**SINGLE SOURCE AWARD** **BID # SS-0315-20**

**Subject:** Purchase Motorola APX6500 Mobile Radios, and APX4500 Mobile Radios

**Department:** Information Technologies Division

**Description of Purchase:**
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of (253) APX6500 mobile radios, (77) APX4500 mobile radios and ITD will trade-in (330) End of Life Motorola Radios for JFRD and JSO. Period of service will be one year from date of award. Total requested expenditure not to exceed $1,159,934.50.

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:** $1,159,934.50 **Requisition #**

**Attachments:** Single Source Form; Agency Memo, 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: Ruben Ola**

**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**

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

**October 21, 2019**

10/28/19 15:03:29
Procurement Division

**TO:** **Gregory Pease, Chief of Procurement Division**

**THRU:** **Kenneth E. Lathrop, Chief of Information Technologies / CIO** Kenneth E. Lathrop

**FROM:** **Tom Ossi, Technology Contract and Records Manager, ITD** Tom Ossi

JGP 10/24/19

**RE:** **Purchase Motorola APX6500 Mobile Radios and APX4500 Mobile Radios – Single Source Award Request**

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The Information Technologies Division (ITD) requests approval of a single source award to Motorola Solutions, Inc. for the purchase of (253) Motorola APX6500 mobile radios and (77) APX4500 mobile radios for JFRD and JSO. ITD will trade-in (330) End of Life Motorola Radios to be properly destroyed by vendor. The radio purchase is to replace a portion of the First Coast Radio System (FCRS) devices for the required agencies.

ITD Management recommends purchasing the radio equipment from Motorola Solutions, Inc. in the amount of $1,159,934.50.

Funding Source: AFIT538 - 06429

Your favorable consideration of this request is appreciated.

**CC:** **John Proctor, Finance Manager, ITD**
**CC:** **Robert Gray, Enterprise Technology Infrastructure Manager, ITD** RG
**CC:** **Kim Laidler, Radio Communications Manager, ITD** KLL

**Attachments:** **Vendor Quote**
**Single Source form**
**Vendor Single Source letter**

# 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 & Administration / Information Technologies Division

**FUNDING SOURCE:** AFIT538 - 06429

**BRIEF DESCRIPTION OF GOODS/SERVICES:**
Purchase (253) Motorola APX6500 mobile radios and (77) APX4500 mobile radios for the following agencies: JSO and JFRD. ITD request permission to trade-in (330) End of Life Motorola radios to be properly destroyed by Motorola Solutions.

**AMOUNT OF PROJECT (attach quote):** $1,159,934.50

**PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):**
Purchase (253) Motorola APX6500 mobile radios and (77) APX4500 mobile radios for the following agencies: JSO and JFRD. ITD request permission to trade-in (330) End of Life Motorola radios to be properly destroyed by Motorola

**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 and APX4500 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.

G.O. PG

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

**Date:** 10/21/19

**Requesting Agency's Director's Signature:**

10/24/19

KEZ 10-25-2019

**Procurement Division** ____ **March, 2017**

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
8000 W. Sunrise Blvd.
Plantation, Florida 33322
USA

September 12, 2019

Ken Lathrop
City of Jacksonville ITD
214 N. Hogan Street
Jacksonville, FL 32202

Subject: Fiscal '19 - '20 FCRS APX Device Purchases

Dear Ken:

Motorola Solutions, Inc. is pleased to have the opportunity to provide the City of Jacksonville a proposal to refresh a portion of the First Coast Radio System (FCRS) devices for Public Safety and Service. As we evaluated configuration settings for these devices, we considered the features available with your 2019 public safety technology initiatives; ASTRO® 25 RELEASE 7.17, PremierOne™ CAD, and CommandCentral Aware (RTCC). APX™ Devices combined with these solutions allow the following optional system features to be utilized:

- ASTRO 25 Enhanced Data can increase inbound data efficiency up to 12 times and enable denser network traffic. Network upgrades included and 1000 device licenses.
- ASTRO 25 Outdoor GPS Location can track the location of your personnel through the integrated GPS in your APX device. Network upgrades included and 1000 device licenses.
- Location on Push-To-Talk (PTT) allows an APX™ radio to send satellite-based location to a mapping application while involved in a voice call on every PTT. Location on PTT enables dispatchers to continue to view a radio user's updated location in near real time when accurate information is needed most, during emergency calls and periods of high voice traffic, for faster emergency response. Location updates are sent over the voice channel continuously during each voice transmission, during group calls or emergency calls. Location on PTT can be sent in addition to cadence-based, distance-based, or manual location updates already being sent over the data channel. Network upgrades included and 1000 device licenses.
- Customer Programming Software Radio Management simplifies APX™ radio configuration and management, saving you time and money while ensuring your users can accomplish their mission without interruption. Included up to 1000 device licenses.
- Integrated Wi-Fi And Data Connectivity allows for updating your radio fleet software more efficiently without interrupting voice communications or waiting for idle radios. Up to 20 WiFi Networks can be provisioned in the radio so that users can seamlessly receive radio software updates at facility Wi-Fi access points or in the field via WiFi hot spots. Included for all APX6000 devices proposed.
- PremierOne CAD Automatic Resource Location (ARL) helps agencies improve response times, efficiently allocate resources and better inform first responders. PremierOne CAD's highly customizable user interface offers quick access to information via a true

location-based, Esri standard GIS map. This powerful GPS-aided resource management tool displays the location and identity of APX devices enabling a more efficient and coordinated response while further supporting officer safety. Included up to 1000 device licenses.

- CommandCentral Aware Inform Geospatial Event Mapping will be able to map Sheriff's Office APX6000 devices along with Camera locations, CAD incidents, open-source data alerts, and sensors can be visualized on the Inform mapping display. Network upgrades included and 1000 device licenses.
- Wi-Fi and Enhanced Data Flashport included for quantity 240 previously purchased Sheriff's Office APX6000 devices.
- An additional one year of factory warranty, totaling 4 years.

Therefore, in addition to the APX devices proposed, we are INCLUDING the necessary FCRS network upgrades to accommodate the above features at no additional cost for these devices. We know that our technologies work better together and we want the City of Jacksonville to be able to realize this benefit now rather than later.

In response to your inquiry concerning alternate sourcing for the APX™ digital two way radios under consideration for purchase. 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.

This proposal consists of this cover letter along with the individual agency device quotes. This proposal shall remain valid through November 2019. Motorola Solutions would be pleased to address any questions the City may have regarding the proposal. Questions can be directed to your Motorola Solutions Account Executive, Michelle Poole, at (904)814-9938.

Sincerely,

Motorola Solutions, Inc.

Danny Sanchez
MSSSI Vice President
Government & Public Safety
Florida Government Markets

MOTOROLA SOLUTIONS

# JSO MOBILE REFRESH
## FISCAL '19 -'20

| | MODEL # | DESCRIPTION | UNIT LIST | EXT LIST | DISCOUNT | UNIT DISC PRICE | QTY | EXT DISC PRICE |
|---|---|---|---|---|---|---|---|---|
| Mobile | M25URS9PW1 N | APX6500 7/800 MHZ MID POWER MOBILE | $ 2,438.00 | $ 616,814.00 | 27.0% | $ 1,779.74 | 253 | $ 450,274.22 |
| Mobile | G806 | ENH: ASTRO DIGITAL CAI OP APX | $ 515.00 | $ 130,295.00 | 27.0% | $ 375.95 | 253 | $ 95,115.35 |
| Mobile | G51 | ENH: SMARTZONE OPERATION APX6500 | $ 1,200.00 | $ 303,600.00 | 27.0% | $ 876.00 | 253 | $ 221,628.00 |
| Mobile | G361 | ADD: P25 TRUNKING SOFTWARE | $ 300.00 | $ 75,900.00 | 27.0% | $ 219.00 | 253 | $ 55,407.00 |
| Mobile | G851 | ADD: AES/DES-XL/DES-OFB ENCRYPTION | $ 799.00 | $ 202,147.00 | 27.0% | $ 583.27 | 253 | $ 147,567.31 |
| Mobile | W969 | ADD: MULTIPLE KEY ENCRYPTION OPERATION | $ 330.00 | $ 83,490.00 | 27.0% | $ 240.90 | 253 | $ 60,947.70 |
| Mobile | G442 | ADD: O5 CONTROL HEAD | $ 432.00 | $ 109,296.00 | 27.0% | $ 315.36 | 253 | $ 79,786.08 |
| Mobile | G444 | ADD: APX CONTROL HEAD SOFTWARE | $ - | $ - | 27.0% | $ - | 253 | $ - |
| Mobile | G66 | ADD: DASH MOUNT | $ 125.00 | $ 31,625.00 | 27.0% | $ 91.25 | 253 | $ 23,086.25 |
| Mobile | W22 | ADD: PALM MICROPHONE | $ 72.00 | $ 18,216.00 | 27.0% | $ 52.56 | 253 | $ 13,297.68 |
| Mobile | W432 | ADD: AUXILARY SPKR 13W (3.2OHM) | $ 71.50 | $ 18,089.50 | 27.0% | $ 52.20 | 253 | $ 13,205.34 |
| Mobile | G89 | ADD: NO RF ANTENNA NEEDED | $ - | $ - | 27.0% | $ - | 253 | $ - |
| Mobile | G24 | ADD: 3 YEAR SERVICE FROM THE START LITE | $ 168.00 | $ 42,504.00 | 0.0% | $ 168.00 | 253 | $ 42,504.00 |
| | | | | $ 1,631,976.50 | | | Subtotal | $ 1,202,818.93 |

Contract / Shipment of All Items as Proposed in 2019 and Trade In of existing Astro Spectra $ (228,694.29)

Total Sale Price $ 974,124.64

Per unit cost with 3 year warranty pricing included $ 3,850.30

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

****Order and factory shipment acceptance must occur prior to November 30th of 2019 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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9/12/2019
Prepared by: Michelle Poole
904 814 9938

MOTOROLA SOLUTIONS

# JRFD MOBILE REFRESH
## FISCAL '19 -'20

| | MODEL # | DESCRIPTION | UNIT LIST | EXT LIST | DISCOUNT | UNIT DISC PRICE | QTY | EXT DISC PRICE |
|---|---|---|---|---|---|---|---|---|
| Mobile | M22URS9PW1 N | APX4500 7/800 | $ 1,564.00 | $ 120,428.00 | 27.0% | $ 1,141.72 | 77 | $ 87,912.44 |
| Mobile | QA02756 | ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM | $1,570.00 | $ 120,890.00 | 27.0% | $ 1,146.10 | 77 | $ 88,249.70 |
| Mobile | QA01749 | SW KEY SUPPLEMENTAL DATA | $ - | $ - | 27.0% | $ - | 77 | $ - |
| Mobile | GA00804 | ADD: APX O2 CONTROL HEAD | $ 492.00 | $ 37,884.00 | 27.0% | $ 359.16 | 77 | $ 27,655.32 |
| Mobile | G444 | ADD: APX CONTROL HEAD SOFTWARE | $ - | $ - | 27.0% | $ - | 77 | $ - |
| Mobile | G66 | ADD: DASH MOUNT | $ 125.00 | $ 9,625.00 | 27.0% | $ 91.25 | 77 | $ 7,026.25 |
| Mobile | W22 | ADD: PALM MICROPHONE | $ 72.00 | $ 5,544.00 | 27.0% | $ 52.56 | 77 | $ 4,047.12 |
| Mobile | W432 | ADD: AUXILARY SPKR 13W (3.2OHM) | $ 71.50 | $ 5,505.50 | 27.0% | $ 52.20 | 77 | $ 4,019.02 |
| Mobile | G89 | ADD: NO RF ANTENNA NEEDED | $ - | $ - | 27.0% | $ - | 77 | $ - |
| Mobile | G24 | ADD: 3 YEAR SERVICE FROM THE START LITE | $ 131.00 | $ 10,087.00 | 0.0% | $ 131.00 | 77 | $ 10,087.00 |
| | | | | $ 309,963.50 | | | Subtotal | $ 228,996.85 |

| | | |
|---|---|---|
| Contract / Shipment of All Items as Proposed in 2019 and Trade In of existing Astro Spectra | $ | (43,186.99) |
| Per unit cost with 3 year warranty pricing included | $ | 2,413.12 |
| JFRD Total Sale Price | $ | 185,809.86 |

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

****Order and factory shipment acceptance must occur prior to November 30th of 2019 to receive incentive offer.***

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

**U.S. Domestics**

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ELECTRONIC CATALOG

9/12/2019
Prepared by: Michelle Poole
904 814 5938