



## **CITY OF SALINAS COUNCIL STAFF REPORT**

---

**DATE:** JUNE 17, 2025

**DEPARTMENT:** SALINAS POLICE DEPARTMENT

**FROM:** CARLOS ACOSTA, CHIEF OF POLICE

**BY:** SETH MORTEN, POLICE SERGEANT  
TONYA ERICKSON, POLICE SERVICES ADMINISTRATOR

**TITLE:** TECHNOLOGY EQUIPMENT AND UPGRADE SERVICES FOR  
THE POLICE MOBILE COMMAND VEHICLE

### **RECOMMENDED MOTION:**

A motion to approve a Resolution authorizing the Purchasing Agent to complete the procurement of technology equipment and associated upgrade/retrofit services for the Police Department's Mobile Command Vehicle, for an amount not to exceed \$189,490.28.

### **EXECUTIVE SUMMARY:**

The Police Department's Mobile Command Vehicle (MCV) is more than 19 years old and has had no modifications or upgrades since its purchase. To ensure the Police Department can respond to a disaster or significant incident, when necessary, the department is requesting to procure upgraded radios from Motorola Solutions, computer and camera systems from CDW-G, and upgrade/retrofit services from Public Safety Innovation (PSI), for a total cost not to exceed \$189,490.28.

### **BACKGROUND:**

The Police Department's Mobile Command Vehicle (MCV) was funded in 2006 through an Urban Area Safety Initiative Grant (UASI). This custom-built command vehicle is equipped with computer terminals, police radios, cameras with zoom capabilities, refrigerator, microwave, and a restroom that all can be used during a prolonged event. The vehicle can be deployed as a mobile base of operation for command, control, and communication during critical incidents such as a hostage negotiation or mass casualty incident, or natural/manmade disasters such as flooding, wildfires, or earthquakes. The mobile command vehicle is a regional asset that can be beneficial to support and control law enforcement activities.

The MCV currently has old and outdated technology from 2006 and has had no modifications or upgrades since its purchase. The cameras are blurry, and some do not work. During the 2024 Salinas Rodeo, the entire camera system went down, and it no longer has recording capabilities.

One of the two police radios do not work, and the computer terminals can no longer connect to our mobile police computer database. During a preplanned or a critical emergency, it's imperative for law enforcement to quickly communicate with other first responders, view camera footage to make decisive plans and complete research all while in the field to ensure a safe outcome for our community and all first responders. The Salinas Fire Department recently updated their MCV which has allowed them to be more effective, safer and deliver a better-quality service during an emergency. A similar update is required for the police department's MCV to enhance collaboration with all first responders during preplanned community events such as the Salians Rodeo or the Salinas Airshow or critical incidents.

Assembly Bill 481 – Military Equipment Funding, Acquisition, and Use, requires the Salinas Police Department to obtain approval from the Salinas City Council prior to the funding, acquisition, or use of "Military Equipment" as defined by the Bill. As the Police Department's Mobile Command Vehicle meets the criteria of AB 481 Category 5: Command and control vehicles that are either built or modified to facilitate the operational control and direction of public safety units, and the anticipated upgrades are significant in nature, City Council approval is required prior to purchasing equipment and moving forward with significant modifications and/or upgrades. More information about AB 481, including Salinas Police Department's policy and equipment inventory is available at [www.salinaspd.org/assembly-bill-481](http://www.salinaspd.org/assembly-bill-481). Salinas Police Department Policy 709 Addendum A provides the applicable equipment inventory, including the purpose of equipment, cost, lifespan, and authorized use.

Given the age of the MCV, and the significant technological improvements in the last 19 years, it is a priority for the Police Department to modify and upgrade this vehicle to current technology to ensure the Police Department can respond to a disaster or significant incident when necessary. On September 10, 2024, via Resolution 23095, the City Council authorized the Salians Police Department to seek funding to support the significant modification and upgrade to the MCV and we are now returning to City Council for approval to move forward with the required equipment purchases structural modifications utilizing our existing Police Department budget, as well as funding from our COPS Technology Grant.

The MCV currently has two communication stations, and the upgrade will result in an increase to four communication stations with upgraded computers and radios. All camera systems will be upgraded, including the addition of thermal imagery. Finally, the internal space in the MVC will be modified to remove the restroom, refrigerator, and microwave in favor of expanding the command area to allow placement of a small conference table with a mobile computer and large display screens. These modifications will greatly enhance the functionality of the MCV.

Equipment will be purchased by established vendors with a long and positive history of serving law enforcement through government contract pricing. Radios, antennas, and associated radio equipment will be purchased from Motorola Solutions to ensure consistency with other radio systems used by the Police and Fire Departments. These purchases will be made directly from the manufacturer through the existing government contract pricing. This purchase of all computers, monitors, router and antenna, camera systems, and associated technology equipment will be purchased from CDW-G which provides pricing through the National IPA Technology Solutions (2018011) contract. Structural modifications and internal wiring work for the MCV will be

performed by Public Safety Innovation (PSI) which specializes in Mobile Command Vehicle retrofits, upgrades and upfits for public safety. After contacting multiple vendors to secure quotes for the required upgrade work, PSI was the only responsive vendor. All selected vendors provided estimates, and we are asking for an additional contingency amount due to the current environment and potential tariff impacts which can result in significant price increases without notice.

<b>Vendor</b>	<b>Description</b>	<b>Estimate/ Quote</b>	<b>Contingency Percentage</b>	<b>Contingency Amount</b>	<b>Not to Exceed (NTE)</b>
Motorola Solutions	Radios, Antennas, and associated equipment	40,487.31	5%	2,024.37	42,511.68
CDW-G	Computers, Monitors, Router, Camera Systems, and associated equipment	40,756.07	10%	4,075.61	44,831.68
Public Safety Innovation (PSI)	Structural Modifications and Wiring for MCV Upgrade	85,122.44	20%	17,024.49	102,146.93
<b>Total Not to Exceed (NTE)</b>					<b>189,490.28</b>

There are no local vendors available to provide the specialized equipment identified in this report at government pricing, or local vendors able to perform the specialized MCV upgrade for this public safety vehicle. Given the absence of local vendors, as well as the information provided, the City Council has the authority to approve these direct purchases under Salinas Municipal code Section 12-27 and without application of the local purchasing preference pursuant to Salinas Municipal Code Section 12-28.080.

#### CEQA CONSIDERATION:

**Not a Project.** The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

#### CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

**Yes.** The City of Salinas has determined that Government Code §84308/Levine Act does apply to this item.

#### STRATEGIC PLAN INITIATIVE:

Approving the proposed resolution will support the City Council's Strategic Plan Goal of Public Safety.

## DEPARTMENTAL COORDINATION:

The Police Department has coordinated with the Finance Department's Information Technology Division on the selection of technology equipment and with the Public Works Department's Fleet Division on plans for physical modifications and upgrades to the Mobile Command Vehicle.

## FISCAL AND SUSTAINABILITY IMPACT:

Information related to funding for the requested equipment and service is available below.

<b>Fund</b>	<b>Appropriation</b>	<b>Appropriation Name</b>	<b>Total Appropriation</b> <i>(with Amendments)</i>	<b>Amount for recommendation</b>	<b>FY 24-25 Operating Budget Page</b>	<b>Last Budget Action (Date, Resolution)*</b>
1000	40.4131-62.8520	Supplies & Materials – Computer Supplies & Hardware	\$50,410.56	\$44,831.68 <i>(Computers, Monitors, Router, Cameras Systems &amp; Associated Equipment)</i>	265	6/11/24, 22979
1000	40.4220-62.5120	Supplies & Materials – Other Clothing & Equip	\$56,644.68	\$42,511.68 <i>(Radios, Antennas, and Associated Equipment)</i>	275	6/11/24, 22979
3182	40.7414-63.6010	Outside Services – Other Outside Services	\$61,233.31 <i>(Pending Budget Amendment)</i>	\$61,233.31 <i>(MCV Structural Modifications and Wiring)</i>	n/a – Grant	2/7/23, 22582
1000	40.4130-63.6010	Outside Services – Other Outside Services	\$60,182.67 <i>(FY 2025-26 - Pending)</i>	\$40,913.62 <i>(included in FY 2025-26 – Proposed Budget)</i>	n/a <i>(FY 2025-26 - Pending)</i>	n/a <i>(FY 2025-26 - Pending)</i>

\* The FY 24-25 Adopted Budget was adopted on June 11, 2024.

## ATTACHMENTS:

Resolution  
MCV Upgrade Quotes