

**DATE: DECEMBER 9, 2025**

**FROM: PORT PILOTS**

**SUBJECT: RESOLUTION NO. \_\_\_\_\_ - AGREEMENT WITH MOTOROLA SOLUTIONS, INC. FOR A TWO-WAY RADIO MAINTENANCE AND SUPPORT CONTRACT**

**SUMMARY:**

Staff requests approval of an agreement (Agreement) between the City of Los Angeles Harbor Department (Harbor Department) and Motorola Solutions, Inc. (Motorola) for the ongoing maintenance and support of a two-way radio system for Port Pilots that was installed under the authority of Resolution No. 22-9988. The radio system had a one-year warranty that expired at the end of February 2025. The proposed Agreement is for a three-year term and a not-to-exceed amount of \$91,950.08. If approved, the proposed Agreement will be retroactively effective March 1, 2025, to maintain continuity of services. The Harbor Department will be financially responsible for payment of expenses incurred under the proposed Agreement.

**RECOMMENDATION:**

It is recommended that the Board of Harbor Commissioners (Board):

1. Find that the Director of Environmental Management has determined that the proposed action is administratively and categorically exempt from the requirements of the California Environmental Quality Act (CEQA) under Article II Section 2(f) and Article III Class 1(2) of the Los Angeles City CEQA Guidelines;
2. Find that in accordance with the Los Angeles City Charter Section 1022, the services to be provided herein cannot be performed by Harbor Department personnel or other current City job classifications;
3. Find that in accordance with the Los Angeles City Charter Section 1022 and Los Angeles Administrative Code Section 10.15(a)(10), the proprietary nature of the technology limits the availability of specialized expertise to only the particular vendor;
4. Approve the proposed Agreement between the City of Los Angeles Harbor Department and Motorola Solutions, Inc.;
5. Authorize the Executive Director to execute and the Board Secretary to attest to said Agreement for and on behalf of the Board; and

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6. Adopt Resolution No. \_\_\_\_\_.

**DISCUSSION:**

Background - In April 2022, the Board granted Resolution No. 22-9988 to Motorola, which authorized the purchase and installation of a multi-band, two-way radio system. The system was accepted as completed and went live in February 2024. The system had a one-year warranty that expired at the end of February 2025. Therefore, it is necessary to put an ongoing maintenance and support agreement in place, effective March 1, 2025.

The radio system governed by the proposed Agreement is the Port Pilots' primary communication network, used continuously to coordinate with vessels arriving, departing, or shifting in and out of Los Angeles Harbor. The system functions on both the VHF and 700 MHz bands.

Staff recommends awarding Motorola the proposed Agreement (Transmittal 1) so Port Pilots can continue using Motorola's system. After the Board's approval, the completion of the City Council review period, and the signature of the Executive Director, the Agreement will become retroactively effective on March 1, 2025, the day after the warranty period ended, and will last for three years.

Negotiating this Agreement took longer than expected due to extended discussions with Motorola over the insurance terms. Both parties have agreed to the insurance language. The revised insurance language has been reviewed and approved by Risk Management and the Office of the City Attorney.

Selection Process - The proposed Agreement is being awarded as a sole source contract to ensure the continued use of the current system. A 1022 determination was conducted, and it was concluded that City employees lack the expertise to perform the work because the software used by the system is proprietary to Motorola. Motorola is the only vendor capable of upgrading the radio platform's software since it is Motorola's proprietary system. Motorola has provided a sole source justification, which is attached as Transmittal 2.

Approval of the proposed Agreement will allow Port Pilots to continue using the system installed at an approximate cost of \$1.5 million. The alternative is to conduct a competitive process for a completely new system. Although the system's functionality permits other manufacturers' radios to connect, the underlying software is proprietary to Motorola, preventing other vendors from maintaining or upgrading it. Additionally, Motorola has been the City of Los Angeles' chosen vendor for maintaining and supporting Motorola radio systems. Currently, agencies like Los Angeles Port Police, Los Angeles Police Department, and Los Angeles Airport Police all have maintenance agreements with Motorola to support their systems. Choosing Motorola safeguards the City's previous investment of \$1.5 million in the system.

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**ENVIRONMENTAL ASSESSMENT:**

The proposed action is the approval of an Agreement with Motorola for ongoing maintenance and support of a two-way radio system, which is an administrative activity for the repair and maintenance of existing facilities of both investor and publicly owned utilities. Therefore, the Director of Environmental Management has determined that the proposed action is administratively and categorically exempt from the requirements of CEQA in accordance with Article II Section 2(f) and Article III Class 1(2) of the Los Angeles City CEQA Guidelines.

**FINANCIAL IMPACT:**

Approval of the proposed Agreement authorizes expenditures in the not-to-exceed amount of \$91,950.08 over three years. This amount includes a maximum Consumer Price Index (CPI) adjustment of 7% per year over the three-year total base price of \$85,615.43. However, there are conditions to the annual CPI increases. The annual CPI increase will only be applied if the increase to CPI is greater than 3%, and the amount of the CPI increase will be the amount that exceeds 3%, with a 7% cap. For example, if the increase to CPI is 2.5%, there will be no CPI increase to the annual contract price. However, if the annual increase to CPI is 11%, Motorola will have the right to increase all future prices by 7% (11% CPI increase – 3% base = 8%. However, the 7% cap reduces the increase to 7%). This structure allows Motorola to protect itself against a large increase in CPI, which has occurred in recent years, while limiting the Harbor Department’s liability to the 7% cap.

Funds for Fiscal Year 2025-2026 totaling \$57,669.91 are available in Account 541035 (Operating Equipment Maintenance), Division 51010 (Port Pilots), Project 60000043, to cover the proposed costs. Future funding for subsequent fiscal years will be requested through the annual budget process upon Board approval. A funding out clause, also known as a termination of the Agreement for non-appropriation of funds clause, has been included in the proposed Agreement.

A table showing the base payment schedule with maximum CPI adjustments is as follows:

Contract Year	Fiscal Year	Coverage Period	Account	Annual Base Price Amount	CPI Year2 Max Amount	CPI Year3 Max Amount	Annual CPI Max Adjusted Amount
Year 1	2025-2026	Mar 2025-Feb 2026	541035 Op. Equip. Maint.	\$ 27,157.95			\$ 27,157.95
Year 2	2025-2026	Mar 2026-Feb 2027	541035 Op. Equip. Maint.	\$ 28,515.85	7%		\$ 30,511.96
Year 3	2026-2027	Mar 2027-Feb 2028	541035 Op. Equip. Maint.	\$ 29,941.63	7%	7%	\$ 34,280.17
<b>Total</b>				<b>\$ 85,615.43</b>			<b>\$ 91,950.08</b>

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**CITY ATTORNEY:**

The Office of the City Attorney has reviewed and approved the proposed Agreement as to form and legality.

**TRANSMITTALS:**

1. Proposed Agreement with Motorola Solutions, Inc.
2. Sole Source Justification from Motorola Solutions, Inc.

FIS Approval: 95  
CA Approval: 50



JOHN M. BETZ  
Chief Port Pilot



Digitally signed by  
Thomas E. Gazsi  
Date: 2025.12.22  
09:57:47 -08'00'

THOMAS E. GAZSI  
Chief of Public Safety and  
Emergency Management

APPROVED:



EUGENE D. SEROKA for  
Executive Director

JMB/JLD/JMK  
Author: J. Karmelich