9

SINGLE SOURCE AWARD **BID # SS-13634-23**

Subject: FY2023 Motorola APX Series Portable Radio Refresh – General Government

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of Motorola APX Series Portable Radios and Accessories. This purchase is to refresh the radios for Public Libraries, Fleet, State Attorney's Office, the City of Baldwin, Public Buildings, Emergency Preparedness Radios, and Radio Engineers. The term of the agreement shall begin on the date of the award through September 30, 2023. The requested total expenditure not to exceed $369,960.52.

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: $369,960.52. **Requisition #** FAIT-500222-23

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 8, 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 10:50:05 -05'00'

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

Kenneth E. Lathrop — Digitally signed by Kenneth E. Lathrop Date: 2022.12.12 09:49:17 -05'00'

FROM: William J. Costa,
Technology Infrastructure Manager

William Costa — Digitally signed by William Costa Date: 2022.12.09 10:36:17 -05'00'

SUBJECT: FY2023 Motorola APX Series Portable Radio Refresh - General Government – Single Source

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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 refresh the radios for Public Libraries, Fleet, State Attorney's Office, the City of Baldwin, Public Buildings, Emergency Preparedness Radios, and Radio Engineers. The term of the agreement shall begin on the date of the award through September 30, 2023.

The APX Series mobile 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 $369,960.52.

Tracy Geake — Digitally signed by Tracy Geake Date: 2022.12.12 08:20:34 -05'00'

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), requests approval to purchase Motorola APX Series Portable Radios and Accessories from Motorola Solutions, Inc. (Motorola). This purchase is to refresh the radios for Public Libraries, Fleet, State Attorney's Office, the City of Baldwin, Public Buildings, Emergency Preparedness Radios, and Radio Engineers. 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	12/1/2022

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.]

Quote Prepared For
Alex Ciprian
Radio Systems manager
City of Jacksonville Information Technologies
1020 Superior Street
Jacksonville, Florida 32254

Quote Name: General Gov Refresh
Quote Date: 11-1-2022
Expiration Date: 60 Days
Contract Name: 19860 - NASPO

Quote Created By:
Drew Miller
Manufactere's Representative
dmiller@emciwireless.com
615-512-4953

Currency: USD

Payment Terms: 30 NET
Terms and Conditions: none

APX 8000 All Band Portable Radios

Notes	MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Gen Gov - Radio Engineers	H91TGD9PW7AN	APX 8000 ALL BAND PORTABLE MODEL 3.5.	$7,475.00	$22,425.00	27%	$5,456.75	3	$16,370.25
Gen Gov - Radio Engineers	H869BW	ENH: MULTIKEY.	$363.00	$1,089.00	27%	$264.99	3	$794.97
Gen Gov - Radio Engineers	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$1,701.00	27%	$413.91	3	$1,241.73
Gen Gov - Radio Engineers	Q361AN	ADD: P25 9600 BAUD TRUNKING.	$330.00	$990.00	27%	$240.90	3	$722.70
Gen Gov - Radio Engineers	Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$363.00	0%	$121.00	3	$363.00
Gen Gov - Radio Engineers	Q15AJ	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP.	$879.00	$2,637.00	27%	$641.67	3	$1,925.01
Gen Gov - Radio Engineers	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING.	$0.00	$0.00	0%	$0.00	3	$0.00
Gen Gov - Radio Engineers	QA09001AB	ADD: WIFI CAPABILITY.	$330.00	$990.00	27%	$240.90	3	$722.70
Gen Gov - Radio Engineers	H38BS	ADD: SMARTZONE OPERATION.	$1,650.00	$4,950.00	27%	$1,204.50	3	$3,613.50
		List Total Price	**$11,715.00**	**$35,145.00**	**NASPO Contract Price**	**$8,584.62**		**$25,753.86**
						City of Jacksonville Radio Refresh Promotion		**-$4,869.48**
						Price After Promotion		**$20,884.38**
						Radio Engineer Per Unit Price		**$6,961.46**

APX 900 700/800 MHz Portable Radio and Accessories

Notes	MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Gen Gov - Standard Issue	H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE.	$1,898.00	$199,290.00	27%	$1,385.54	105	$145,481.70
Gen Gov - Standard Issue	QA06765AA	ALT: IMPRESS LI-ION 3000MAH.	$94.00	$9,870.00	27%	$68.62	105	$7,205.10
Gen Gov - Standard Issue	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY).	$0.00	$0.00	27%	$0.00	105	$0.00
Gen Gov - Standard Issue	H885BK	ADD: 3Y ESSENTIAL SERVICE.	$95.00	$9,975.00	0%	$95.00	105	$9,975.00
Gen Gov - Standard Issue	QA04096AA	ENH: P25 TRUNKING.	$1,177.00	$123,585.00	27%	$859.21	105	$90,217.05
Gen Gov - Standard Issue	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA.	$82.08	$8,618.40	27%	$59.92	105	$6,291.60
Gen Gov - Standard Issue	PMMN4065AL	MICROPHONE,IMPRES RSM, IP57.	$115.24	$6,338.20	27%	$84.13	55	$4,627.15
		List Total Price	**$3,461.32**	**$357,676.60**	**NASPO Contract Price**	**$2,552.42**		**$263,797.60**
						Trade-in of existing radios		**-$48,678.45**
						Gen Gov Standard Issue Sale Price		**$215,119.15**
						Gen Gov Standard Issue Per Unit Price with RSM		**$2,081.13**
						Gen Gov Standard Issue Per Unit Price without RSM		**$2,013.14**

APX 6000 700/800MHz Portable Radio								
Notes	MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Gen Gov - State Attorney	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE.	$3,595.00	$97,065.00	27%	$2,624.35	27	$70,857.45
Gen Gov - State Attorney	H869BZ	ENH: MULTIKEY.	$363.00	$9,801.00	27%	$264.99	27	$7,154.73
Gen Gov - State Attorney	QA05570AA	ALT: LI-ION IMPRES 2 IP68 3400 MAH.	$110.00	$2,970.00	27%	$80.30	27	$2,168.10
Gen Gov - State Attorney	Q173AZ	ADD: SMARTZONE OMNILINK.	$220.00	$5,940.00	27%	$160.60	27	$4,336.20
Gen Gov - State Attorney	Q58AL	ADD: 3Y ESSENTIAL SERVICE.	$121.00	$3,267.00	0%	$121.00	27	$3,267.00
Gen Gov - State Attorney	Q15AK	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP.	$879.00	$23,733.00	27%	$641.67	27	$17,325.09
Gen Gov - State Attorney	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING.	$0.00	$0.00	27%	$0.00	27	$0.00
Gen Gov - State Attorney	QA09001AB	ADD: WIFI CAPABILITY.	$330.00	$8,910.00	27%	$240.90	27	$6,504.30
Gen Gov - State Attorney	Q806BM	ADD: ASTRO DIGITAL CAI OPERATION.	$567.00	$15,309.00	27%	$413.91	27	$11,175.57
Gen Gov - State Attorney	Q361AR	ADD: P25 9600 BAUD TRUNKING.	$330.00	$8,910.00	27%	$240.90	27	$6,504.30
Gen Gov - State Attorney	H38BT	ADD: SMARTZONE OPERATION.	$1,320.00	$35,640.00	27%	$963.60	27	$26,017.20
Gen Gov - State Attorney	PMNN4486A	BATT IMPRES 2 LIION R IP67 3400T.	$179.30	$4,841.10	27%	$130.89	27	$3,534.03
Gen Gov - State Attorney	PMMN4062AL	'EAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGE	$127.12	$3,432.24	27%	$92.80	27	$2,505.60
Gen Gov - State Attorney	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA.	$169.56	$4,578.12	27%	$123.78	27	$3,342.06
Gen Gov - State Attorney	HLN6875A	BELT CLIP 3 INCH.	$14.04	$379.08	27%	$10.25	27	$276.75
		List Total Price	**$8,325.02**	**$224,775.54**	**NASPO Contract Price**	**$6,109.94**		**$164,968.38**
							Trade-in of existing radios	**-$31,011.39**
							Gen Gov State Attorney Sale Price	**$133,956.99**
							Gen Gov State Attorney Per Unit Price	**$4,961.37**

Total NASPO Contract Price	**$454,519.84**
Trade-in of existing radios	**-$84,559.32**
Total Sale Price	**$369,960.52**

Equipment discounts applied per Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeaters 43190000-22-NASPO-ACS

PLEASE ENSURE ALL PURCHASE ORDERS REFLECT THE FOLLOWING INFORMATION:

PAYMENT TERMS: NET 30
VENDOR NAME: MOTOROLA SOLUTIONS, INC.
YOUR BILL TO AND SHIP TO ADDRESS
YOUR PREFERRED EMAIL ADDRESS FOR ELECTRONIC INVOICING

Quote Prepared For
Alex Ciprian
Radio Systems manager
City of Jacksonville Information Technologies
1020 Superior Street
Jacksonville, Florida 32254

Quote Name: General Gov Refresh
Quote Date: 11-1-2022
Expiration Date: 60 Days
Contract Name: 19860 - NASPO

Quote Created By:
Drew Miller
Manufactere's Representative
dmiller@emciwireless.com
615-512-4953

Currency: USD

Payment Terms: 30 NET
Terms and Conditions: none

APX 8000 All Band Portable Radios

Notes	MODEL #	DESCRIPTION	LIST PRICE	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
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Gen Gov - Radio Engineers	Q361AN	ADD: P25 9600 BAUD TRUNKING.	$330.00	$990.00	27%	$240.90	3	$722.70
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Equipment discounts applied per Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeaters 43190000-22-NASPO-ACS

PLEASE ENSURE ALL PURCHASE ORDERS REFLECT THE FOLLOWING INFORMATION:

PAYMENT TERMS: NET 30
VENDOR NAME: MOTOROLA SOLUTIONS, INC.
YOUR BILL TO AND SHIP TO ADDRESS
YOUR PREFERRED EMAIL ADDRESS FOR ELECTRONIC INVOICING

SINGLE SOURCE AWARD **BID # SS-11694-22**

Subject: FY2022 Purchase of 588 Motorola APX Series Portable Refresh

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of 588 Motorola APX Series Portable Refresh. The purchase includes (400) portable radios for JFRD, (188) portable radios for General Government, and (18) multiport chargers for JFRD. In addition, ITD also requests approval to trade-in (588) End of Life Motorola radios to be appropriately destroyed by Motorola. The term of the agreement shall begin on the date of the award through September 30, 2022. Total requested expenditure not to exceed $1,950,693.00.

Funding Source: 11415.194094.564290.010349, to be executed by formal contract through the Office of General Counsel and process by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $1,950,693.00 **Requisition #** FAIT-501212-22

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

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

Teresa R. Eichler
CHAIRMAN

DATE 12/2/21

ACTION OF AWARDING AUTHORITY

DATE: 12-3-21

APPROVED ✓ **DISAPPROVED** _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

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

FORM GB-114, Revised 12/2007