

PURCHASE OF RADIO RELOCATION
FOR ARMER RADIO PROJECT

SUGGESTED MOTION:

Move to authorize the purchase of a UPS battery backup with Eaton Corporation in the amount of \$35,296.30, and Motorola parts and labor for site optimization and set up with Motorola Solutions in the amount of \$78,228 as part of the ARMER Radio project.

From: [Wilson, Robert](#)
To: [Kaushagen, Taylor](#)
Subject: FW: Radio Site Relocation-UPDATE
Date: Sunday, February 27, 2022 11:17:45 AM
Attachments: [Red River Dispatch 9355 2022 Eaton UPS.pdf](#)
[Final Cass County ND 022322 Quote.pdf](#)

From: Brian Zastoupil <BZastoupil@RRRDC.com>
Sent: Friday, February 25, 2022 3:54 PM
To: Wilson, Robert <WilsonRo@casscountynd.gov>; Albrecht, Taylor <AlbrechtT@casscountynd.gov>
Cc: Jenson, Gerald <JensonG@casscountynd.gov>; Mary Phillippi <MPhillippi@RRRDC.com>
Subject: Radio Site Relocation-UPDATE

CAUTION: EXTERNAL EMAIL

Robert

A quick update on project. (Background- Relocation of radio equipment from the top of Fargo High Rise to alternate location/locations)

I have found new homes for all of the equipment. The bulk of the critical equipment is going to be relocated at an existing site (315 Main Tower). RRRDC has an existing lease on the tower. MidStates Wireless owns building beneath tower (Where equipment will be housed)

I have been working with MidStates Wireless to utilize an existing (Abandoned radio communication room) to locate equipment. A few task in the works or completed.

- FCC License Modifications have either been approved or are in process (Qty 9)
- Electricity has been turned on
- Working with City of Fargo for fiber installation
- Begin ordering antenna system components

I am looking for approval of 2 large cost items. (They are above approved spending limits) (See attached)

- Add a UPS with battery backup
 - \$35,296.30
 - (Bill to/Ship to info will be remedied before order placement)
- Motorola parts and labor for site optimization and bring back on line
 - \$78,228

Can these items be added to next commission meeting for approval? Please advise. Thanks in advance.

Brian Zastoupil

Radio Systems Coordinator
Red River Regional Dispatch Center
300 NP Avenue Suite 206
Fargo, ND 58102
701 451-7683



2/4/2022

RED RIVER REGIONAL DISPATCH CENTER

300 NP AVE N
NORTH RIVER, ND
58102

Attention: Brian Zastoupil

Subject: Red River Dispatch
MPPR0204X2K1

Dear Brian,

Thank you for allowing Eaton the opportunity to participate in this project. Eaton is pleased to provide the following proposal for the Red River Dispatch project for your review and consideration.

Summary:

Qty	Description
1	9355 30kVA UPS

Total Net Price: \$35,296.30

Commercial Terms and Conditions

Terms and Conditions are based on Selling Policy Power Quality T&C's
Shipment terms are FOB Point of Shipment.
Payment terms are Net 30.
Warranty is based on Eaton Standard Warranty.

If you have any questions or concerns please feel free to give me a call.

Regards,

Mike Van Loan
Critical Power Sales
mikev@hmcragg.com
605.484.7990



Eaton Corporation Terms and Conditions of Sale

1) PRICES. All prices are firm for equipment ordered within thirty (30) days from date of quote, otherwise prices may escalate. Prices stated do not include installation, freight, and handling charges unless these items are specifically listed and priced. If Eaton Corporation ("Seller") is required to pay or collect any tax, excise, duty or levy, an additional charge will be made and paid by Purchaser unless Seller is furnished with a proper exemption certificate. Prices stated are F.O.B. factory (unless otherwise stated) and title and risk of loss to each article sold by Seller to Purchaser shall pass to Purchaser upon delivery at the F.O.B. point.

2) PAYMENT. Purchaser will be invoiced on date of shipment for all deliverable items of hardware, software, and services. Applicable taxes and/or freight charges will be billed as a separate line item. Payment of these invoices is due within thirty (30) days of the invoice date. Payment to Seller shall not be contingent on third party payments to Purchaser. Any payment not made when due shall be subject to an interest charge at the maximum rate permitted by law. Additionally, if any payment is not made when due, Seller reserves the right to refuse to provide any further services until such payment and the applicable interest charge have been received.

3) CANCELLATION/TERMINATION/CHANGE. Purchaser may not cancel or terminate its purchase order without prior written consent by Seller and upon payment of reasonable termination charges, including all progress billings and all incurred direct manufacturing costs. Changes made to an order may be subject to increase or decrease in purchase order amount, change order charges, and changes in schedule date.

4) SHIPMENT. Shipment estimates are after receipt of a purchase order at the factory. If drawings are required for approval before Seller is authorized to proceed with manufacture, then shipment estimates are after receipt of written approval to proceed. If Purchaser cannot accept delivery of equipment, it will arrange for storage. Seller shall not be liable or responsible for any damages or loss for delay or default in delivery due to any cause beyond Seller's reasonable control, nor shall Purchaser cancel or have the right to cancel its purchase order because of delays or default in delivery due to such causes.

5) LIMITED WARRANTY. Seller warrants the equipment purchased hereunder in accordance with the terms of the limited warranty applicable hereto ("Limited Warranty") and provided separately to Purchaser.

6) CONDITIONS OF SALE. The quote, Limited Warranty, and Seller's acknowledgement of Purchaser's order shall supersede all other documents and shall constitute the entire agreement between the Parties. No modification of this Agreement whether by Purchaser in its purchase order or otherwise, shall have effect or be binding upon Seller.

In the furnishing of equipment, warranty or any other services of any type, Seller assumes no responsibility for any damage or injury to any persons or property except for such damages or injury that may be held to result solely and directly from or out of the negligent acts, errors, omissions or willful misconduct by Seller, its agents or employees in the performance of its obligations under this Agreement. The remedies of Purchaser set forth in this Agreement are exclusive and are its sole remedies for any failure of Seller to comply with its obligations hereunder. Notwithstanding anything in this Agreement or otherwise to the contrary, in no event shall the Parties, or their respective officers, directors, employees or agents be liable to the other for damage to property or equipment, other than to those products sold hereunder, or any incidental, indirect, special or consequential damages, such as, but not limited to, delay damages, lost profits or revenue, lost data, loss of use or lost opportunity damages, resulting from or in connection with any claim or cause of action, whether brought in contract or in tort, even if the Parties knew or should have known of the possibility of such damages. The total cumulative liability of Seller arising from or related to this Agreement whether the claims are based in contract, in tort (including negligence or strict liability) or otherwise, shall not exceed the price of the product or services on which such liability is based. **THIS AGREEMENT AND LIMITED WARRANTY MUST BE INCLUDED IN ANY PURCHASE ORDER ISSUED BY PURCHASER, BY REFERENCE TO QUOTE NUMBER, IN ORDER FOR THE ORDER TO BE ACCEPTED BY SELLER AND FOR THE WARRANTY TO APPLY.**

Project Name: Red River Dispatch
General Order No:

Negotiation No: MPPR0204X2K1
Alternate No: 0000

Item No.	Qty	Product	Description
	1	9355 10-30kVA UPS	30kVA/27kW, 208/208V In/Out, Online (Double Conversion) Topology, Advanced Battery Management Technology (ABM), (2) X-Slot Communication Bays, Input Neutral Required, Internal Maintenance Bypass Switch Included, Single UPS Configuration, Hardwired In/Out, Dimensions (HxWxD) 66" x 20" x 34.1", Weight 1160lbs, 103004868, 4 String Line & Match Extended Battery Cabinet, 72 Batteries, 56 minutes of runtime at 30,000/27,000, Dimensions (HxWxD, inches) 66 x 20 x 34.1, Weight 2060lbs, Freight FOB P/S, Ppd and Invoiced

Catalog No KB3013130000010

Catalog No	Qty	List of Materials
KB3013130000010	1	9355 30KVA 120/208V \$18,853.00
103004868	1	BATT CABINET, 9355 30KVA \$12,138.00
UP05CXXX-0030	1	Upgrade from 5x8 to 7x24 Start Up \$200
103003055	1	Industrial Relay & Display Drive Card
124100028-001	1	MBP,3BKR,30K0VA \$3,121.00 Each
FREIGHT-PQD	1	Standard Ground Shipping to ND \$984.30
FREIGHT-PQD	1	FOB Destination (net price)

Eaton Selling Policy Power Quality T&C's applies.

All orders must be released for manufacture within 90 days of date of order entry. If approval drawings are required, drawings must be returned approved for release within 60 days of mailing. If drawings are not returned accordingly, and/or if shipment is delayed for any reason, the price of the order will increase by 1.0% per month or fraction thereof for the time the shipment is delayed.

Seller shall not be responsible for any failure to perform, or delay in performance of, its obligations resulting from the COVID-19 pandemic or any future epidemic, and Buyer shall not be entitled to any damages resulting thereof.

CASS COUNTY, ND

SITE MOVE

FEBRUARY 23, 2022

The design, technical, pricing, and other information ("Information") furnished with this submission is proprietary and/or trade secret information of Motorola Solutions, Inc. ("Motorola Solutions") and is submitted with the restriction that it is to be used for evaluation purposes only. To the fullest extent allowed by applicable law, the Information is not to be disclosed publicly or in any manner to anyone other than those required to evaluate the Information without the express written permission of Motorola Solutions.

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Motorola Solutions, Inc.
1303 E. Algonquin Rd.
Schaumburg, IL 60196
USA

Tel. + 1 847 576 5000
Fax + 1 847 538 6020

February 23, 2022

Brian Zastoupil
Radio Systems Coordinator
300 NP Avenue Suite 206
Fargo, ND 58102

Subject: Site Move

Dear Mr. Zastoupil,

Motorola Solutions, Inc. (Motorola Solutions) appreciates the opportunity to provide Cass County quality communications equipment and services. Motorola Solutions' project team has taken great care to propose a solution to address your needs and provide exceptional value.

Motorola Solutions' proposal is subject to the terms and conditions of ND State Contract #20475 (076-02) and payment terms included in the proposal. The proposal is valid for (90) days from the date of this proposal. The agency may accept this proposal by issuing a purchase order referencing the proposal and ND State Contract #20475 (076-02).

Any questions Cass County has regarding the proposal can be directed to Lisa Duckstad, Account Manager, at 218-474-1526, (lisa.duckstad@motorolasolutions.com).

Our goal is to provide Cass County with the best products and services available in the communications industry. We thank you for the opportunity to present our proposed solution, and we hope to strengthen our relationship by implementing this project.

Sincerely,

Motorola Solutions, Inc.

A handwritten signature in blue ink that reads "Lisa Beyer".

Lisa Beyer
Area Sales Manager

SECTION 1

SYSTEM DESCRIPTION

Motorola has prepared this proposal to include engineering, system technician, and project management resources for the move of Cass County on the Minnesota ARMER system. Equipment included in this proposal:

- Two (2) Tower Top Amplifiers. One for Primary use and one for spare
- One (1) Nokia SAR-A with T1 capability MPLS Router and associated SFP Units

MidStates Wireless has provided Cass County a separate quote for the move and installation of the equipment from the old Fargo High Rise Location to the new location. Motorola will configure, test, and optimize the moved equipment once the installation has been complete.

The following equipment to be moved and reconfigured:

- Two (2) Motorola ESS Racks. Each 5 Channels
- Two (2) Networking/Microwave Racks

Assumptions:

- No coverage guarantees are included
- No FCC Frequency Relicensing services/fees are included
- Installation is to be handled by Midstates Wireless
- No Cable relabeling and audits will be performed by Motorola
- It is assumed site IPs will remain the same
- It is assumed no software changes to the site will be needed
- Motorola is not responsible for any damage to equipment made during the moving or installation of the site equipment.



SECTION 2

SITE DIAGRAM

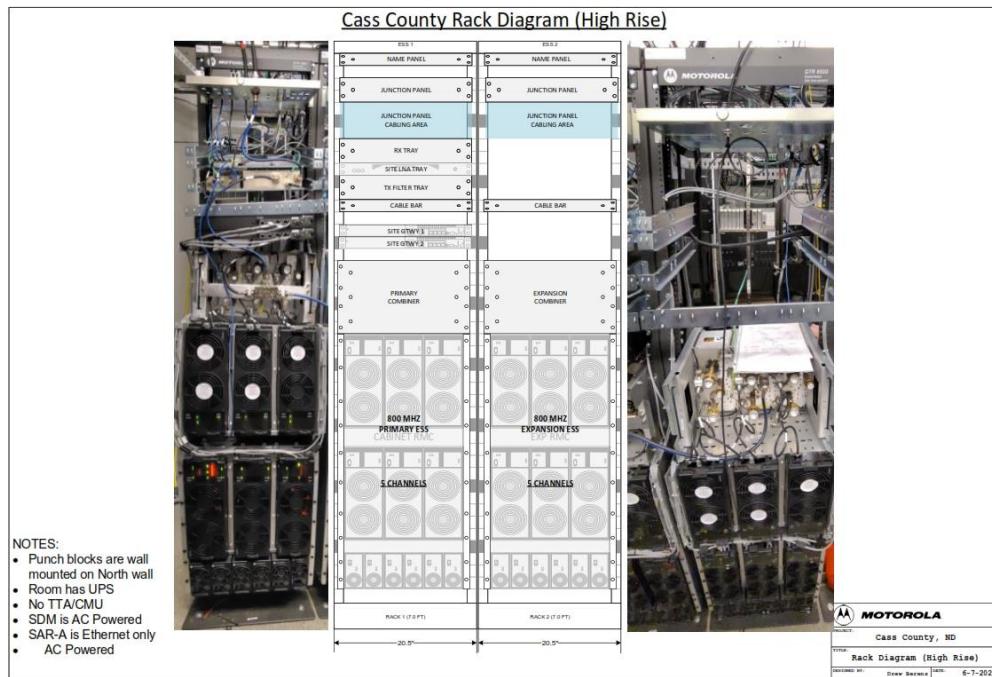


Figure 1-1: High Rise ESS Racks to be moved to new location

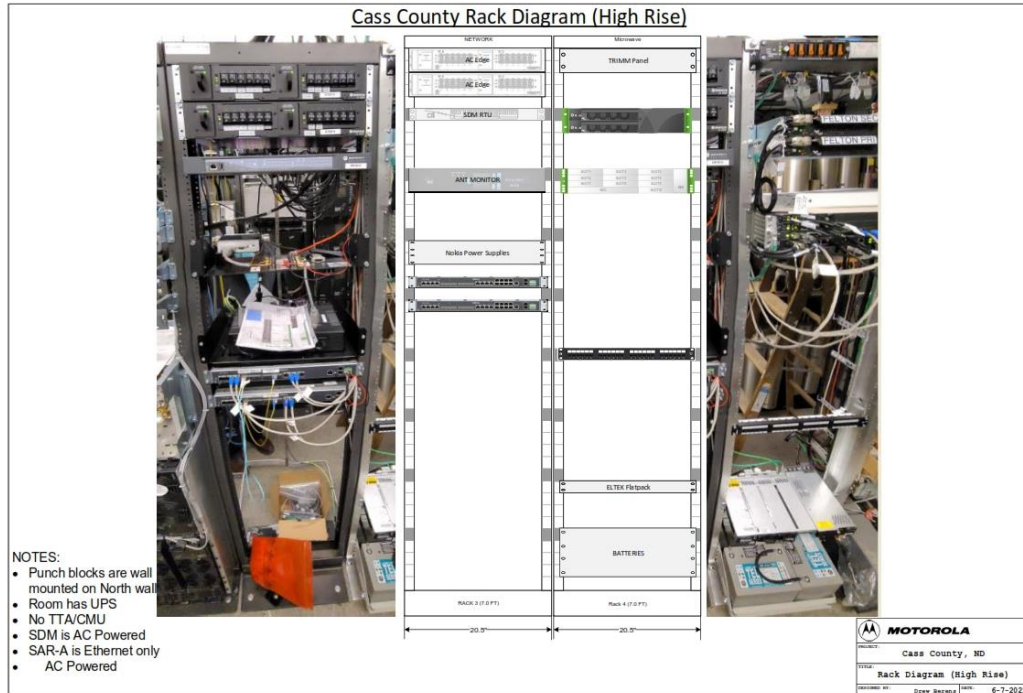


Figure 1-2: High Rise Microwave/Networking Racks to be moved to new location

SECTION 3

EQUIPMENT LIST

QTY	NOMENCLATURE	DESCRIPTION
2	DS440034392	TTA 440, MOTOROLA TOWER TOP UNIT, 794-824 MHZ, N CONNS, AUTOQUAD W/ BY
1	DS440030685	TTA 440, MOTOROLA CU (ESS), 794-824 MHZ, BYPASS, TEST PORT, 1DC
1	DS89030691	794-824 MHZ, 3 MHZ BANDWIDTH PRESELECTOR FOR 440 TTA
1	DSMW3HE11473 BG	MOTOROLA 7705 SAR-A BUNDLE - REDUNDANT + T1
4	DSMW3HE00028 CA	SFP - GIGE LX - LC ROHS 6/6 DDM -40/85C



SECTION 4

STATEMENT OF WORK

Motorola Solutions will configure the proposed equipment. The following table describes the tasks involved with installation and configuration.

Tasks	Motorola Solutions	Customer
PROJECT INITIATION		
Contract Finalization and Team Creation		
Execute contract and distribute contract documents.	X	X
Assign a Project Manager as a single point of contact.	X	X
Assign resources.	X	X
Schedule project kickoff meeting.	X	X
Deliverable: Signed contract, defined project team, and scheduled project kickoff meeting.		
Project Administration		
Ensure that project team members attend all meetings relevant to their role on the project.	X	X
Record and distribute project status meeting minutes.	X	
Maintain responsibility for third-party services contracted by Motorola Solutions.	X	
Complete assigned project tasks according to the project schedule.	X	X
Submit project milestone completion documents.	X	
Upon completion of tasks, approve project milestone completion documents.		X
Conduct all project work Monday thru Friday, 7:30 a.m. to 5:00 p.m.).	X	
Deliverable: Completed and approved project milestones throughout the project.		
Project Kickoff		
Introduce team, review roles, and decision authority.	X	X
Present project scope and objectives.	X	
Review SOW responsibilities and project schedule.	X	X
Schedule Design Review.	X	X
Deliverable: Completed project kickoff and scheduled Design Review.		
Design Review		

Tasks	Motorola Solutions	Customer
Present the system design and operational requirements for the solution.	X	
Discuss installation plan. Note customer will do the physical installation.	X	X
Present configuration and details of sites required by system design.	X	
Validate that Customer sites can accommodate proposed equipment.	X	X
Provide approvals required to add equipment to proposed existing sites.		X
Review safety, security, and site access procedures.	X	
Present equipment layout plans and system design drawings.	X	
Provide backhaul performance specifications and demarcation points.	X	
Provide heat load and power requirements for new equipment.	X	
Provide information on existing system interfaces.		X
Provide frequency and radio information for each site.		X
Complete the required forms required for frequency coordination and licensing.	X	
Ensure that frequency availability and licensing meet project requirements, and pay licensing and frequency coordination fees.		X
Review and update design documents, including System Description, Statement of Work, Project Schedule, and Acceptance Test Plan, based on Design Review agreements.	X	
Execute Change Order in accordance with all material changes to the Contract resulting from the Design Review.	X	
Deliverable: Finalized design documentation based upon "frozen" design, along with any relevant Change Order documentation.		
SITE PREPARATION AND DEVELOPMENT		
Site Access		
Provide site owners/managers with written notice to provide entry to sites identified in the project design documentation.		X
Maintain access roads in order to provide clear and stable entry to sites for heavy-duty construction vehicles, cement trucks and cranes. Ensure that sufficient space is available at the site for these vehicles to maneuver under their own power, without assistance from other equipment.		X
Obtain site licensing and permitting, including site lease/ownership, zoning, permits, regulatory approvals, easements, power, and telco connections.		X
Deliverable: Access, permitting, and licensing necessary to install system equipment at each site.		
Site Planning		
Provide necessary buildings, equipment shelters, and towers for installation of system equipment.		X



Tasks	Motorola Solutions	Customer
Provide the R56 requirements for space, power, grounding, HVAC, and connectivity requirements at each site.	X	
Provide adequate electrical power in proper phase and voltage at sites.		X
Provide as-built structural and foundation drawings of the structures and site locations, along with geotechnical reports, in order to facilitate a structural analysis.		X
Confirm that there is adequate utility service to support the new equipment and ancillary equipment.		X
Modify towers or other structures, or relocate sites in the system, to ensure that they are capable of supporting proposed and future antenna loads.		X
Ensure that each site meets the R56 standards for space, grounding, power, HVAC, and connectivity requirements.		X
Prepare and submit Electromagnetic Energy (EME) plans for the site (as licensee) to demonstrate compliance with FCC RF Exposure Guidelines.		X
Review and approve site construction drawings.		X
Pay for application fees, taxes, and recurring payments for lease/ownership of property.		X
Ensure that required rack space is available for installation of the new equipment.		X
Deliverable: Information and permitting requirements completed at each site.		
General Facility Improvements		
Provide adequate HVAC, grounding, lighting, cable routing, and surge protection based upon Motorola Solutions' Standards and Guidelines for Communication Sites (R56)		X
Ensure the resolution of environmental and hazardous material issues at each site including, but not limited to, asbestos, structural integrity (tower, rooftop, water tank, etc.), and other building risks.		X
Ensure that electrical service will accommodate installation of system equipment, including isolation transformers, circuit breakers, surge protectors, and cabling.		X
Provide obstruction-free area for the cable run between the demarcation point and system equipment.		X
Provide structure penetrations (wall or roof) for transmission equipment (e.g. antennas, microwave radios, etc.).		X
Supply interior building cable trays, raceways, conduits, and wire supports.		X
Pay for usage costs of power and generator fueling, both during the construction and installation effort, and on an ongoing basis.		X
Transport removed site equipment to a location designated by Customer and within Customer's jurisdiction.		X
Deliverable: Sites meet physical requirements for equipment installation.		
SYSTEM INSTALLATION		
Equipment Order and Manufacturing		



Tasks	Motorola Solutions	Customer
Create equipment order and reconcile to contract.	X	
Procure non-Motorola Solutions equipment necessary for the system.	X	
Deliverable: Equipment procured and ready for shipment.		
Equipment Shipment and Storage		
Provide secure location for solution equipment.		X
Pack and ship solution equipment to the identified, or site locations.	X	
Receive solution equipment.		X
Inventory solution equipment.	X	
Deliverable: Solution equipment received and ready for installation		
General Installation		
Note: Customer is responsible for equipment installation.		
Coordinate receipt of and inventory solution equipment with designated contact.		X
Install all proposed fixed equipment as outlined in the System Description based upon the agreed-upon floor plans, connecting audio, control, and radio transmission cables to connect equipment to the power panels or receptacles, and audio/control line connection points. Installation performed in accordance with R56 standards and state/local codes.		X
Provide system interconnections that are not specifically outlined in the system design, including dedicated phone circuits, microwave links, or other types of connectivity.		X
Install and terminate all network cables between site routers and network demarcation points, including microwave, leased lines, and Ethernet.		X
Connect installed equipment to the provided ground system.		X
Label equipment, racks, and cables.		X
Perform preliminary audit of installed equipment to ensure compliance with requirements and R56 standards.		X
Note any required changes to the installation for inclusion in the "as-built" system documentation.		X
Remove, transport, and dispose of old equipment.		X
Deliverable: Equipment installed.		
ASTRO 25 Core and Remote Site Installation and Configuration		
Configure ASTRO 25 system to support the new RF sites.	X	
Integrate the RF sites into the system to ensure proper operation.	X	



Tasks	Motorola Solutions	Customer
Deliverable: ASTRO 25 core and remote site equipment installation completed.		
R56 Site Audit		
Perform R56 site-installation quality-audits, verifying proper physical installation and operational configurations.		X
Create site evaluation report to verify site meets or exceeds requirements, as defined in Motorola Solutions' R56 Standards and Guidelines for Communication Sites.		X
Deliverable: R56 Standards and Guidelines for Communication Sites audits completed successfully.		
Solution Optimization		
Verify that all equipment is operating properly and that all electrical and signal levels are set accurately.	X	
Verify that all audio and data levels are at factory settings.	X	
Verify communication interfaces between devices for proper operation.	X	
Ensure that functionality meets manufacturers' specifications and complies with the final configuration established during design review or system staging.	X	
Deliverable: Completion of System Optimization.		
Finalize Documentation and System Acceptance		
Provide manufacturer's installation material, part list and other related material to Customer upon project completion.	X	
Provide an electronic as-built system manual on CD or other Customer preferred electronic media. The documentation will include the following as applicable: <ul style="list-style-type: none"> - Site Block Diagrams. - Site Floor Plans. - Site Equipment Rack Configurations. - Antenna Network Drawings for RF Sites (where applicable). - ATP Test Checklists. - Equipment Inventory List. - Maintenance Manuals (where applicable). - Technical Service Manuals (where applicable). Drawings will be delivered in Adobe PDF format.	X	
Receive and approve documentation.		X
Execute Final Project Acceptance.	X	X
Deliverable: All required documents are provided and approved. Final Project Acceptance.		



SECTION 5

PROJECT SCHEDULE

A final project schedule will be developed based upon mutual agreement between Motorola Solutions and Cass County at the Detailed Design Review (DDR). The date for the installation and activation are highly dependent on the actual completion dates of tasks associated with site acquisition, R56 upgrades, installation, cabling, and providing unobstructed cable routes as applicable. The biggest drivers for project schedule are site acquisition (including lease/NTP, permitting, zoning, NEPA, SHPO, etc.) and tower readiness (including structural analysis and remediation/construction) where applicable.



SECTION 6

SUPPORT PLAN

To maintain Cass County's equipment, Motorola offers our standard commercial warranty.



SECTION 7

PRICING

Motorola is pleased to provide the following services to Cass County, ND:

Description	Pricing
Configuration and Optimization	\$78,228

PAYMENT TERMS AND CONDITIONS

Except for a payment that is due on the Effective Date, Cass County will make payments to Motorola within twenty (20) days after the date of each invoice. Cass County will make payments when due in the form of a check, cashier's check, or wire transfer drawn on a U.S. financial institution and in accordance with the following milestones.

1. 75% of the Contract Price upon Shipment of Equipment from staging or factory, and
2. 25% of the Contract Price upon Completion of Installation.

Motorola reserves the right to make partial shipments of equipment and to request payment upon shipment of such equipment. In addition, Motorola reserves the right to invoice for installations or civil work completed on a site-by-site basis, when applicable.



SECTION 8

CONTRACTUAL DOCUMENTATION

The Contract Terms and Conditions to be applied for this project are per the ND State
Contract #20475 (076-02)



SECTION 9

OUR COMMITMENT

Motorola Solutions creates innovative, mission-critical communication solutions and services that help public safety and commercial customers build safer cities and thriving communities. You can find our products at work in a variety of industries including law enforcement, fire, emergency medical services, national government security, utilities, mining, energy, manufacturing, hospitality, retail, transportation and logistics, education, and public services.

Founded in 1928, Motorola Solutions has a history of innovation that has revolutionized communications. From pioneering mobile communications in the 1930s and making equipment that carried the first words from the moon in 1969, to supporting modern-day emergency response equipment for disaster relief efforts around the world, Motorola Solutions has a global footprint with products that demonstrate its thought leadership.

Throughout its history, Motorola Solutions has transformed innovative ideas into products that connect people to each other and the world around them. Moving forward, the company strives to keep its commitment of make things better and life easier, to make sound recommendations that will guide you in linking your current and future communication needs and objectives with technology's ever-evolving promise.

