THE CITY OF ASHEVILLE

City Council Staff Report

Council Meeting Date

- April 14, 2026

Subject

- Non-Competitive, Sole Source procurement of SmartConnect for the Asheville Police Department

Staff Resource(s)

- Jackie Stepp - APD Interim Police Chief
- Elise Lewis - APD Financial Business Manager

Action Requested

- Adoption of a resolution authorizing the City to procure, through a sole source purchase, SmartConnect subscription from the current authorized distributor, Motorola Solutions Inc, and any successor in interest to it, for all Motorola radio purchases since it cannot be competitively bid.

Background

- The SmartConnect subscription for service is not offered at a discount on the Sourcewell Cooperative which is the procurement method APD uses to purchase handheld radios for officers. The pricing on the co-op is discounted for the equipment, but there is a 0% discount listed for the SmartConnect cellular service that supports the SIM card in the radio. North Carolina General Statutes require that products be discounted for the cooperative to be used as a procurement method.
- SmartConnect cellular service is the only software that is compatible with the SmartConnect equipment. This requires the sole source purchase of the SmartConnect cellular service.
- SmartConnect technology automatically switches between P25 radio and broadband (LTE/Wi-Fi) to extend the usable service area of an officer's radio.
- The use of sole-source procurement is permitted in this instance pursuant to N.C.G.S. 143-129(e)(6)(i) when price competition for a product is not available, (ii) a needed product is available from only one source or supply.

Vendor Outreach Efforts:

- Not applicable; Motorola Solutions, Inc is the authorized dealer.

Council Vision 2036 Focus Area(s):

- Fiscally Resilient City

Council Priority Recovery Area(s):

- Economic Recovery

Committee(s):

- Public Safety Committee March 26, 2026. The Public Safety Committee approved to move this forward to City Council on March 26, 2026 with a 2-0 vote.

Pro(s)

- Extends the usable service area of an officer's radio

Con(s)

- Continued annual cost of the service.

Fiscal Impact

- Funding for this contract is available in the Asheville Police Department operating budget.

Suggested Motion

- Motion to adopt a resolution authorizing the City to procure, through a sole source purchase, SmartConnect subscription from the current authorized distributor, Motorola Solutions Inc, and any successor in interest to it, for all Motorola radio purchases since it can not be competitively bid.

Attachment(s)

- Resolution

City of Asheville Resolution Number 26-___

Resolution authorizing the City to procure, through a sole source purchase, SmartConnect subscription from the current authorized distributor, Motorola Solutions Inc, and any successor in interest to it, for all Motorola radio purchases since it can not be competitively bid.

Whereas, the use of sole-source procurement is permitted in this instance pursuant to N.C.G.S. 143-129(e)(6)(i) when price competition for a product is not available, (ii) a needed product is available from only one source or supply;

Whereas, the SmartConnect subscription for service is not offered at a discount on the Sourcewell Cooperative which is the procurement method APD uses to purchase handheld radios for officers; and

Whereas, SmartConnect cellular service is the only software that is compatible with the SmartConnect equipment, requiring the sole source purchase of the SmartConnect cellular service; and

Whereas, SmartConnect technology automatically switches between P25 radio and broadband (LTE/Wi-Fi) to extend the usable service area of an officer's radio;

Now, Therefore, be it resolved by the City Council of the City of Asheville that:

The City is authorized to procure, through a sole source purchase, SmartConnect subscription from the current authorized distributor, Motorola Solutions Inc, and any successor in interest to it, for all Motorola radio purchases since it can not be competitively bid.

Read, approved and adopted this the 14th day of April, 2026.

_____
Esther E. Manheimer, Mayor

_____
Brad Branham, City Attorney

_____
Magdalen Burleson, City Clerk