SINGLE SOURCE AWARD **BID # SS-15569-24**

Subject: Motorola Solutions – JFRD Mobile & Portable Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. (Motorola) for the purchase of portable radios for JRFD employees assigned to Fire Station 68 and Fire Plans Review. Period of service will be from date of award through September 30, 2024. Total expenditure not-to-exceed $118,024.34.

Funding Source: 53102.113501.564290.000000.00000000.00000.0000000, to be executed by formal contract through the Office of General Counsel and process by purchase order release(s).

Single Source Award To: Motorola Solutions, Inc. (Motorola)

Price Justification: See Attached

Total Award: $118,024.34 **Requisition Number:** FAIT-501289-24

Attachments: Recommendation Memo, Single Source Form, Supplier Letter & Proposal

Certification as to Single Source: Wanyonyi Kendrick, Chief of Information Technologies Division/CIO

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Corey Sidlo

Dustin Freeman, Chief Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY

DATE: _____

APPROVED _____ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-114, Revised 12/2007

City of Jacksonville, Florida

Donna Deegan, Mayor

Information Technologies Division
Ed Ball Building
214 N. Hogan Street, Suite 900
Jacksonville, Florida 32202
(904) 630-CITY
www.jacksonville.gov

A NEW DAY.

MEMORANDUM

TO: Dustin L. Freeman, Chief of Procurement Division

VIA: Anna Brosche, Director of Finance & Administration/CFO — Anna L Brosche, Digitally signed by Anna L Brosche, Date: 2024.04.23 18:06:33 -04'00'

THROUGH: Wanyonyi Kendrick, Chief of Information Technologies/CIO — Wanyonyi Kendrick, Digitally signed by Wanyonyi Kendrick, Date: 2024.04.23 17:47:37 -04'00'

FROM: Thomas Ossi, Technology Contract and Records Manager — Thomas Ossi, Digitally signed by Thomas Ossi, Date: 2024.04.23 15:28:32 -04'00'

SUBJECT: **Motorola Solutions – JFRD Mobile & Portable Radios– Single Source Request**

DATE: April 23, 2024

The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire & Rescue Department (JFRD), request approval to purchase Motorola APX Series Portable and Mobile Radios with accessories from Motorola Solutions, Inc. (Motorola). This purchase is to provide portable radios for JFRD employees who are assigned to Fire Station 68 and Fire Plans Review. The term of the agreement shall begin on the date of the award and go through September 30, 2024.

The APX Series portable two-way radios under consideration for purchase are distributed to the end-user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network. Motorola submitted a single source letter confirming its status.

The total not-to-exceed amount for this request is $118,024.34. The equipment and accessories will be procured via Purchase Order.

FUNDING SOURCE: 53102.113501.564290 — Tracy Geake, Digitally signed by Tracy Geake, Date: 2024.04.23 15:35:05 -04'00'

Your favorable consideration of ITD's request is appreciated.

Attachments: Agency Memo
Single Source Request Form
Supplier Quote
Supplier Single Source Letter

CC: Elizaberth Brown, Enterprise Applications Manager
Tracy Geake, IT Finance Manager
Alexander Ciprian, Radio Communications Manager
Ruben Ola, Contract Compliance Analyst

FINANCE & ADMINISTRATION DEPARTMENT, PROCUREMENT DIVISION

JUSTIFICATION FOR SINGLE SOURCE (JSS)	
Pursuant to the City of Jacksonville Procurement Code§ 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.	
1. Requesting Agency:	Information Technologies
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the city need these particular goods or services?***	The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD), request approval to purchase (1) APX 6000, (13) APX 8000, and (1) APX4500 portable & mobile radios for new Fire Station 68 and Fire Plans Review from Motorola Solutions, Inc. (Motorola). This purchase is provide radios for the new staff assigned to JFRD. The term of the agreement shall begin on the date of the award through September 30, 2024.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	The APX Series portable two-way radios under consideration for purchase are distributed to the end-user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network.
4. Date of Request	4/8/2024

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[Motorola submitted a single source letter confirming that they are the only supplier authorized to sell public safety grade APX Series radios to the the City of Jacksonville. Alex Ciprian, Radio Communications Manager, conducted this research.]

6. Conflict of Interest (Must Check)

√ By checking this box, I affirm that there are no actual, potential, or perceived conflicts of interest with the entity in which I am requesting a single source award. Conflict of Interest shall be interpreted consistent with *Chapter 112, Florida Statutes.*

7. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

☐ **Other** [Click here to list other documentation.]

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
401 E Las Olas Blvd
Fort Lauderdale, FL 33301

March 28, 2024

Wanyonyi Kendrick, CIO
City of Jacksonville
214 N. Hogan Street
Jacksonville, FL 32202

Subject: Motorola APX Radio Purchase

Dear Wanyonyi,

I am writing in response to your inquiry concerning alternate sourcing for the APX™ 8000 P25 All Band Portable Model 2.5 Radio, APX™ 6000 P25 Portable Model 2.5 Radio, and APX™ 4500 Enhanced Mobile Radio under consideration for purchase by the City of Jacksonville.

This product is distributed to the end user exclusively through Motorola and our authorized Manufacturers Representatives. These products are not available through the Motorola dealer/reseller network. If you wish to purchase this equipment and accompanying software and accessories, please issue your purchase order to Motorola Solutions, Inc. and we will promptly process the order for you.

Sincerely,

Daniel Sanchez
Territory Vice President, Florida
Government & Public Safety

MOTOROLA SOLUTIONS

Quote Prepared For
Alex Ciprian
Radio Systems Manager
City of Jacksonville Information Technologies
1020 Superior Street
Jacksonville, Florida 32254

Payment Terms: 30 NET
Terms and Conditions: none

Quote Name: City of Jax - JFRD Radios
Quote #: 2564901
Quote Date: 3/15/24
Expiration Date: 6/13/24
Contract Name: NASPO

Quote Created By:
Eric Lazo
Account Manager
Motorola Solutions, Inc.
239-776-8143

Currency: USD

JFRD Radios

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	1	$3,595.00	$3,595.00	27%	$970.65	$2,624.35	$2,624.35
1a	H64BE	ALT: PUBLIC SAFETY YELLOW HOUSING	1	$28.00	$28.00	27%	$7.56	$20.44	$20.44
1b	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1c	Q361AR	ADD: P25 9600 BAUD TRUNKING	1	$330.00	$330.00	27%	$89.10	$240.90	$240.90
1d	QA02006AA	ENH: APX6000XE RUGGED RADIO	1	$880.00	$880.00	27%	$237.60	$642.40	$642.40
1e	Q58AL	ADD: 3Y ESSENTIAL SERVICE	1	$184.00	$184.00	0%	$0.00	$184.00	$184.00
1f	QA07576AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH (PMNN4573A)	1	$191.10	$191.10	27%	$51.60	$139.50	$139.50
1g	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1h	QA09001AB	ADD: WIFI CAPABILITY	1	$330.00	$330.00	27%	$89.10	$240.90	$240.90
1i	QA03399AA	ADD: ENHANCED DATA APX	1	$165.00	$165.00	27%	$44.55	$120.45	$120.45
1j	H38BT	ADD: SMARTZONE OPERATION	1	$1,320.00	$1,320.00	27%	$356.40	$963.60	$963.60
1k	QA09113AB	ADD: BASELINE RELEASE SW	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1l	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION	1	$567.00	$567.00	27%	$153.09	$413.91	$413.91
2	PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT BLACK	1	$665.28	$665.28	27%	$179.63	$485.65	$485.65
3	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	1	$186.50	$186.50	27%	$50.36	$136.15	$136.15
4	M22UR59PW1BN	APX4500 ENHANCED 7/800 MHZ MOBILE	1	$2,117.44	$2,117.44	27%	$571.71	$1,545.73	$1,545.73
4a	G24AX	ENH: 3 YEAR ESSENTIAL SVC	1	$216.00	$216.00	0%	$0.00	$216.00	$216.00
4b	G66BF	ADD: DASH MOUNT O2 APXM	1	$138.00	$138.00	27%	$37.26	$100.74	$100.74
4c	QA02812AE	ADD: P25 9600 TRUNKING W/ INTEROPERABILITY	1	$2,277.00	$2,277.00	27%	$614.79	$1,662.21	$1,662.21
4d	GA01606AA	ADD: NO BLUETOOTH/WIFI/GPS ANTENNA NEEDED	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
4e	GA00804AA	ADD: APX O2 CH (GREY)	1	$541.00	$541.00	27%	$146.07	$394.93	$394.93
4f	G89AC	ADD: NO RF ANTENNA NEEDED	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
4g	G444AH	ADD: APX CONTROL HEAD SOFTWARE	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
4h	W228A	ADD: STD PALM MICROPHONE APX	1	$79.00	$79.00	27%	$21.33	$57.67	$57.67
4i	QA09113AB	ADD: BASELINE RELEASE SW	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
4j	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
4k	G142D	ADD: NO SPEAKER APX	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
5	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	13	$7,392.32	$96,100.16	27%	$1,995.93	$5,396.39	$70,153.07
5a	H869BW	ENH: MULTIKEY	13	$363.00	$4,719.00	27%	$98.01	$264.99	$3,444.87
5b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	13	$567.00	$7,371.00	27%	$153.09	$413.91	$5,380.83
5c	QA05595AA	ALT: BATT IMPRES 2 LIION DIV2 4850	13	$168.00	$2,184.00	27%	$45.36	$122.64	$1,594.32
5d	Q361AN	ADD: P25 9600 BAUD TRUNKING	13	$330.00	$4,290.00	27%	$89.10	$240.90	$3,131.70
5e	QA02006AC	ENH: APX8000XE RUGGED RADIO	13	$880.00	$11,440.00	27%	$237.60	$642.40	$8,351.20
5f	Q58AL	ADD: 3Y ESSENTIAL SERVICE	13	$184.00	$2,392.00	0%	$0.00	$184.00	$2,392.00
5g	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	13	$879.00	$11,427.00	27%	$237.33	$641.67	$8,341.71

5h	QA09001AB	ADD: WIFI CAPABILITY	13	$330.00	$4,290.00	27%	$89.10	$240.90	$3,131.70
5i	H38BS	ADD: SMARTZONE OPERATION	13	$1,650.00	$21,450.00	27%	$445.50	$1,204.50	$15,658.50
5j	QA09113AB	ADD: BASELINE RELEASE SW	13	$0.00	$0.00	27%	$0.00	$0.00	$0.00
5k	QA01427AG	ALT: APX8000/XE HOUSING GREEN	13	$28.00	$364.00	27%	$7.56	$20.44	$265.72
6	PMNN4505A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 4850T	13	$255.26	$3,318.38	27%	$68.92	$186.34	$2,422.42
7	PMMN4154ABLK	XVE500 DIV 1 REMOTE SPEAKER MIC, BLACK WITH KNOB, UL	13	$748.00	$9,724.00	27%	$201.96	$546.04	$7,098.52
8	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	13	$186.50	$2,424.50	27%	$50.36	$136.15	$1,769.95
9	T7914A	RADIO MANAGEMENT ONLINE	1	$0.00	$0.00	27%	$0.00	$0.00	$0.00
9a	UA00049AA	ADD: RADIO MANAGEMENT LICENSES ONLINE	15	$110.00	$1,650.00	27%	$29.70	$80.30	$1,204.50
								JFRD Radios	$144,530.54

Total Price before incentives and promotions	$144,530.54
City of Jacksonville Customer Loyalty Promotion	-$26,506.20
Total Sale Price	$118,024.34

*All pricing is valid 90 days from the date of this proposal. After June 13, 2024, Motorola reserves the right to refresh pricing