(7)

SINGLE SOURCE AWARD **BID # SS-14455-23**

Subject: FY2023 Motorola APX 8000 and APX 6000 Series Portable Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of Motorola APX 8000 and APX 6000 Series Portable Radios for new Fire Stations 47 and 76. This purchase is to provide radios for the new staff that will occupy both Fire Stations. The term of the agreement shall begin on the date of the award through September 30, 2023. The requested total expenditure not-to-exceed $188,684.16.

Funding Source: 53102.113501.564290.000000.00000000.00000.0000000, to be executed by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $188,684.16 **Requisition #** FAIT-500640-23

Attachments: Agency Memo, Single Source Form, Vendor Letter, Vendor Quote

Certification as to Single Source: Paul Freeman, Interim Chief of Information Technologies Division/Interim CIO

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

ANALYST: Ruben Ola

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

ONE CITY. ONE
JACKSONVILLE.

DATE: July 24, 2023

TO: Dustin L. Freeman
Chief of Procurement Division

VIA: Michael Weinstein
Interim Director of Finance and Administration / CFO

mike weinstein — Digitally signed by mike weinstein Date: 2023.07.25 11:35:21 -04'00'

THRU: Paul Freeman
Interim Chief of Information Technologies / Interim CIO

Paul Freeman — Digitally signed by Paul Freeman Date: 2023.07.24 17:00:48 -04'00'

FROM: Alexander Ciprian
Radio Communications Manager

Alexander Ciprian — Digitally signed by Alexander Ciprian Date: 2023.07.24 11:34:14 -04'00'

SUBJECT: **FY2023 Motorola APX 8000 and APX 6000 Series Portable Radios - Single Source**

The Information Technologies Division (ITD) requests approval to purchase Motorola APX Series Portable Radios and Accessories from Motorola Solutions, Inc. (Motorola). This purchase is to provide JFRD new employees portable radios who are assigned to Fire Station 47 and Fire Station 76. The term of the agreement shall begin on the date of the award and go through September 30, 2023.

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 $188,684.16. The equipment and accessories will be procured via Purchase Order.

FUNDING SOURCE: 53102.113501.564290.000000.00000000.00000

Tracy Geake — Digitally signed by Tracy Geake Date: 2023.07.24 13:16:58 -04'00'

Your favorable consideration of ITD's request is appreciated.

Attachments: Supplier Quotes / Single Source Letter
Justification Single Source Form

CC: William Costa, Technology Infrastructure Manager
Elizabeth Brown, IT Operations Manager
Thomas Ossi, Technology Contract and Records Manager
Andre Conyers, IT Contract Administrator

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), requests approval to purchase (14) APX 6000 and (14) APX 8000 portable radios for new Fire Stations 47 and 76 from Motorola Solutions, Inc. (Motorola). This purchase is provide radios for the new staff that will occupy both Fire Stations. The term of the agreement shall begin on the date of the award through September 30, 2023.
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	7/21/2023

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.]

6. 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*

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: 2023 JFRD APX8000XE
Quote #: 2225663
Quote Date: 7/7/23
Expiration Date: 9/22/23
Contract Name: NASPO

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

Currency: USD

JFRD APX8000XE

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5	14	$7,392.32	$103,492.48	27%	$1,995.93	$5,396.39	$75,549.46
1a	H869BW	ENH: MULTIKEY	14	$363.00	$5,082.00	27%	$98.01	$264.99	$3,709.86
1b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	14	$567.00	$7,938.00	27%	$153.09	$413.91	$5,794.74
1c	QA05595AA	ALT: BATT IMPRES 2 LIION DIV2 4850	14	$168.00	$2,352.00	27%	$45.36	$122.64	$1,716.96
1d	Q361AN	ADD: P25 9600 BAUD TRUNKING	14	$330.00	$4,620.00	27%	$89.10	$240.90	$3,372.60
1e	QA02006AC	ENH: APX8000XE RUGGED RADIO	14	$880.00	$12,320.00	27%	$237.60	$642.40	$8,993.60
1f	Q58AL	ADD: 3Y ESSENTIAL SERVICE	14	$184.00	$2,576.00	0%	$0.00	$184.00	$2,576.00
1g	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	14	$879.00	$12,306.00	27%	$237.33	$641.67	$8,983.38
1h	QA09001AB	ADD: WIFI CAPABILITY	14	$330.00	$4,620.00	27%	$89.10	$240.90	$3,372.60
1i	H38BS	ADD: SMARTZONE OPERATION	14	$1,650.00	$23,100.00	27%	$445.50	$1,204.50	$16,863.00
1j	QA01427AG	ALT: APX8000/XE HOUSING GREEN	14	$28.00	$392.00	27%	$7.56	$20.44	$286.16
2	PMNN4505A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 4850T	14	$255.26	$3,573.64	27%	$68.92	$186.34	$2,608.76
3	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	14	$186.50	$2,611.00	27%	$50.36	$136.15	$1,906.10
4	PMMN4132ABLK	ACCESSORY KIT,XVE500 REMOTE SPEAKER MICROPHONE, BLACK WITH KNOB	14	$680.40	$9,525.60	27%	$183.71	$496.69	$6,953.66
								APX8000 XE Subtotal	$142,686.88

Total Price before incentives and promotions	**$142,686.88**
City of Jacksonville Customer Loyalty Promotion	**-$26,870.48**
Total Sale Price	**$115,816.40**

*All pricing is valid 90 days from the date of this proposal. After September 22, 2023, Motorola reserves the right to refresh pricing

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: 2023 JFRD APX6000XE
Quote #: 2225766
Quote Date: 7/7/23
Expiration Date: 9/22/23
Contract Name: NASPO

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

Currency: USD

JFRD APX6000XE

	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	14	$3,595.00	$50,330.00	27%	$970.65	$2,624.35	$36,740.90
1a	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	14	$28.00	$392.00	27%	$7.56	$20.44	$286.16
1b	Q667	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	14	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1c	Q361	ADD: P25 9600 BAUD TRUNKING	14	$330.00	$4,620.00	27%	$89.10	$240.90	$3,372.60
1d	QA02006	ENH: APX6000XE RUGGED RADIO	14	$880.00	$12,320.00	27%	$237.60	$642.40	$8,993.60
1e	Q58	ADD: 3Y ESSENTIAL SERVICE	14	$184.00	$2,576.00	0%	$0.00	$184.00	$2,576.00
1f	QA07576	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH (PMNN4573A)	14	$191.10	$2,675.40	27%	$51.60	$139.50	$1,953.00
1g	QA09001	ADD: WIFI CAPABILITY	14	$330.00	$4,620.00	27%	$89.10	$240.90	$3,372.60
1h	QA03399	ADD: ENHANCED DATA APX	14	$165.00	$2,310.00	27%	$44.55	$120.45	$1,686.30
1i	H38	ADD: SMARTZONE OPERATION	14	$1,320.00	$18,480.00	27%	$356.40	$963.60	$13,490.40
1j	Q806	ADD: ASTRO DIGITAL CAI OPERATION	14	$567.00	$7,938.00	27%	$153.09	$413.91	$5,794.74
2	PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T	14	$252.00	$3,528.00	27%	$68.04	$183.96	$2,575.44
3	PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT BLACK	14	$665.28	$9,313.92	27%	$179.63	$485.65	$6,799.10
4	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	14	$186.50	$2,611.00	27%	$50.36	$136.15	$1,906.10
								APX6000 XE Subtotal	$89,546.94

Total Price before incentives and promotions	**$89,546.94**
City of Jacksonville Customer Loyalty Promotion	**-$16,679.18**
Total Sale Price	**$72,867.76**

*All pricing is valid 90 days from the date of this proposal. After September 22, 2023, Motorola reserves the right to refresh pricing

MOTOROLA SOLUTIONS

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

July 20, 2023

Paul Freeman, CIO
City of Jacksonville
214 N. Hogan Street
Jacksonville, FL 32202

Subject: Motorola APX Radio Purchase

Dear Paul,

I am writing in response to your inquiry concerning alternate sourcing for the APX™ 8000 P25 All Band Portable Model 2.5 Radio and the APX™ 6000 P25 Portable Model 2.5 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 database, please issue your purchase order to Motorola Solutions, Inc. and we will promptly process the order for you.

Sincerely,

Michelle Poole

Michelle Poole
Area Sales Manager
Government & Public Safety
Florida Government Market