SINGLE SOURCE AWARD **BID # SS-13635-23**

Subject: FY2023 Motorola APX 8000 Series Portable Radio Refresh - JFRD

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of Motorola APX 8000 Series Portable Radios. This purchase includes (77) APX 8000 Series portable radios and accessories for JFRD. The term of the agreement shall begin on the date of the award through September 30, 2023. The requested total expenditure not to exceed $631,942.88.

Funding Source: 11415.194094.564290.010349.00000000.00000.0000000, to be executed by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $631,942.88 **Requisition #** FAIT-500221-23

Attachments: Agency Memo, 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: 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

Lenny Curry, Mayor
Information Technologies Division
Ed Ball Building
214 N. Hogan Street, Suite 900
Jacksonville, Florida 32202

ONE CITY. ONE
JACKSONVILLE.

December 13, 2022

TO: Dustin L. Freeman
Chief of Procurement Division

THRU: Patrick "Joey" Greive
Director of Finance and Administration / CFO

Patrick Greive — Digitally signed by Patrick Greive Date: 2022.12.14 10:36:07 -05'00'

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

Kenneth E. Lathrop — Digitally signed by Kenneth E. Lathrop Date: 2022.12.14 07:47:18 -05'00'

FROM: William J. Costa,
Technology Infrastructure Manager

William Costa — Digitally signed by William Costa Date: 2022.12.13 16:43:30 -05'00'

SUBJECT: FY2023 Motorola APX 8000 Series Portable Radio Refresh - JFRD - Single Source

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The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD), requests approval to purchase the Motorola APX 8000 Series Portable Radios from Motorola Solutions, Inc. This purchase includes (77) APX 8000 Series portable radios and accessories for JFRD. The term of the agreement shall begin on the date of the award 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. This purchase will be procured via Purchase Order.

The total not-to-exceed amount for this request is $631,942.88.

FUNDING SOURCE: 11415.194094.564290.010349.00000000.00000

Your favorable consideration of ITD's request is appreciated.

Attachments: Supplier Quote / Single Source Letter
Single Source Request Form

CC: Alexander Ciprian, Radio Communications Manager
Elizabeth Brown, IT Operations Manager
Thomas Ossi, Technology Contract and Records Manager

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), requests approval to purchase Motorola APX 8000 Series Portable Radios from Motorola Solutions, Inc. The purchase includes (77) APX 8000 Series portable radios and accessories for JFRD. 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 are built with proprietary technology, compatible with our existing radio system and only 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	12/13/2022

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

November 3, 2022

Ken Lathrop, CIO
The City of Jacksonville
214 N. Hogan Street
Jacksonville, Florida 32202

Subject: Motorola APX Radio Purchase

Dear Ken,

Motorola Solutions, Inc. (Motorola Solutions) appreciates the opportunity to continue to provide the City of Jacksonville a leadership position in Florida by providing your first responders with the APX ™ technology. This is life-saving technology that will continue to ensure the safety of your first responders for years to come.

In response to your inquiry concerning alternate sourcing for the equipment described above, these products are distributed to the end user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network.

Any questions the City has regarding this proposal can be directed to Marie Ventura, Senior Account Manager, at 386-268-0314, or at marie.ventura@motorolasolutions.com. Pricing is valid through November 18, 2022. Our goal is to provide the City of Jacksonville with the best products and services available in the public safety communications industry.

Sincerely,

Motorola Solutions, Inc.

Michelle Poole

Michelle Poole
Area Sales Manager
Government & Public Safety

MOTOROLA SOLUTIONS

December 5, 2022	JFRD APX8000 XE	New Quote valid January 31, 2022

Item # Model	Description	Unit List Price	Discount %	Discount $	Quantity	Ext. Sale Price
APX™ 8000 Series						
H91TGD9PW6AN	APX 8000 ALL BAND PORTABLE MODEL 2.5.	$7,108.00	27.00%	$5,188.84	77	$399,540.68
Q806CB	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	27.00%	$413.91	77	$31,871.07
QA05595AA	ALT: BATT IMPRES 2 LIION DIV2 4850.	$160.00	27.00%	$116.80	77	$8,993.60
Q361AN	ADD: P25 9600 BAUD TRUNKING.	$330.00	27.00%	$240.90	77	$18,549.30
QA02006AC	ENH: APX8000XE RUGGED RADIO.	$880.00	27.00%	$642.40	77	$49,464.80
Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	27.00%	$88.33	77	$6,801.41
Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP.	$879.00	27.00%	$641.67	77	$49,408.59
QA09001AB	ADD: WIFI CAPABILITY.	$330.00	27.00%	$240.90	77	$18,549.30
H38BS	ADD: SMARTZONE OPERATION.	$1,650.00	27.00%	$1,204.50	77	$92,746.50
QA01427AG	ALT: APX8000/XE HOUSING GREEN.	$28.00	27.00%	$20.44	77	$1,573.88
H869BW	ENH: MULTIKEY.	$363.00	27.00%	$264.99	77	$20,404.23
PMNN4505A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 4850T.	$243.10	27.00%	$177.46	77	$13,664.42
NNTN8844A	CHARGER, MULTI-UNIT, IMPRES 2, 6-DISP, NA/LA-PLUG, ACC USB CHGR.	$1,420.20	27.00%	$1,036.74	5	$5,183.70
PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,XE500 REMOTE SPKR MIC WITH CHANNEL KNOB, HIGH IMPACT BLACK.	$665.28	27.00%	$485.65	77	$37,395.05
PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T.	$240.00	27.00%	$175.20	77	$13,490.40
NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	27.00%	$123.77	77	$9,530.29