

## **Digital Radio System Upgrade**

### **Recommendation:**

Approve the purchase and implementation of a digital radio communication system for the Transportation Department.

### **Summary:**

The Transportation Department currently utilizes a radio communication system provided by Cook's Communications. The existing system operates using line-of-sight radio signals supported by strategically placed amplifiers throughout the region. While the system performs adequately within the Visalia and Fresno service areas, communication coverage becomes unreliable as buses travel beyond those boundaries, particularly south of Bakersfield and north of Fresno.

The loss of communication presents operational and safety challenges, as the Transportation Department routinely supports field trips, athletic events, and other student activities that require buses to travel well beyond the coverage area of the current system. When communication is lost, dispatch staff have limited ability to provide real-time support, coordinate responses to incidents, or communicate important operational updates to drivers.

The proposed digital radio upgrade utilizes cellular-based communication technology that operates on the AllTel network platform. Unlike traditional radio systems that rely on line-of-sight coverage, the new system is capable of utilizing available cellular towers regardless of the underlying wireless carrier. This significantly expands communication coverage and reliability by allowing the radios to connect through the strongest available signal in the area.

By leveraging existing cellular infrastructure, the digital radio system will provide stable and consistent communication between dispatch staff and drivers throughout California and other travel destinations commonly served by district field trips. This enhancement will improve driver support, operational coordination, emergency response capabilities, and overall student safety while supporting the district's growing transportation needs.

### **Fiscal Impact:**

The digital radio upgrade will require a one-time expenditure for the purchase and installation of the necessary hardware and equipment. Funding for this project is planned through the Transportation Department's 2026–2027 operating budget. New vendor will be matching the cost per unit subscription.



**Company Address** 31127 Via Colinas, Unit 806  
Westlake Village, CA 91362  
USA

**Contract Start Date** July 1, 2026

**Contract End Date** June 30, 2027

**Account Phone Contact** 559-730-7595

**Prepared By** Rebecca Faber

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**Bill to Name** Visalia Unified School District

**Ship to Name** Visalia Unified School District

**Bill To** 1210 North Woodland Street  
Visalia CA 93291  
United States

**Ship To** 1210 N. Woodland St  
Visalia CA 93291  
United States

**Y1 Hardware, Software, and Cellular Cost**

Quantity	Product Name	Description	Sales Price	Total Price
10.00	DTP-9851	Handheld Portable Radio	\$299.00	\$2,990.00
75.00	DTS-8951	Mobile Radio - School Bus or Vehicle usage	\$356.00	\$26,700.00
4.00	DTP-DISP-SW	PC Windows Dispatch Console Software	\$250.00	\$1,000.00
89.00	SR Data - Annually	Data Fee Per Year	\$298.00	\$26,522.00
89.00	SR Activation	Activation for Services	\$21.00	\$1,869.00
1.00	SR-SETUP-1	BACK OFFICE SYSTEM SETUP PACKAGE A Includes: - 1 Days on-site and/or remote deployment services - Management System and Network configuration and setup - Admin and User Training Project Implementation, Single Platform On-site/Remote Project Implementation	\$1,500.00	\$1,500.00
1.00	FREIGHT GROUND	FREIGHT GROUND	\$200.00	\$200.00

**Total Price**

**\$60,781.00**

**+ Applicable Sales Taxes**

**Annual Renewal Fees – Y2 Onwards**

Quantity	Product Name	Description	Sales Price	Total Price
89.00	SR Data - Annually	Data Fee Per Year	\$298.00	\$26,522.00

All purchases must be confirmed with an authorized signature from the purchaser; company issued purchase orders should be provided for all purchases exceeding \$25,000.00.

Your order will be subject to local and state tax rates, if your organization is tax-exempt purchase must be accompanied by a tax exemption and/or resellers certificate. By signing this proposal or providing a purchase order, or other similar document, the Customer agrees to all terms and conditions set forth herein, including without limitation those set out in this Comments and Terms section, and to the Safe Fleet Video & Telematics Products and Services Standard Customer Terms & Conditions, currently available at Video & Telematics General Terms - Safe Fleet (may be updated or amended by Safe Fleet from time to time in its discretion).



Installation fees cover the scheduled installation at a single location and time. Additional fees may apply if Faber Communications or its vendors must return later or perform offsite work.

The warranties applicable to the products, services, and other matters set forth herein are available at Product and Service Warranty - Safe Fleet (the "Warranty Documentation").

## Signing

PO #: \_\_\_\_\_ Signature \_\_\_\_\_  
Name \_\_\_\_\_ Date \_\_\_\_\_  
Title \_\_\_\_\_ Comments \_\_\_\_\_



**AWARDED VENDOR**

Faber Communications  
Contract #230205