SINGLE SOURCE AWARD **BID # SS-0341-18**

Subject: Purchase (263) APX 6500 Radios & Trade-In (263) ASTRO SPECTRA Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc., for the purchase of (263) APX 6500 radios & trade-in (263) ASTRO SPECTRA radios for the Information Technologies Division. Period of service will be one year from date of award. Total requested expenditure not to exceed $991,680.55.

Funding for this award to be encumbered by account AFIT538-06429, to be executed by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $991,680.55 **Requisition #** 222123

Attachments: Single Source Form; Vendor Letter, Vendor Quote

Certification as to Single Source: Kenneth Lathrop, Chief of Information Technologies Division/CIO

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

ANALYST: Chelsey Fleming

Gregory Pease, 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

KEQ 26 31 23

SINGLE SOURCE REQUEST

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.

REQUESTING AGENCY (DEPT./DIVISION): Finance and Administration/ITD

FUNDING SOURCE: AFIT538 - 06429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Purchase (263) Motorola APX 6500 Mobile Radios. ITD request permission to trade-in (263) End of Life Motorola ASTRO Spectra radios to be properly destroyed by Motorola Solutions.

AMOUNT OF PROJECT (attach quote): $991,680.55

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Purchase (263) Motorola APX 6500 Mobile Radios. ITD request permission to trade-in (263) End of Life Motorola ASTRO Spectra radios to be properly destroyed by Motorola Solutions.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
The Motorola APX6500 mobile radio is fully compatible with the current City of Jacksonville Motorola radio network. Motorola radios is the approved/supported radio currently being used by the Jacksonville Sheriff, Fire Department, General Government Agencies, JEA, JAA, JTA, Duval County School Board PD, Neptune and Atlantic Beach PD and UNFPD.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:

See attached memorandum from vendor. Research has been performed to obtain needed goods and/or services from the other vendors and confirmed that Motorola Solutions Inc. is the only vendor.

Submitted by: Kim Laidler, Radio Communications Manager
(Name) (Title)

Date: 10/30/17

Requesting Agency's Director's Signature:

KEQ 11-3-2017

Procurement Division ____

March, 2017

MOTOROLA SOLUTIONS

October 9, 2017

Kim Laidler
Radio Communications Manager
Information Technologies Division
City of Jacksonville
1020 Superior Street
Jacksonville, Florida 32244

Dear Kim,

Please follow the directions below to trade in the existing Astro Spectra Mobiles.

TRADE-IN PROCESS GUIDELINES THROUGH MOTOROLA SOLUTIONS TAKE BACK PROGRAM:

Protect the environment by properly disposing and recycling canceled XTS/ XTL radios through Motorola Solutions Product Take-back Program. Motorola Solutions ("MSI") has a contract with a leading electronic equipment recycler, SIMS Recycling Solutions, with over 13 different sites across North America to take care of your recycling needs. The process is easy: 1. Identify the XTS/ XTL radio equipment you will be trading in – we accept radios with or without antennas and batteries. 2. Go to website North America Take-back Program (http://motorolasolutions.simsrs.com) to create an account and shipment pick up request to have the equipment recycled. To qualify for APX trade-in promotion, during account setup you must fill the following fields with requested information: Remarks field: Must provide APX Factory Order (FO) number and XTS/XTL model and quantity 3. Once the pickup is submitted, SIMS Recycling Solutions Customer Service will contact you to schedule a pick up or tell you where to send the equipment. Arrangements will be coordinated with the primary contact. 4. The North America Take-back Program covers freight charges so Motorola customers will not get charged for freight. 5. Once the equipment is received, all items in the load are completely destroyed. Once the load is complete, a Certificate of Destruction (COD) is issued and kept on file with Motorola. Motorola is committed to the environment and the proper disposal of electronic equipment. You can find more information about our corporate environmental programs on the Motorola Corporate Responsibility website.

Please do not hesitate to contact me if you have any further questions.

Sincerely,

Michelle Poole

Michelle Poole
Senior Account Manager
Motorola Solutions, Inc.
904-814-9938

MOTOROLA SOLUTIONS

October 9, 2017

Kim Laidler
Radio Communications Manager
Information Technologies Division
City of Jacksonville
1020 Superior Street
Jacksonville, Florida 32244

Dear Kim,

I'm writing in response to your inquiry concerning alternate sourcing for the APX™ digital two way radios under consideration for purchase for the Jacksonville Sheriff's Office.

This product is distributed to the end user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network. If you wish to purchase this equipment, please issue your purchase order to Motorola Solutions, Inc. and I will promptly process the order for you.

Sincerely,

Michelle Poole

Michelle Poole
Senior Account Manager
Motorola Solutions, Inc.
904-814-9938

6.8.13. P25 Compliant Mobile 700/800MHz Band Performance Characteristics: 12.5 kHz- Category 2
Trunking - Dash Mount

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
JSO Mobile	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	$ 2,438.00	$ 589,996.00	25.0%	$ 1,828.50	242	$ 442,497.00
JSO Mobile	G806	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 124,630.00	25.0%	$ 386.25	242	$ 93,472.50
JSO Mobile	G51	ENH: SMARTZONE OPERATION APX6500	$ 1,200.00	$ 290,400.00	25.0%	$ 900.00	242	$ 217,800.00
JSO Mobile	G361	ADD: P25 TRUNKING SOFTWARE	$ 300.00	$ 72,600.00	25.0%	$ 225.00	242	$ 54,450.00
JSO Mobile	G851	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 799.00	$ 193,358.00	25.0%	$ 599.25	242	$ 145,018.50
JSO Mobile	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$ 330.00	$ 79,860.00	25.0%	$ 247.50	242	$ 59,895.00
JSO Mobile	G442	ADD: O5 CONTROL HEAD	$ 432.00	$ 104,544.00	25.0%	$ 324.00	242	$ 78,408.00
JSO Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	242	$ -
JSO Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 30,250.00	25.0%	$ 93.75	242	$ 22,687.50
JSO Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 17,424.00	25.0%	$ 54.00	242	$ 13,068.00
JSO Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 17,303.00	25.0%	$ 53.63	242	$ 12,977.25
JSO Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	242	$ -
JSO Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 131.00	$ 31,702.00	0.0%	$ 131.00	242	$ 31,702.00
				$ 1,552,067.00			**Subtotal**	**$ 1,171,975.75**

Contract / Shipment of All items as Proposed in 2017 and Trade In of existing Astro Spectra $ (248,568.36)

JSO Subtotal $ 923,407.39

Per unit cost with 3 year warranty pricing included $ 3,815.73

6.8.13. P25 Compliant Mobile 700/800MHz Band Performance Characteristics: 12.5 kHz- Category 2
Trunking - Remote Mount

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
JSO Mobile - R	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	$ 2,438.00	$ 51,198.00	25.0%	$ 1,828.50	21	$ 38,398.50
JSO Mobile - R	G806	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 10,815.00	25.0%	$ 386.25	21	$ 8,111.25
JSO Mobile - R	G51	ENH: SMARTZONE OPERATION APX6500	$ 1,200.00	$ 25,200.00	25.0%	$ 900.00	21	$ 18,900.00
JSO Mobile - R	G361	ADD: P25 TRUNKING SOFTWARE	$ 300.00	$ 6,300.00	25.0%	$ 225.00	21	$ 4,725.00
JSO Mobile - R	G442	ADD: O5 CONTROL HEAD	$ 432.00	$ 9,072.00	25.0%	$ 324.00	21	$ 6,804.00
JSO Mobile - R	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	21	$ -
JSO Mobile - R	G67	ADD: REMOTE MOUNT MID POWER	$ 297.00	$ 6,237.00	25.0%	$ 222.75	21	$ 4,677.75
JSO Mobile - R	W22	ADD: PALM MICROPHONE	$ 72.00	$ 1,512.00	25.0%	$ 54.00	21	$ 1,134.00
JSO Mobile - R	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 1,501.50	25.0%	$ 53.63	21	$ 1,126.13
JSO Mobile - R	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	21	$ -
JSO Mobile - R	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 131.00	$ 2,751.00	0.0%	$ 131.00	21	$ 2,751.00
				$ 114,586.50			**Subtotal**	**$ 86,627.63**

Contract / Shipment of All items as Proposed in 2017 and Trade In of existing Astro Spectra $ (18,354.46)

JSO Subtotal $ 68,273.16

Per unit cost with 3 year warranty pricing included $ 3,251.10

Total List $ 1,666,653.50 | **Total Sale Price $ 991,680.55**

Equipment discounts applied per State of Florida Department of Management Services P25 Commodity Contract #725-500-12-1

Order and factory shipment acceptance must occur prior to November 30th of 2017 to receive incentive offer.

All above list pricing based upon current ECAT and subject to change.

ELECTRONIC CATALOG

U.S. Domestics

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10/30/2017
Prepared by: Michelle Poole
904 814 9938

PASSION FOR SERVICE EXCELLENCE

Type:	**Purchase Order Request**
Description:	Mobile Radio
Date:	10/30/17
Business Case Owner:	Kim Laidler
Executive Sponsor:	Robert Gray
Financial Impact:	**$ 991,680.55**

Business Request and Requirements
Purchase Order request to purchase (263) APX 6500 two-way mobile radios from Motorola Solutions Inc. ITD will trade-in (263) ASTRO Spectra two-way mobile radios in to Motorola Solutions Inc. to be properly destroyed.

Coverage Period: One-time Purchase

Justification
The radios currently used by the Jacksonville Sheriff Office are End of Life (EOL) and no longer supported by the manufacturer and must be replaced.

Scope of Project
Create a Purchase Order request to purchase (263) APX 6500 two-way mobile radios from Motorola Solutions Inc. ITD will trade-in (263) ASTRO Spectra two-way mobile radios in to Motorola Solutions Inc. to be properly destroyed.

Delivery Location
Radio Communications
1020 Superior Street
Jacksonville, Florida 32244

Success Criteria
The creation of a Purchase Order request to purchase (263) APX 6500 two-way mobile radios from Motorola Solutions Inc. ITD will trade-in (263) ASTRO Spectra two-way mobile radios in to Motorola Solutions Inc. to be properly destroyed.

Value Statement
The radios currently used by the Jacksonville Sheriff Office are End of Life (EOL) and no longer supported by the manufacturer and must be replaced.

Risk to the Organization If Not Approved
Failure to replace EOL radio may result in the radio not communicating and Public Safety Responders being injured.

Select one of the following:
Purchase Order Request

Select one of the following:
This request is Single Source and is over $2,500 the request will be competitively solicited for quotes – competitive solicitation is a 5 – 7 day process

From:	Proctor, John
To:	ITDADMIN
Cc:	Lathrop, Kenneth; Gray, Robert; Laidler, Kim; ITD Radio Engineers; Kendrick, Pierre
Subject:	FW: FY2018 - JSO Mobile Refresh_ Motorola Solutions_ Purchase Order
Date:	Monday, October 30, 2017 3:26:52 PM
Attachments:	RE Ongoing Radio Pricing and Warranty for COJ FY2018.msg Astro Spectra Trade In Letter 10 09 17.pdf Sole Source Letter JSO 10 09 17.pdf image001.png COJ JSO Mobile Refresh 2017-18 Budgetary 10 30 17.pdf FY2018- JSO Mobile Radio Refresh -Motorola Solutions Inc..doc FY2018 JSO Mobile Radio Refresh Single Source Memo.pdf

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APPROVED

FUNDING SOURCE: AFIT538-06429

RE: Single Source Memo – please correct spelling of the type of radios (ASTRO vs. ATSTRO) and according to the quote both the mobile and the remote control head radios are APX6500 – I am just confirming that to be true and if there is a change to the wording, please do so. Based upon what I am reading and referencing in the quote, they are one-in-the-same except for the absence of the dash mount and encryption.

FINANCIAL NOTE based upon quotes (JSO and JFRD):

- **JSO** radio budget line item exceeded by $1,053 (the attached quote)
- **JFRD** radio budget line item has projected surplus of $1,993 (purchase pending)
- $940 surplus

Thank$,

| John Proctor | ITD Finance Manager | Information Technologies Division | City of Jacksonville | Work (904) 255-8104 | Fax (904) 232-6932 |

From: Gray, Robert
Sent: Monday, October 30, 2017 11:53 AM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim; ITD Radio Engineers; Kendrick, Pierre
Subject: FW: FY2018 - JSO Mobile Refresh_ Motorola Solutions_ Purchase Order

Ken, John;

Collectively we have meet and reviewed this purchase. We request your approval to proceed with our 5 Year (2018) Mobile Refresh Plan and Purchase.

Thank you,
Robert Gray

From: Laidler, Kim
Sent: Monday, October 30, 2017 11:26 AM

To: Gray, Robert
Cc: ITD Radio Team; Kendrick, Pierre; Laidler, Kim
Subject: FY2018 - JSO Mobile Refresh_ Motorola Solutions_ Purchase Order

FY2018 Purchase Order Request

See the following Attached:

- Single Source Request
- Business Justification
- Price Quote
- Vendor Warranty Email
- Vendor Sole Source Memorandum
- Vendor Trade-in Memorandum

Business Request and Requirements

Purchase Order request to purchase (263) APX6500 two-way mobile radios from Motorola Solutions Inc. ITD will trade-in (263) ASTRO Spectra two-way mobile radios in to Motorola Solutions Inc. to be properly destroyed.

Justification

The radios currently used by the Jacksonville Sheriff Office are End of Life (EOL) and no longer supported by the manufacturer and must be replaced.

Scope of Project

Create a Purchase Order request to purchase (263) APX6500 two-way mobile radios from Motorola Solutions Inc. ITD will trade-in (263) ASTRO Spectra two-way mobile radios in to Motorola Solutions Inc. to be properly destroyed.

Period of Coverage: **One-time Purchase**

Ken has pre-approved this purchase based on Motorola Solutions Inc. is offering a 3 year/6 month warranty period on parts and labor. (See attached vendor email)

Index Code: **AFIT538**
Sub Object: **06429**
Amount: **$991,680.55**

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net

Proudly serving the Citizens of Jacksonville since 1989

CITY OF JACKSONVILLE

From: Gray, Robert
To: Laidler, Kim
Subject: RE: Ongoing Radio Pricing and Warranty for COJ FY2018
Date: Thursday, May 25, 2017 11:41:12 AM
Attachments: image001.jpg

Great !

Sorry for the extra questions, but how do you see that 46k savings on the attachment she provided ? do I compare that total number to the number you added to our budget line item or 5 year plan number we provided ?

Thanks
Robert

From: Laidler, Kim
Sent: Thursday, May 25, 2017 11:40 AM
To: Gray, Robert
Cc: Laidler, Kim
Subject: RE: Ongoing Radio Pricing and Warranty for COJ FY2018

Robert,

Spoke to Michelle and the City of Jacksonville will receive an additional 46K discount on the purchase of the radios for FY2018.

The purchases will have to be purchased and shipped prior to December 30th.

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net

Proudly serving the Citizens of Jacksonville since 1989

coj-_seal-logo_signature

From: Gray, Robert
Sent: Thursday, May 25, 2017 11:25 AM
To: Laidler, Kim
Subject: FW: Ongoing Radio Pricing and Warranty for COJ FY2018

Kim,

By looking at the attachment provided by Michelle, what are the additional incentives ? I just see part descriptions with pricing at 25% discount. What do you understand as the additional incentives ?

Thanks
Robert

From: Michelle Poole [mailto:michelle.poole@motorolasolutions.com]
Sent: Thursday, May 25, 2017 10:35 AM
To: Gray, Robert
Cc: Laidler, Kim; Lathrop, Kenneth
Subject: Re: Ongoing Radio Pricing and Warranty for COJ FY2018

Robert,

Attached is our updated offer for the 2017 mobile refresh purchase. This update offers additional incentives to counter act the base model catalog price increase. Also, as I relayed to Ken, we will extend our 3 year factory warranty an additional 6 months to offset the expected delay in installation. Please contact me if you have any questions. Have a great day!

Michelle Poole Senior Account Manager, Motorola Solutions, Inc.

Phone: 904-686-1532
Mobile: 904-814-9938
Email: michelle.poole@motorolasolutions.com
Website: https://www.motorolasolutions.com/en_us.html

photo

YouTube Video

On Fri, May 19, 2017 at 9:49 AM, Gray, Robert <GrayR@coj.net> wrote:
Hi Michelle,

In our projects update meeting today there was discussion that you will be providing us with larger incentives and increased warranties on the Radios we will be purchasing. The larger incentives relate to original 2015 pricing incentives which we would expect some savings (or increased number of radios), and the warranty incentive was to give us an additional 6 months of warranty since we would be purchasing at the beginning of our fiscal year. Can you please clarify what we should expect to receive ?

Thank you Michelle,

Robert Gray
Enterprise Technology Infrastructure Manager
City of Jacksonville
214 N. Hogan St. 9th Floor
Jacksonville, Florida 32202
grayr@coj.net
(904) 255-8065 Office
(614) 949-3271 Cell