



**The Corporation of the City of Cornwall**  
**Regular Meeting of Council**  
**Report**

Department: Financial Services  
Division: Purchasing  
Report Number: 2019-210-Financial Services  
Prepared By: Nicole Robertson, Supervisor  
Meeting Date: November 25, 2019  
Subject: Municipal Works Two-Way Radio

**Purpose**

To provide Council with information as it relates to upgrading the Municipal Works Two-Way Radio System.

**Recommendation**

That Council approve a non-competitive procurement for the lease and installation of a two-way radio communication system from BearCom for a term of five years for a total of \$233,740.50 (net cost to Corporation - \$210,490.56) plus installation.

**Financial Implications**

The Corporation will budget accordingly in the 2020 Budget and subsequent yearly budgets for these services.



## **Strategic Priority Implications**

This report addresses Council's accountability and transparency to the ratepayers of the City of Cornwall.

## **Background / Discussion**

The Municipal Works Division manages the two-way radio system for the following City departments: Sewer, Water, Roads, Parks, Recreation, and City Facilities. The leasing term on the current system is expiring at the end of 2019. The department requires that new two-way radios be installed on Corporate owned vehicles.

In reviewing the options for a new system, the Department identified that a licence frequency and infrastructure was available to be used from the existing radio system that is owned and operated at Cornwall Transit. BearCom is the current Motorola provider of the Transit radio system.

Making use of this second frequency will take advantage of infrastructure already in place, improve efficiencies and communications that are vital to City services. Digital two-way radios offer several advantages over analog, including, clearer audio, push to talk (PTT) function to meet upcoming legislation, display ID, and enhanced reporting features. For risk management and liability, the City monitors and keeps records of all road patrol activities and winter operations.

At the end of the 5-year leasing term with BearCom, the radios would become the property of the Corporation.

Document Title:	Municipal Works Two-Way Radio Communication System - 2019-210-Financial Services.docx
Attachments:	
Final Approval Date:	Nov 21, 2019

This report and all of its attachments were approved and signed as outlined below:

**No Signature - Task assigned to Bill de Wit was completed by workflow administrator Manon L. Levesque**

**Bill de Wit - Nov 21, 2019 - 8:45 AM**

**Tracey Bailey - Nov 21, 2019 - 9:05 AM**

**Maureen Adams - Nov 21, 2019 - 10:13 AM**