



CITY of NOVI CITY COUNCIL

**Agenda Item E
August 27, 2012**

SUBJECT: Approval to purchase eight (8) Panasonic laptops for Fire Department apparatus vehicles from Advanced Wireless Telecom in the amount of \$25,318.24 using an Oakland County Cooperative Purchasing contract.

SUBMITTING DEPARTMENT: Public Safety - Fire *DEM*

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$25,318.24
AMOUNT BUDGETED	\$31,700
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-337.00-802.000

BACKGROUND INFORMATION:

As part of the 2012-13 budget process, funds were allocated for the replacement of eight (8) Panasonic laptops for Fire Department apparatus vehicles. Laptops are currently installed in ten (10) vehicles and two (2) are assigned to the Fire Marshal Division. Four of the laptops were replaced in the 2011-12 fiscal year. The laptops are an integral part of the day to day Fire Department operations. They have been an indispensable tool for command operations, mobile mapping, commercial fire inspections, business hazardous material storage, and fire department pre-plans developed by the Fire Marshal. The existing laptops were purchased in 2007 and their replacement is part of the City's PC Replacement Program.

This replacement will be completed through a partnership between the Police Records Sergeant, Fleet Maintenance and the City's Information Technology staff. A phased in approach to the replacement process will be applied as to not disrupt apparatus availability. The purchase will be made through an Oakland County Cooperative Purchasing contract.

RECOMMENDED ACTION: Approval to purchase eight (8) Panasonic laptops for Fire Department apparatus vehicles from Advanced Wireless Telecom in the amount of \$25,318.24 using an Oakland County Cooperative Purchasing contract.

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Casey				
Council Member Fischer				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Wrobel				



49716 MARTIN DRIVE. WIXOM, MI 48393. PHONE: 248-295-4600. FAX: 248-295-2699

August 7, 2012

Michelle Pollock
Computer Support Specialist
City of Novi

Michelle,

Please review the following quotation regarding the mobile data computers.
The unit pricing and configurations previously purchased in February are valid.

QTY) 8 Model # CF-19ADUAX1M Win7, Intel Core i5-2520M 2.50GHz, vPro, 10.1"
TF+XGA Dual Touch, 320GB(7200rpm), 4GB, Intel WiFi a/b/g/n, TPM, Bluetooth, Dual
Pass (Upper:WWAN/Lower:WLAN), No Drive, Toughbook Preferred

Per unit \$ 3,164.78

Grand total \$ 25,318.24

Pricing per the Oakland County Cooperative Purchasing Agreement. Shipping included.

Respectfully,

Paul Olkowski

Paul Olkowski
Public Safety Sales
Advanced Wireless Telecom
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Fax 248.295.2699
E-mail polkowski@awt911.com
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August 8, 2012

Patricia Cauchi
Novi Police Department

Patricia,

Regarding your inquiry to provide a quote for new computer equipment under the Oakland County Cooperative purchasing contract,

When the Oakland County contract was secured some years ago, the thought was to put the most popular computers and accessories listed as examples. As it has evolved, the types of models and configurations within the particular models being purchased statewide grew very rapidly. For example, the model CF-19 itself offers 212 different configurations on my current price list. The latest Panasonic price list actually has 1671 line items available to purchase via the Oakland County agreement. Additionally, the Panasonic price list generally changes on a monthly basis due to the changes in technology such as offering i3,i5 and i7 processors from Intel, different hard drive options just to name a few.



Due to this ever changing pricing list, the Oakland County Contract calls for a standard discount level of 18% off list pricing for all computer equipment.

CF-19ADUAX1M Win7, Intel Core i5-2520M 2.50GHz, vPro, 10.1" XGA Dual Touch, 320GB(7200rpm), 4GB, Intel WiFi a/b/g/n, TPM, Bluetooth, Dual Pass (Upper:WWAN/Lower:WLAN), No Drive, Toughbook Preferred

Pricing from Panasonic Toughbook SRP Price List dated July 27, 2012
\$ 3,829.00

Please do not hesitate to contact me for any additional information. All pricing includes \$ 25.00 per computer for shipping.

Respectfully,

Paul Olkowski

Paul Olkowski
Public Safety Sales
Advanced Wireless Telecom
Cell 586.943.0566
Ph. 248.295.4600
Fax 248.295.2699
E-mail polkowski@awt911.com
www.awt911.com

Handwritten calculation:
3829
689.22 18%

3139.78
25.00

3164.78

CONTRACT

Dispatch via Print



OAKLAND COUNTY PURCHASING DIVISION

Executive Office Building 41 West
2100 Pontiac Lake Rd.
Lower Level
Waterford MI 48328-0462
Main Phone 248/858-0511
www.oakgov.com/purchasing/

Advanced Wireless Telecommunications Inc
Todd Jones
49716 Martin Drive
Wixom MI 48393

Contract ID 000000000000000000002974		Page 1 of 5
Contract Dates 09/01/2010 to 08/31/2012		F.O.B. DEST
Buyer Richard Brower	Phone 248/858-5483	Email browerr@oakgov.com
Description: IT Panasonic Toughbooks-B-COOP		Contract Maximum 230,000.00

Vendor ID 0000000304
Phone: 248/295-4600 Todd Jones
Fax: 248/295-2699 todd@awt911.com

Tax Exempt ID: 38-6004876

Line #	Item Number	Item/Description	Category Co	Item UOM	Contract Price
1	000000000000027034	Panasonic CF-19 Fully Rugged Tablet	43000000	EA	2,385.78
2	000000000000027035	Panasonic CF52 Semi Rugged 250GB 15.4" Non Touch Screen	43000000	EA	2,442.78
3	000000000000027036	Panasonic CF52 Semi Rugged 160GB 15.4" Non Touch Screen	43000000	EA	1,909.78
4	000000000000027037	Panasonic CF-52 Semi Rugged 13.3" Touch Screen	43000000	EA	2,073.78
5	000000000000027038	Panasonic CF-52 Semi-Rugged Atheros WiFi b/g/n	43000000	EA	1,581.78
6	000000000000027039	Panasonic C1 Tablet Touch Screen Business Rugged	43000000	EA	2,319.78
7	000000000000027040	Three Year Perferred Warranty (Included)	43000000	EA	0.00
8	000000000000027041	Extended Year 4 Warranty	43000000	EA	200.00
9	000000000000027042	Extended Year 4 Warranty \$200.0 Extended Years 4 and 5 Warr	43000000	EA	350.00
10	000000000000027113	Desktop Port Replicator	43000000	EA	225.00
11	000000000000027114	Lightweight Lithium-ion battery	43000000	EA	165.60
12	000000000000027115	Long Life Lithium-ion battery	43000000	EA	179.10
13	000000000000027116	Desktop Port Replicator with DVD Multi Drive	43000000	EA	281.70
14	000000000000027117	Lithium-ion Battery	43000000	EA	122.40
15	000000000000027118	4-Bay Battery Charger	43000000	EA	437.40
16	000000000000027119	Replacement Stylus	43000000	EA	5.40

SEE ATTACHED
\$3,139.78
25-
\$3164.78



49716 Martin Drive • Wixom, MI 48393 • Phone: 248-295-4600 • Fax: 248-295-2699

August 3, 2010

RE: Solicitation Event ID 001492 Event Title: Panasonic Toughbooks

3. PROPOSAL REQUIREMENTS

3.1. Organizational Requirements

- 3.1.1 Advanced Wireless Telecom initially became involved with the Panasonic laptop computer Toughbook product line in March, 2006. We became a fully Authorized Reseller on June 16, 2006, as a Panasonic Preferred Partner (TP3).

With the potential of various departments within Oakland County requiring the use of field and laptop computers, Panasonic offers various levels of “toughness” within their Toughbook product line. All Toughbooks include a magnesium-alloy case, shock-mounted hard drive, liquid spill resistant keyboard, industry-standard technology, and a three year parts and labor factory warranty.

Panasonic is the ONLY core manufacturer that designs, builds, and tests their own components in their own factory. This allows Panasonic to control quality, parts availability, and consistency every step of production. Most laptop manufacturers outsource their manufacturing parts and assembly; losing quality and control.

For several years PC Magazine has published the Industry Annual Failure Rate for Laptop Computers. The industry average failure rate is 24%; as compared to all models of Panasonic Toughbooks with an annual failure rate of 3.42%.

Why is Panasonic Toughbook quality and durability important; because lower failure rates and fewer repairs mean less downtime. If you are in the office and your laptop fails, there may be options to continue working on a different laptop or PC.

If you are in the field and your laptop breaks, your day is wasted and all your hand written data will need to be re-entered into the system at a later time. Broken laptops cost time, money, and lost productivity.

Advanced Wireless Telecom also offers Havis, Inc. vehicle docks and mounts. It is important to secure a laptop while in a vehicle to prevent injury to a driver or passengers in the event of a sudden stop or accident. A laptop computer flying around in a vehicle may not only cause a serious injury; but also is a potential legal liability should the occupants be hurt.

As technology upgrades are introduced to our industry equipment and pricing will also change. To keep our pricing current with technology growth, we will offer the following discounts throughout the term of this agreement.



- ***18% discount off published list price for all Panasonic Toughbook laptop computers.***
- ***10% discount off published list price for all Panasonic Toughbook accessories.***
- ***15% discount off published list price for all Havis, Inc. docking and mounting hardware.***

In review, Panasonic Toughbooks are a very unique laptop computer. Toughbook durability specifications exceed MIL-STD; while other providers strive to reach even the lowest certifications. Toughbook keyboards are tested to last 25 million keystrokes and hinges to last 50,000 cycles; this is why a Toughbook is invaluable as a field laptop.

Toughbooks typically may cost more than office-grade laptops. However, when amortizing this cost over a three-year period, the Toughbook may only cost a few more dollars a day. When we consider the cost of a field worker and vehicle to be upwards of \$300 per day; isn't it important to make sure your field workers have the computer tools to get the job done?

3.1.2

- Advanced Wireless Telecom
49716 Martin Drive
Wixom, MI 48393
Office: 248-295-4600
Fax: 248-295-2699
www.awt911.com
- Year established 2000
- Corporation
- Todd Jones, President, same as above
- Advanced Wireless Telecom has worked with Oakland County Purchasing since September, 2006; administering a Cooperative Panasonic Purchasing Contract. This Contract was expanded to include all Panasonic Toughbook and Havis (then Ledco) products in April 2008.



To our knowledge, we have had a very amicable relationship with Oakland County Purchasing throughout the Contract term. The Contract has provided a best price possible for Panasonic and Havis products; benefiting the County and Municipal Community.

3.1.3

As stated in the Panasonic authorization to become a Panasonic Preferred Partner (TP3) status:

“Advanced Wireless Telecom is uniquely able to represent Panasonic Product with a staff of technicians, inside support personnel, and outside sales in a manner no other Panasonic TP3 in Michigan has been able to achieve in the past. A few of the examples of services you can expect are:”

- Vehicle Mounting Equipment and Installation support
- IT Staff Support
- Michigan Based Liaison for Panasonic Field Engineering Teams
- Michigan State Contract Pricing, as well as other contract vehicles for Toughbook Products
- Demonstration/Testing/Pilot Program Hardware (*Advanced Wireless Telecom has provided Panasonic CF-52 and C1 laptops to Oakland County Information Technology for evaluation in 2010*)
- On-site Service and Support

All Panasonic Toughbooks with the Preferred Warranty option includes a three year factory warranty. This includes:

- Technical telephone support 24 hours a day, 365 days a year; average hold time less than 60 seconds
- Repair and Free Shipping; full turnaround typically 3 days
- Website support; access downloads for drivers, first-aid discs, BIOS, utilities, tools, and manuals
- Extended 4th and 5th year warranty available
- Parts availability up to 7 years

In addition to Advanced Wireless Telecom’s Panasonic relationship with Oakland County, we have assisted the County with several other computer tasked projects; including PSAP consoles for the new digital trunking system and E911 solutions.

AWT has a customer base of several hundred active customers, in and around the Detroit Metro area, south into Ohio, north up to Saginaw and west to Allegan County. AWT supports very large clients to include the County of Oakland, Jackson and Lenawee Counties, including all their Cities, Townships & Village Public Safety Agencies. Some of our customer relationships exceed a decade in length, a testament to the relationships we form and maintain.