Radio Equipment Replacement, with an approved budget in the amount of \$610,500.00; and,
- 4) That the budget shortfall in the amount of \$80,014.98 (\$690,514.98 - \$610,500.00) be funded from an additional draw from the Life Cycle Reserve; and further,
- 5) That the tendering process be waived in accordance Purchasing By-Law 2017-8, Part II, Section 11 Non-Competitive Procurement, item 1 (b) which states “where there is only one source of supply for the goods to be purchased”; and,
- 6) That Staff be authorized and directed to do all things necessary to give effect to this resolution.

**PURPOSE:**

The purpose of this report is to award the contract for the supply and delivery of the following for Markham Fire and Emergency Services assets:

<u>Quantity</u>	<u>Description</u>
66	Radios
134	Batteries
17	Chargers

**BACKGROUND:**

The current radio equipment used by Markham Fire Emergency Services (MFES) is 10 years old and due for replacement per life cycle and recent condition assessment. The replacement of this equipment is essential to ensure reliable and effective communications during emergency operations.

To ensure compatibility with York Region Police and the Fire Services throughout the Region, utilizing the same Motorola infrastructure (mobile radios, radio frequency system) as all emergency services is a requirement during emergencies.

Motorola Solutions Canada Inc. is the only supplier authorized to sell the radios and associated software for MFES.

**FINANCIAL CONSIDERATIONS**

Recommended bidder	Motorola Solutions Canada Inc.	
Current budget available	\$ 610,500.00	Project # 25061 – Radio Equipment Replacement
Less cost of award	\$ 690,514.98	Cost of Award (Incl. of HST)
Budget Shortfall	(\$ 80,014.98)	*

\*The budget shortfall in the amount of \$80,014.98 will be funded from the Life Cycle Reserve.

While the City’s prices are similar with York Region Police and the Fire Services throughout the Region, the shortfall is a result of the following:

- The budget for the replacement of radios was established early in 2024 as part of the annual Life Cycle Study update. At that time, Staff were planning on replacing the radios with an anticipated newer model with upgraded technology.
- The newer model was projected to be less expensive than the current model, and the budget was developed with a lower per-unit cost. However, as the procurement approach was firmed up and after further investigation and information from partners, including York Regional Police (YRP), it became clear the model was not yet ready for reliable use.

To ensure no disruption in service, Fire Services decided to remain with the model of radios similar to our current stock, in alignment with the approach being taken by YRP and other fire services. This model, and corresponding peripherals have higher per-unit cost resulting in a total budget shortfall of \$80,014.98 (with HST impact).

**HUMAN RESOURCES CONSIDERATIONS**

Not Applicable

**ALIGNMENT WITH STRATEGIC PRIORITIES:**

Not Applicable

**BUSINESS UNITS CONSULTED AND AFFECTED:**

Financial Services Department has been consulted in the preparation of this report.

**RECOMMENDED BY:**

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Ryan Best, Deputy Fire Chief

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Chris Nearing, Fire Chief