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SUBJECT: Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions

BID #: PSC-0287-23 **OPEN DATE: 4/20/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK CONTRACT – PERIOD OF SERVICE FROM JULY 4, 2021 THROUGH JUNE 23, 2025.

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions

NUMBER OF BIDS INVITED: ( ) NUMBER RECEIVED: ( ) OTHER ( )

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to amend and increase the award by $251,315.00 to Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions with Motorola Solutions, Inc. for replacement accessories of APX6000 portable radios. Period of service will remain the same until October 31, 2024. The revised total award expenditure not-to-exceed $3,249,815.00.

FUNDING SOURCE: 11415.194094.564290.010349.00000000.00000.0000000, to be executed by formal contract amendment #1 (City Contract #70168-23) through the Office of General Counsel and process by purchase order(s).

ATTACHMENTS: Recommendation Memo; Vendor Proposal; Previous Award

ANALYST: _____ **RESPECTFULLY SUBMITTED** _____
RUBEN OLA DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Paul Freeman, Interim Chief of Information Technologies Division/Interim CIO

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE
MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

DATE: July 17, 2023

TO: Dustin L. Freeman, Chief of Procurement Division

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

Paul Freeman Digitally signed by Paul Freeman Date: 2023.07.18 17:22:06 -04'00'

FROM: Thomas Ossi, Technology Contract and Records Manager

Thomas Ossi Digitally signed by Thomas Ossi Date: 2023.07.17 16:57:58 -04'00'

SUBJECT: **PSC-0287-23 Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 - Public Safety Communications Technology and Hardware Solutions**

The Information Technologies Division (ITD) requests authorization to piggyback State of Minnesota Sourcewell contract #042021-MOT, pursuant to RFP 042021, for replacement accessories for the APX6000 portable radios from Motorola Solutions, Inc.

The Sourcewell contract is effective July 4, 2021, through June 30, 2025. ITD Management recommends utilizing the competitively procured Sourcewell contract using the pre-existing terms, conditions, and pricing. The City holds cooperative purchasing membership # 4578 with Sourcewell. The supplier submitted a quote in the amount of $251,315.00. ITD will utilize ARP funding.

The current award is in the amount of $2,998,500.00. The new not to exceed amount will be $3,249,815.00. Upon award approval, ITD will request a contract amendment through the Office of General Counsel. The period of service will be from date of contract execution through October 31, 2024.

Your favorable consideration of ITD's request is appreciated.

Tracy Geake Digitally signed by Tracy Geake Date: 2023.07.17 17:03:10 -04'00'

Funding Source: 11415.194094.564290.010349.00000000.00000

Attachments: City Contract 70168-23
Motorola Solutions, Inc. Quote dated 07/6/2023
PSC-0287-23 Award
Sourcewell contract with Motorola Solutions, Inc.
Sourcewell RFP 042021 – Public Safety Communications Technology and Hardware Solutions

Cc: Alexander Ciprian, Radio Communications Manager
William Costa, Technology Infrastructure Manager
Elizabeth Brown, IT Operations Manager
Andre Conyers, IT Contract Administrator

Agency	Qty	Model	NASPO Unit Price	Extended Price
Sheriff's Office	883	APX NEXT Single Band Portable	$7,607	$6,716,989
Sheriff's Office	883	DMS Essential - 2 yrs	$64	$56,512
Sheriff's Office	10	6-Slot Charger	$1,037	$10,367
Sheriff's Office	1500	APX6000 Carry Case	$53	$79,234
Sheriff's Office	1500	APX6000 RSM	$93	$139,196
Sheriff's Office	200	APX6000 Single Unit Charger	$124	$24,756
Sheriff's Office	1500	APX6000 Battery	$131	$196,334
Fire Rescue	245	APX6000XE 800 MHz	$6,688	$1,638,515
Fire Rescue	43	APX6000XE VHF	$4,971	$213,742
Fire Rescue	38	APX6000XE UHF	$4,971	$188,888
Fire Rescue	6	6-Slot Charger	$1,037	$6,220
General Gov	275	APX900	$2,656	$730,370
General Gov	3	APX8000	$7,678	$23,034
Total Radios	1487		Subtotal	$10,024,158
			Purchase and Shipment of All items as Proposed prior to December 21, 2022 with Trade-in of existing radios	-$1,767,665
			2022 Cost Adjustment	-$577,482
			Subscriber Total	$7,679,011
			Systems Integration Services	$126,508
			CommandCentral Aware Mapping Integration	$8,704
			PremierOne Mapping Integration	$183,123
			Professional Services Total	$318,335
			Sale Price	$7,997,346

Equipment discounts applied per Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeaters 43190000-18-NASPO-ACS-1.

MOTOROLA SOLUTIONS

JSO HANDHELD RADIOS

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H45TGT9PW8AN	APX NEXT SINGLE BAND MODEL 4.5 PORTABLE.	$5,121.00	$4,521,843.00	27%	$3,738.33	883	$3,300,945.39
QA00569AP	ADD: 7/800MHZ BAND.	$0.00	$0.00	27%	$0.00	883	$0.00
BD00001AA	ADD: CORE BUNDLE.	$3,106.00	$2,742,598.00	27%	$2,267.38	883	$2,002,096.54
BD00010AA	ADD: SECURITY BUNDLE.	$1,023.00	$903,309.00	27%	$746.79	883	$659,415.57
QA07729AA	ALT: HARD LEATHER CARRY HOLDER HI-CAP BATTERY 3 INCH BELT LOOP.	$75.00	$66,225.00	27%	$54.75	883	$48,344.25
QA08510AA	ALT: BATTERY LI-ION IMPRES 2 IP68 5650T.	$176.00	$155,408.00	27%	$128.48	883	$113,447.84
LSV01P01414A	APX NEXT DMS ESSENTIAL SERVICE-PROMO.	$64.00	$56,512.00	0%	$64.00	883	$56,512.00
NNTN9089A	BATTERY PACK,IMPRES GEN2, LIION, IP68, 5850T.	$264.00	$233,112.00	27%	$192.72	883	$170,171.76
PMMN4136A	ACCESSORY KIT,XVP830 REMOTE SPEAKER MICROPHONE, NO CHANNEL KN(	$486.00	$429,138.00	27%	$354.78	883	$313,270.74
NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA.	$169.56	$149,721.48	27%	$123.78	883	$109,296.68
			$9,257,866.48			Subtotal	$6,773,500.77
	Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios						-$1,819,870.77
						JSO Subtotal	$4,953,630.00
						Per unit cost	$5,610.00

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGE	$1,420.20	$14,202.00	27%	$1,036.75	10	$10,367.46
PMLN7903A	CARRY ACCESSORY-CASE,APX6000 CC 3 FIX BL TIA BATTERY.	$72.36	$108,540.00	27%	$52.82	1500	$79,234.20
PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE C.	$127.12	$190,680.00	27%	$92.80	1500	$139,196.40
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	$33,912.00	27%	$123.78	200	$24,755.76
PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T.	$179.30	$268,950.00	27%	$130.89	1500	$196,333.50
			$616,284.00			Subtotal	$449,887.32
	Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios						-$1,237.46
						JSO Subtotal	$448,649.86
						JSO Total	$5,402,279.86

MOTOROLA SOLUTIONS

JFRD HANDHELD RADIOS

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE.	$3,595.00	$880,775.00	27%	$2,624.35	245	$642,965.75
H64BE	ALT: PUBLIC SAFETY YELLOW HOUSING.	$28.00	$6,860.00	27%	$20.44	245	$5,007.80
Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	245	$0.00
Q361AR	ADD: P25 9600 BAUD TRUNKING.	$330.00	$80,850.00	27%	$240.90	245	$59,020.50
QA02006AA	ENH: APX6000XE RUGGED RADIO.	$880.00	$215,600.00	27%	$642.40	245	$157,388.00
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$29,645.00	0%	$121.00	245	$29,645.00
QA07576AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH (PMNN4573A).	$182.00	$44,590.00	27%	$132.86	245	$32,550.70
QA09001AB	ADD: WIFI CAPABILITY.	$330.00	$80,850.00	27%	$240.90	245	$59,020.50
QA03399AA	ADD: ENHANCED DATA APX.	$165.00	$40,425.00	27%	$120.45	245	$29,510.25
H38BT	ADD: SMARTZONE OPERATION.	$1,320.00	$323,400.00	27%	$963.60	245	$236,082.00
Q806BM	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$138,915.00	27%	$413.91	245	$101,407.95
QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING.	$0.00	$0.00	27%	$0.00	245	$0.00
PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T.	$240.00	$58,800.00	27%	$175.20	245	$42,924.00
HLN6875A	BELT CLIP 3 INCH.	$14.04	$3,439.80	27%	$10.25	245	$2,511.05
NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	$509.76	$124,891.20	27%	$372.12	245	$91,170.58
PMMN4106CBLK	XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT BLACK.	$665.28	$162,993.60	27%	$485.65	245	$118,985.33
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	$41,542.20	27%	$123.78	245	$30,325.81
			$2,233,576.80		**$6,687.82**		**$1,638,515.21**

Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios **-$308,550.45**

JFRD Subtotal **$1,329,964.76**

Per unit cost **$5,428.43**

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H98KGF9PW6BN	APX6000 VHF MHZ MODEL 2.5 PORTABLE.	$3,595.00	$154,585.00	27%	$2,624.35	43	$112,847.05
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$5,203.00	0%	$121.00	43	$5,203.00
Q806BM	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$24,381.00	27%	$413.91	43	$17,798.13
H64BE	ALT: PUBLIC SAFETY YELLOW HOUSING.	$28.00	$1,204.00	27%	$20.44	43	$878.92
Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	43	$0.00
QA02006AA	ENH: APX6000XE RUGGED RADIO.	$880.00	$37,840.00	27%	$642.40	43	$27,623.20
H35BU	ADD: CONVENTIONAL OPERATION.	$550.00	$23,650.00	27%	$401.50	43	$17,264.50
PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE C.	$127.12	$5,466.16	27%	$92.80	43	$3,990.30
PMMN4547A	BATT IMPRES 2 LIION TIA4950 R IP68 3100T	$203.00	$8,729.00	27%	$148.19	43	$6,372.17
HLN6875A	BELT CLIP 3 INCH.	$14.04	$603.72	27%	$10.25	43	$440.72
NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	$509.76	$21,919.68	27%	$372.12	43	$16,001.37
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	$7,291.08	27%	$123.78	43	$5,322.49
			$290,872.64		**$4,970.74**		**$213,741.84**

Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios **-$39,993.75**

JFRD Subtotal **$173,748.09**

Per unit cost **$4,040.65**

MOTOROLA SOLUTIONS

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H98SDF9PW6BN	APX6000 UHF R2 MODEL 2.5 PORTABLE.	$3,595.00	$136,610.00	27%	$2,624.35	38	$99,725.30
H64BE	ALT: PUBLIC SAFETY YELLOW HOUSING.	$28.00	$1,064.00	27%	$20.44	38	$776.72
Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	38	$0.00
QA02006AA	ENH: APX6000XE RUGGED RADIO.	$880.00	$33,440.00	27%	$642.40	38	$24,411.20
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$4,598.00	0%	$121.00	38	$4,598.00
H35BU	ADD: CONVENTIONAL OPERATION.	$550.00	$20,900.00	27%	$401.50	38	$15,257.00
Q806BM	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$21,546.00	27%	$413.91	38	$15,728.58
PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE C.	$127.12	$4,830.56	27%	$92.80	38	$3,526.31
PMMN4547A	BATT IMPRES 2 LIION TIA4950 R IP68 3100T	$203.00	$7,714.00	27%	$148.19	38	$5,631.22
HLN6875A	BELT CLIP 3 INCH.	$14.04	$533.52	27%	$10.25	38	$389.47
NNTN7624C	CHARGER,CHR IMP VEH EXT NA/EU KIT	$509.76	$19,370.88	27%	$372.12	38	$14,140.74
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	$6,443.28	27%	$123.78	38	$4,703.59
			$257,050.24		$4,970.74		$188,888.14
						Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios	-$35,343.31
						JFRD Subtotal	$153,544.82
						Per unit cost	$4,040.65

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGE	$1,420.20	$8,521.20	27%	$1,036.75	6	$6,220.48
			$8,521.20			Subtotal	$6,220.48
						Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios	-$742.48
						JFRD Subtotal	$5,478.00
						JFRD Total	$1,662,735.67

MOTOROLA SOLUTIONS

GENERAL GOVERNMENT HANDHELD RADIOS

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE.	$1,898.00	$521,950.00	27%	$1,385.54	275	$381,023.50
QA04096AA	ENH: P25 TRUNKING.	$1,177.00	$323,675.00	27%	$859.21	275	$236,282.75
QA06765AA	ALT: IMPRESS LI-ION 3000MAH.	$94.00	$25,850.00	27%	$68.62	275	$18,870.50
Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	275	$0.00
H885BK	ADD: 3Y ESSENTIAL SERVICE.	$95.00	$26,125.00	0%	$95.00	275	$26,125.00
PMMN4065AL	MICROPHONE,IMPRES RSM, IP57.	$115.24	$31,691.00	27%	$84.13	275	$23,134.43
PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA.	$82.08	$22,572.00	27%	$59.92	275	$16,477.56
PMNN4493A	BATT IMPRES LIION LOW VOLT IP68 3000T	$141.75	$38,981.25	27%	$103.48	275	$28,456.31
			$990,844.25		**$2,655.89**		**$730,370.05**

Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios **-$135,060.70**

General Government Subtotal **$595,309.36**

Per unit cost **$2,164.76**

MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5.	$7,475.00	$22,425.00	27%	$5,456.75	3	$16,370.25
Q806CB	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$1,701.00	27%	$413.91	3	$1,241.73
Q361AN	ADD: P25 9600 BAUD TRUNKING.	$330.00	$990.00	27%	$240.90	3	$722.70
Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	3	$0.00
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$363.00	0%	$121.00	3	$363.00
QA09001AB	ADD: WIFI CAPABILITY.	$330.00	$990.00	27%	$240.90	3	$722.70
H38BS	ADD: SMARTZONE OPERATION.	$1,650.00	$4,950.00	27%	$1,204.50	3	$3,613.50
			$31,419.00		**$7,677.96**		**$23,033.88**

Purchase and Shipment of all items proposed prior to December 18, 2022 with trade-in of existing radios **-$4,347.84**

General Government Subtotal **$18,686.04**

Per unit cost **$6,228.68**

General Government Total **$613,995.40**

Equipment Total **$7,679,010.93**

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: APX6000 Refresh Accessories - 2145254
Quote Date: 7/6/23
Expiration Date: 9/22/23
Contract Name: Sourcewell Contract #042021-MOT

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

Currency: USD

Court/Corrections Accessories Quote

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	PMLN7965B	CARRY ACCESSORY-BELT CLIP,3" BELT CLIP	1400	$12.96	$18,144.00	27%	$3.50	$9.46	$13,244.00
2	PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	325	$127.12	$41,314.00	27%	$34.32	$92.80	$30,160.00
3	NAF5085A	ASSY:ANTENNA,7/800 GPS*	1000	$48.60	$48,600.00	27%	$13.12	$35.48	$35,480.00
4	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T	400	$188.27	$75,308.00	27%	$50.83	$137.44	$54,976.00
5	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	75	$186.50	$13,987.50	27%	$50.36	$136.15	$10,211.25
6	PMNN4493A	BATT IMPRES LIION HE DENS IP68 3000T	200	$148.84	$29,768.00	27%	$40.19	$108.65	$21,730.00
7	NNTN9115A	CHARGER, MULTI-UNIT, IMPRES G2, 6-DISP, US/NA/CA/LA PLUG, ACC-CHARGER	10	$1,420.20	$14,202.00	27%	$383.45	$1,036.75	$10,367.50
8	PMLN7903A	CARRY ACCESSORY-CASE,APX6000 CC 3 FIX BL TIA BATTERY	800	$72.36	$57,888.00	27%	$19.54	$52.82	$42,256.00
9	PMLN7947A	APX NEXT CLASSIC HOLSTER	1400	$37.80	$52,920.00	27%	$10.21	$27.59	$38,626.00
10	30009402007	CABLE, ASSEMBLY,CABLE,RSM REPLACEMENT	300	$189.00	$56,700.00	27%	$51.03	$137.97	$41,391.00
11	NNTN9199A	IMPRES 2 SUC, 3.0A, 120VAC, TYPE A PLUG, NA	45	$169.56	$7,630.20	27%	$45.78	$123.78	$5,570.10
12	PMKN4219A	CABLE, IP68	100	$95.00	$9,500.00	27%	$25.65	$69.35	$6,935.00
								Court/Corrections Accessories Subtotal	$310,946.85

Total Price before incentives and promotions	$310,946.85
City of Jacksonville Customer Loyalty Promotion	-$59,631.85
Total Sale Price	$251,315.00

All pricing is valid through 9/22/23. Motorola reserves the right to refresh pricing upon date expiration.

PUBLIC SAFETY		
Product Summary	Catalog Description	Percentage Discount (Off List
Infrastructure	Fire Station Alerting Hardware	10%
Infrastructure	Fire Station Alerting Software	15%
Infrastructure	Radio Base Station Hardware	15%
Infrastructure	Radio Base Station Software	20%
Infrastructure	Master Site ASTRO Hardware	15%
Infrastructure	Master Site ASTRO Software	20%
Infrastructure	Transport Hardware	10%
Infrastructure	Moscad Hardware & Software	10%
Infrastructure	Interoperability Solutions	10%
Infrastructure	Paging Hardware & Software	10%
Infrastructure	Alarm & Control System	10%
Infrastructure	Vehicular Repeaters	10%
Infrastructure	Future Infrastructure Hardware & Software * released after date of contract	10%
Subscribers	All APX Portable Radio Subscriber Device	27%
Subscribers	All APX N Portable Radio Subscriber Device	27%
Subscribers	All APX Mobile Radio Subscriber Device	27%
Subscribers	All APX Desktop Radio Subscriber Device	27%
Subscribers	Flashport Software	20%
Subscribers	Future Mobile and Portable Subscriber Devices * released after date of contract	15%
Subscribers	Standalone Subscriber Accessories	15%
Subscribers	Bundled Subscriber Accessories with Subscriber Devices	27%
Private LTE	LTE Hardware & Software	0%
Private LTE	Broadband Device	0%
Private LTE	NITRO Hardware & Software	0%
Private LTE	NITRO Services	0%
Consoles	Console Hardware & Software	15%
Consoles	Console Accessories	15%
Consoles	Console Service	0%
Drop Ship	Backhaul (Microwave, MPLS, etc)	10%
Drop Ship	Distributed Antenna Systems	10%
Drop Ship	Site Equipment	10%
Drop Ship	Buildings & Towers	5%
Drop Ship	Antenna & Line	15%
Drop Ship	Test Equipment	10%
Drop Ship	Computers & Accessories	15%
Drop Ship	Time & Frequency Systems	15%
Drop Ship	Wireless Modems	5%

System Integration & Support Services	ASTRO Maintenance Support Services	0%
System Integration & Support Services	ASTRO Upgrade Support Services	0%
System Integration & Support Services	Motorola Shop Services	0%
System Integration & Support Services	Motorola Engineering Services	0%
System Integration & Support Services	Motorola Subscriber Services	0%
System Integration & Support Services	Motorola Project Management Services	0%
System Integration & Support Services	Motorola Engineering Services	0%
System Integration & Support Services	Site Development Services	0%
System Integration & Support Services	3rd Party Services	0%
System Integration & Support Services	Motorola Security Services	0%
Integrated Hardware & Software	Encryption Hardware & Software	5%
Integrated Hardware & Software	Moto Locator Hardware	0%
Integrated Hardware & Software	Moto Locator Software	10%
Integrated Hardware & Software	Critical Connect Hardware	0%
Integrated Hardware & Software	Critical Connect Software	0%
P25 System Subscriptions	Cirrus Subscription	0%
P25 System Subscriptions	AXS Subscription	0%
P25 System Subscriptions	Asset Management Service	0%
P25 Device Subscriptions	APX Next Application Subscription	0%
Miscellaneous	Any non-catalog equipment	0%
Miscellaneous	Any non-catalog integrated software	0%
Miscellaneous	Any non-catalog service	0%

PROFESSIONAL & COMMERCIAL **

Stated discount % will also be applied to any additional options added to Radio Order

Product Summary	Catalog Description	Fixed Percentage Discount (Off List Price)
MOTOTRBO Commercial Radios	BPR40	15%
MOTOTRBO Commercial Radios	CP185	15%
MOTOTRBO Commercial Radios	CP100d	15%
MOTOTRBO Commercial Radios	CP200D / R2	15%
MOTOTRBO Commercial Radios	SL300	15%
MOTOTRBO Commercial Radios	EVX-S24	15%
MOTOTRBO Commercial Radios	CM200D	15%
MOTOTRBO Commercial Radios	CM300D	15%
MOTOTRBO Professional Radios	XPR 3300e	15%
MOTOTRBO Professional Radios	XPR 3500e	15%
MOTOTRBO Professional Radios	SL3500	15%
MOTOTRBO Professional Radios	XPR 7350e	15%
MOTOTRBO Professional Radios	XPR 7550e	15%
MOTOTRBO Professional Radios	XPR 7580e	15%
MOTOTRBO Professional Radios	MOTOTRBO R7	15%
MOTOTRBO Professional Radios	MOTOTRBO ION	15%
MOTOTRBO Professional Radios	XPR 2500	15%
MOTOTRBO Professional Radios	XPR 5350e	15%

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SUBJECT: Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions

BID #: PSC-0287-23 **OPEN DATE: 4/20/2021**

GENERAL GOVERNMENT AWARDS COMMITTEE

KIND AND BASIS OF CONTRACT: PIGGYBACK CONTRACT – PERIOD OF SERVICE FROM JULY 4, 2021 THROUGH JUNE 23, 2025.

AGENCY: INFORMATION TECHNOLOGIES DIVISION

BASIS OF AWARD: Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions

NUMBER OF BIDS INVITED: ( ) NUMBER RECEIVED: ( ) OTHER ( )

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
Recommend approval to Piggyback State of Minnesota Sourcewell Contract pursuant to RFP 042021 – Public Safety Communications Technology and Hardware Solutions with Motorola Solutions, Inc. for P25 Radio Site Expansion. Project description is Montgomery P25 site equipment including tower and MSB, project management, engineering, system technologist, factory staging, and local Motorola Services. Period of service will be from date of contract execution through October 31, 2024. The requested total expenditure not-to-exceed $2,998,500.00.

FUNDING SOURCES: 32124.153103.565051.010551.00000000.00000.0000000, to be executed by formal contract through Office of General Counsel and process by purchase order(s).

ATTACHMENTS: Recommendation Memo; Risk Approval; Vendor Quote; Contract

ANALYST: _____ RUBEN OLA

RESPECTFULLY SUBMITTED _____ DUSTIN FREEMAN, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief of Information Technologies Division/CIO

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF GGAC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING 3 MEMBERS DISAPPROVING 0 DATE: 12/15/2022

_____ _____ OTHER: _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE 12/15/2022

APPROVED ✓ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02