



**Foothill  
Communications**  
Two-Way Radio Specialist

City of Redondo Beach  
Maintenance, Repair and Technical Support  
Services for Public Safety Radio Equipment  
RFP# 2122-008

FOOTHILL COMMUNICATIONS 133 N. San Gabriel Blvd Pasadena, CA 91107



Foothill Communications  
133 N. San Gabriel Blvd  
Suite #206  
Pasadena, CA. 91107  
(626) 744-9292  
[www.foothillcommunications.com](http://www.foothillcommunications.com)

**Cover Letter for Proposal for the City of Redondo Beach  
Maintenance, Repair and Technical Support  
Services for Public Safety Radio Equipment  
RFP# 2122-008**

City of Redondo Beach - Purchasing  
415 Diamond St., Door 1  
Redondo Beach, CA 90277  
Attn: RFP #2122-008

January 7, 2022

This is a proposal from Foothill Communications for the Maintenance, Repair and Technical Support Services for Public Safety Radio Equipment for the City of Redondo Beach.

Foothill Communications will be the primary contractor for all preventative maintenance, repair work and on scene response for the radio communications infrastructure sites, mobile/portable radio assets, as well as administrative support for Avtec dispatch consoles, INSB & SBRPCA technical liaison, ICI technical committee representation and FCC licensing updates with PCN coordination reviews.

Foothill Communications has received and read all addenda issued for this RFP and is equipped with all necessary service test equipment, tools, software and documentation to meet the needs of the requirements set forth in the scope of required services of the RFP.

This proposal shall remain valid for 180 days after submittal to the City of Redondo Beach.

Prepared by Kenji Luster, CEO & Cliff Yamamoto, CTO  
Foothill Communications

  
\_\_\_\_\_  
Cliff Yamamoto, CTO

\_\_\_\_\_  
Jan 7, 2022  
Date



**Foothill  
Communications**  
Two-Way Radio Specialist

Proposal for the City of Redondo Beach  
Maintenance, Repair and Technical Support  
Services for Public Safety Radio Equipment  
RFP# 2122-008

### **Introduction**

Foothill Communications located in Pasadena, California proposes to collaborate with the Redondo Beach Police, Fire and Public Works Departments to institute a preventative maintenance schedule that will work best for all departments. We will do this with the goal of keeping the radio infrastructure, subscriber radios and vehicles out of service for the least amount of time possible.

Foothill Communications will provide an after hours and weekend phone number and email address to the City of Redondo Beach for any notifications requiring response to Critical Infrastructure service under 24 hours a day, 7 days a week coverage.

Foothill Communications will provide a dedicated email address and a phone number for reporting any issues that may arise with all other maintenance/programming support, general radio repair requests, scheduling of radio repair pickup/delivery, questions regarding technical support for Avtec, ICI/INSB meeting action items and general consultation discussions regarding radio equipment performance, usage, replacement forecasting, budgeting, etc.

In the event of equipment repairs, all efforts will be made to have the equipment repaired and back in service within two weeks or sooner if possible. There may be instances of equipment needing to have parts ordered from the equipment manufacturer or returned to the manufacturer for repair. If this were to occur, the affected Redondo Beach department shall be made aware of the repair status and if any delays were to occur.

There may be instances where equipment to be repaired requires parts no longer available from manufacturer and may not be repairable through normal channels. If this occurs, Foothill Communications will notify the affected Redondo Beach Police, Fire or Public Works department of this issue.

### **Exclusions:**

Maintenance services provided by Foothill Communications under this RFP do not include the following:

- a. Replacement costs for parts to repair equipment covered under this service agreement
- b. Installation/Rewiring of new and/or used equipment into new vehicles and/or apparatus
- c. Installation of networking cables, phone and/or computer systems
- d. Maintenance/Consulting/Labor of mobile computing systems or Computer/IT
- e. Maintenance or installation of customer specific Fire Station alerting systems
- f. Installation/Repair/Rewiring of new infrastructure components or station PA systems
- g. Maintenance, support or installation of fiber optic cable

- h. Cellular/broadband hardware and/or connectivity
- i. Fees for equipment firmware or software updates/upgrades
- j. Fees for any renewal/relicensing of FCC licenses
- k. Communications systems engineering
- l. Tower climbing for inspections, repairs or installation
- m. Repair of damage, defects from malfunctions, or increase of service time, caused by the use of equipment for other than the purposes for which it was designed, or via neglect or misuse, or customer's failure to perform operator level preventative maintenance as provided in any applicable operator's manuals, or information provided by the manufacturer.
- n. Repair of damage, defects from malfunctions, or increase of service time, resulting from the alteration or modification of any of the equipment.
- o. Repair of damage, defects from malfunctions, or increase of service time, caused by attachments, which are defined as mechanical, electrical or electronic interconnections not included in this maintenance agreement.
- p. Service time and materials associated with any rearrangement or relocation of the equipment.
- q. Refurbishing the equipment or furnishing materials therefore, inspecting altered equipment, or adding or removing accessories, attachments or other devices.
- r. Electrical work external to the equipment or maintenance of accessories, alterations, modifications or other devices.
- s. Services which are impractical for Foothill Communications to render because of alterations in or attachments or modifications to the equipment.
- t. This agreement excludes repairs to: transmission lines, antennas, towers or tower lighting, batteries, carrying holsters and straps or belt clips. Excluded are repairs of optional accessories; non-standard mobile microphones, portable remote speaker microphones, mobile external speakers, mobile power and antenna cables, power supplies and uninterruptable power supplies (UPS). Radio and battery engraving is excluded.
- u. This agreement does not include, without limitation: war, insurrection, riot or other acts of civil disobedience, delays in transportation or failure by suppliers to deliver any required materials, acts of any governmental agency affecting the terms of this contract, judicial action, labor dispute, accident, fire, explosion, flood, severe weather or other Acts of God.

Lifts are not included in this proposal for onsite use. All lifts if required will be billed separately.

All permits if required will be billed separately and are not included in this proposal.

All inventory equipment listed and site conditions at time of acceptance of this contract are considered in operational condition. If at time of award, any equipment or site covered by this contract is found to have defects that have not been repaired and are inactive and not disclosed or brought to our attention prior to contract acceptance, all costs and labor for these repairs will be billed 100% as Time & Materials.

**Qualifications and Experience:**

Foothill Communications is dedicated to our goals to ensure the safety of all sworn, staff and residences of the City of Redondo Beach, and to increase the efficacy of city operations by providing a properly maintained two-way communications system.

Founded in January of 2008, Foothill Communications has grown into a forward-thinking solutions provider company. Foothill Communications strives to provide the best customer experience, fastest resolution and concise solutions that will solve customer communications issues and concerns. All of us here at Foothill Communications understand that budgets have become limited and sometimes an alternate solution is needed to resolve unique and specific issues you are facing.

Foothill Communications is a Motorola Channel Partner, as well as an authorized dealer for Bendix King Technologies, Kenwood/EF Johnson, David Clark, Iridium, JPS, Avigilon, Sigtronics, Whelen, Code 3, Federal Signal just to name a few.

Foothill Communications holds several certifications from multiple manufacturers and organizations including Motorola Solutions, JVC-Kenwood, EF Johnson, Zetron, Avtec, Iridium, Whelen, FEMA, and holds a General Radio Operator License (GROL) certification from the FCC.

Foothill Communications has since 2019 and is currently the radio service provider for La Verne Police Department for their fleet of APX6000, APX8000 portable and APX8500 mobile radios. Foothill Communications hosts its own Radio Management server and provides remote radio programming updates over the department WiFi for all the La Verne Police Dept APX radios as well as provides updates to their MCC7500 dispatch consoles and APX7500 consolettes as needed.

Foothill Communications has since 2020 and is currently the radio service provider for the South Pasadena Police Department for their fleet of XTS5000/APX7000, portable and XTL5000/APX6500 mobile radios. Foothill Communications provides support for their Motorola XTL5000 base stations radios as well as programming updates for their XTL5000 consolettes and for their portable/mobile radios as needed.

Foothill Communications has since 2018 and is currently the radio service provider for the Cal Poly Pomona University Police Department for their fleet of XTS5000/APX6000, portable and APX6500 mobile radios. Foothill Communications provides support for their Motorola MCC5500 dispatch consoles as well as programming updates for their XTL5000 consolettes and for their non-WiFi enabled portable/mobile radios as needed. Annual preventative maintenance is also performed on all radios.

Foothill Communications has since 2021 and is currently the Radio Management service provider for the San Gabriel Police Department for their fleet of APX8000, portable and APX8500 mobile radios. Foothill hosts its own Radio Management server and provides remote radio programming updates over two Foothill Communications on-site deployed Device Programmer "kiosks" having its own computer, WiFi access point and VPN router. This allows immediate and instant remote radio programming updates over WiFi for all the San Gabriel Police Dept APX radios.

La Verne PD, Cal Poly Pomona University PD, San Gabriel PD and South Pasadena PD all operate or occasionally operate on the ICI system and as such Foothill Communications has access and experience with ICI Provisioning Manager (PM) and Unified Event Management (UEM) for updating talkgroups and subscriber radio ID's / Aliases as allocated for those Security groups within the ICI system.

From 2016 until 2020, Foothill Communications was the radio service provider for the city of Montebello by supporting the Police, Fire and Transit department's portable XTS5000, APX7000 and APX8000 radios, mobile XTL5000 and APX8500 radios, the Police and Transit dispatch radio consoles (Motorola MCC7500), Fire MDC system, station alerting, and legacy conventional radio system. In addition to maintaining Montebello's legacy SmartZone four site simulcast digital trunk system, Foothill Communications also implemented and managed their migration and system upgrade to their new seven site P25 trunk system as well as assisting numerous other agencies with their future move to joining the ICI System. Foothill Communications was also the designated representative for Montebello on the ICI System technical committee.

Foothill Communications has also had a very long relationship with the Verdugo Fire Communication Center, as well as their legacy CAD system and assisted with the WestNet station alerting system equipment installation and cutover for all the Montebello Fire Stations.

Foothill has provided additional support services to several municipal radios shop in the area including Glendale, Pasadena, Pomona, and West Covina. We also provides service to many local agencies including San Gabriel FD, San Marino PD & FD, Covina PD, Arcadia PD, Azusa PD, Irwindale PD, La Verne PD & FD, Montebello Unified School District PD, Sierra Madre PD & FD, Glendora PD, Monterey Park PD & FD, Downey PD, LA Impact and Jet Propulsion Laboratory.

#### **References:**

With the multitude of agencies and departments Foothill has supported over the years, we have come to know many individuals across those departments and the ICI System who have worked closely with us in various projects and deployments. We are honored to have the following individuals listed as References:

Jason Prows, Lieutenant  
La Verne Police Department  
2061 3rd Street  
La Verne, CA 91750  
909-596-1913 x2248  
[jprows@lvpd.org](mailto:jprows@lvpd.org)

Lieutenant Shannon Robledo  
City of South Pasadena Police Department  
1422 Mission Street  
South Pasadena, CA 91030  
626-403-7269  
[srobledo@southpasadenaca.gov](mailto:srobledo@southpasadenaca.gov)

Riki Nakamura  
Captain, Operations Division  
San Gabriel Police Department  
625 S. Del Mar Avenue  
San Gabriel, CA 91776  
626-308-2844  
[RN107@sgpd.com](mailto:RN107@sgpd.com)

Hasmick Hartunian  
Records Supervisor  
Cal Poly Pomona University Police  
909-869-4421  
[hghartunian@cpp.edu](mailto:hghartunian@cpp.edu)

Gordon Arnold  
Wireless Systems Manager  
City of Glendale - Information Services Department  
120 N Isabel St  
Glendale, CA 91206  
818-548-6444  
[garnold@glendaleca.gov](mailto:garnold@glendaleca.gov)

Lieutenant Paul Villalobos  
Patrol Team 4 Watch Commander  
Monterey Park Police Department  
320 W. Newmark Ave.  
Monterey Park, CA 91754  
626-307-1200 Office  
626-705-4071 Cell  
[pvillalobos@montereypark.ca.gov](mailto:pvillalobos@montereypark.ca.gov)

Tamara Patlogar, ENP  
Administrative Services Manager  
Police Department  
City of Azusa  
725 N Alameda Ave.  
Azusa, CA 91702  
Phone 626-812-3235  
[tpatlogar@ci.azusa.ca.us](mailto:tpatlogar@ci.azusa.ca.us)

Steven Hronek  
Comsec Associates, Inc.  
Inspection, Compliance, and Consulting for Distributed Antenna Systems  
(818) 502-0000 cell/text  
[shronek@comsec.us](mailto:shronek@comsec.us)  
<http://www.comsec.us>

## **Foothill Communications Bio**

**Kenji Luster**

CEO/Partner

Kenji has brought Foothill Communications to where it is today and is constantly working on growing the company to provide the best customer service possible.

Kenji Luster has over 30 years involvement in both communications and public safety arenas. He is a member of the California Professional Radio Association (southern California chapter APCO) and is still an active member of both the Pasadena Fire Department, and Los Angeles County Fire Department volunteer photo unit programs.

Kenji has worked and consulted on many projects for several organization, including Motorola Solutions, Walt Disney Company, Warner Bros. Studios, Sony Studios, Fox Network Operations, EF Johnson Technologies, ABC Networks, as well as many school districts and municipalities.

Kenji is very passionate about making people safe and work more efficiently through the use of two way communications.

**Cliff Yamamoto**

CTO/Partner

With over 35 years of experience in communications, Cliff Yamamoto is a rare find in today's industry. Cliff holds Bachelor and Master of Science Degrees in Computer Science, is a certified Project Manager, Avtec System Professional / System Maintainer and holds several certifications including a GROL from the FCC.

Cliff has worked in both the defense, private, and aerospace industries, for many organizations including: Raytheon, Leica GPS, Qualcomm and the Jet Propulsion Laboratory (JPL).

While at JPL, he oversaw many projects including building the first Software Defined Radios (SDR) to be used on the International Space Station (ISS). Cliff was a Supervisor in the Flight Communications Support & Ground Systems Group managing a group of 17 engineers while also overseeing the Hardware and Software development, testing, scheduling and \$5M financials of a Cold Atom Physics instrument launched to the ISS in May 2018.

Cliff has held secret and top secret clearances and holds several patents for several System On a Chip (SoC) devices he helped to develop over his career.

Cliff has also been an amateur radio operator since 1981. He designed a digital filter audio processing board in 1992 which allowed his radio group to link over 12 radio sites from San Diego to Lake Tahoe with minimal audio degradation. This system is still in use today.

Cliff has made our technical service organization what it is today and is always striving to make it the best in the area.

**Craig Durling**

Public Safety Specialist & Operations

Craig is the newest member of the Foothill Communications team. Recently retired from Torrance Police Department, with over 30 years of experience in public law enforcement.

Craig help develop the Torrance PD Commercial Enforcement program as well as spear head and mange several project over his long career. Craig also spent time as an "officer in charge" of the Torrance PD & FD dispatch operations center before his retirement in 2021.



Blake Silcott

Senior Technician and Operations Manager

Blake has often been referred to as the go to guy to get things done. His knowledge of not only radio communications, but of how to diagnose unusual electrical or communications problems while making it all work inside of a vehicle or inside of a station has made him a valuable asset and resource to Foothill Communications. Being a son of a fire fighter and also being an engineer with Sierra Madre FD, Blake also brings his passion of commitment for public safety to work every day.

Connor Daumann

Installations and Service Manager

Connor has had a passion for public safety vehicle outfitting for as long as he can remember. He started a vehicle outfitting in 2014 called Rolling Code 3 which quickly became well known for its outstanding work and approach to public safety vehicle outfitting and became the go to company in both Los Angeles and Ventura counties. Later in 2017, Rolling Code 3 was acquired by Foothill Communications and Connor has continued to expand his knowledge by also providing radio programming and infrastructure installations. We are very happy that Connor and Rolling Code 3 are part of the Foothill Communications team.

Chris Tiffany

Technician & Radio Services

Chris brings over 20 years of wireless audio, video & radio technology experience from his years in film & television production. Chris holds certifications from Motorola Solutions, JVC/Kenwood, EF Johnson, Avtec, BK Technologies, Avigilon and holds a C7 license from the State of California for low voltage electrical.

Chris's year of experience of working in harsh locations and conditions while being able to quickly troubleshoot and resolve issues makes him a valuable member of the Foothill Team.

Jon Bell

Technician

Jon has had a passion for all things public safety since he was a child. Jon is a volunteer with the Burbank Fire department. Being very passionate about Public Safety communications, Jon holds certifications from several manufacturers and organizations including Motorola, Kenwood and the FCC. His knowledge and extensive expertise of FCC licensing, subscriber radios and infrastructure make him a valued member of the Foothill Communications team.

Doug Pearson

IT Specialist & Project Manager

Doug has been has well over 20 years of experience in the telecommunications, IoT, & server industry for both broadcast television and commercial customers.

He has also managed both small and large scale projects. These projects include upgrading Fox Spots, NBC Sports, & Telemundo from their legacy analog tape systems to digital server base systems, all without any interruption of service.

Michael Shirabad

Project Account Manager

Michael has worked many years in the cellular industry for both Verizon and AT&T. His background spans in depth knowledge of wireless data communications as well as new emerging technology

**Financial Terms and Pricing Schedule:**

Foothill Communications will provide the above services based on the provided inventory listing in Attachment A of RFP 2122-008 as follows:

- 4 Dispatch Console Positions
- 13 Repeaters
- 18 Satellite Receivers
- 6 Voter/Comparators
- 1 Microwave Link
- 19 Base/Control Stations
- 121 Mobiles
- 286 Portables

Total \$ 8,897.90 per month  
\$106,774.80 per year

This payment shall be due on the 1<sup>st</sup> of each month to cover that month's service or shall be paid annually to cover the following 12 months of service.

Foothill Communications will provide quotes for any parts needed for a repair or new project.

This contract will include a 5% annual fee increase for each additional year of service.

Any work outside of this RFP will be quoted and billed separately.