EMERGENCY MEDICAL SERVICES AUTHORITY

Date: July 10, 2026

To: EMSA Board of Trustees
Johna Easley, President & CEO

From: Lora Conger, CFO

Subject: Samsara and Motorola Contract Renewals

EMSA is requesting approval for two contract renewals:

1. EMSA is requesting approval of a contract renewal is a 3-year licensing agreement with **Samsara** for the in-vehicle camera and safety solution at a cost of $110,127.60 annually, for a total contract value of $330,382.80. The original purchase of the Samsara system was approved by the Board of Trustees in March 2023 after an RFP and included an initial 3-year licensing term.

This renewal is an FY2027 budgeted expenditure.

EMSA Purchasing Policy A3 requires that all purchases exceeding $100,000 be approved by the EMSA Board of Trustees. EMSA plans to renew this agreement as a non-competitive purchase under Section 9, part C of the Purchasing Policy as this is the extension of an existing contract that supports hardware currently installed on EMSA's fleet. EMSA is requesting Board approval of the renewal of the Samsara licensing agreement.

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2. EMSA is requesting approval of a contract renewal is for the annual maintenance agreement with **Motorola** for EMSA's 911 radio consoles in the amount of $186,365.64. Motorola provides equipment maintenance, repairs, and software updates for critical communications infrastructure utilized in both divisions. EMSA receives State contract pricing for these services. The maintenance agreement ensures continued reliability and support of EMSA's emergency communications systems.

This is an FY2027 budgeted expenditure.

EMSA Purchasing Policy A3 requires that all purchases exceeding $100,000 be approved by the EMSA Board of Trustees. EMSA plans to renew this agreement as a non-competitive purchase under Section 9, part C of the Purchasing Policy as this is the extension of an existing contract that supports maintenance of hardware and communications infrastructure already in use. EMSA is requesting Board approval of the renewal of the Motorola agreement.