SINGLE SOURCE AWARD **BID # SS-0284-20**

Subject: Purchase Motorola APX6000 Portable Radios, and APX900 Portable Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of (507) APX6000 Radios, (62) APX900 portable radios and ITD will trade-in (569) End of Life Motorola Radios for JFRD, JSO and various City agencies. Period of service will be one year from date of award. Total requested expenditure not to exceed $2,318,350.95.

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: $2,318,350.95 **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

10/01/19 15:42:24
Procurement Division

September 18, 2019

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

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

JP 9/25/19

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

RE: **Purchase Motorola APX6000 Portable Radios and APX900 Portable Radios – Single Source Award Request**

The Information Technologies Division (ITD) requests approval of a single source award to Motorola Solutions, Inc. for the purchase of (507) Motorola APX6000 portable radios and (62) APX900 portable radios for JFRD, JSO, and various City agencies. ITD will trade-in (569) 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 $2,318,350.95.

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**
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 (507) Motorola APX6000 portable radios and (62) APX900 portable radios for the following agencies: JSO, JFRD, and various City agencies. ITD request permission to trade-in (569) End of Life Motorola radios to be properly destroyed by Motorola Solutions.

AMOUNT OF PROJECT (attach quote): $2,318,350.95

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Purchase (507) Motorola APX6000 portable radios and (62) APX900 portable radios for the following agencies: JSO, JFRD, and various City agencies. ITD request permission to trade-in (569) 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 APX6000 portable 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.

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

Date: 09/18/19

Requesting Agency's Director's Signature:

Procurement Division

March, 2017

T.Q. 9/25/19
KEL 9-26-2019

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.

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

JFRD PORTABLE REFRESH

FISCAL '19 - '20

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 317,730.00	27.0%	$ 2,208.98	105	$ 231,942.90
Portable	QA02006	ENH: APX6000XE RUGGED RADIO	$ 800.00	$ 84,000.00	27.0%	$ 584.00	105	$ 61,320.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 31,500.00	27.0%	$ 219.00	105	$ 22,995.00
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 126,000.00	27.0%	$ 876.00	105	$ 91,980.00
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 54,075.00	27.0%	$ 375.95	105	$ 39,474.75
Portable	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	$ 25.00	$ 2,625.00	27.0%	$ 18.25	105	$ 1,916.25
Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 13.00	$ 1,365.00	27.0%	$ 9.49	105	$ 996.45
Portable	QA07739AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH DELTA T (PMNN4573A)	$ 75.00	$ 7,875.00	27.0%	$ 54.75	105	$ 5,748.75
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 11,550.00	0.0%	$ 110.00	105	$ 11,550.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 15,750.00	27.0%	$ 109.50	105	$ 11,497.50
Portable	QA09001	ADD: WIFI CAPABILITY	$ 300.00	$ 31,500.00	27.0%	$ 219.00	105	$ 22,995.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	105	$ -
Accessory	PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,AUDIO ACCES	$ 616.00	$ 64,680.00	27.0%	$ 449.68	105	$ 47,216.40
Accessories	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$ 165.00	$ 17,325.00	27.0%	$ 120.45	105	$ 12,647.25
Accessory	NNTN7624C	IMPRES Vehicular Charger	$ 472.00	$ 49,560.00	27.0%	$ 344.56	105	$ 36,178.80
Accessory	PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T	$ 199.00	$ 20,895.00	27.0%	$ 145.27	105	$ 15,253.35
				$ 836,430.00			Subtotal	$ 613,712.40

Shipment of All items as Proposed in 2019 and Trade In of existing radios	$ (126,443.94)
JFRD Sale Price	$ 487,268.46
Per unit cost with 3 year warranty pricing included	$ 4,640.65

"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
904-814-9938

MOTOROLA SOLUTIONS

JSO PORTABLE REFRESH
FISCAL '19 - '20

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX5000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 1,216,452.00	27.0%	$ 2,208.98	402	$ 888,009.96
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 207,030.00	27.0%	$ 375.95	402	$ 151,131.90
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 482,400.00	27.0%	$ 876.00	402	$ 352,152.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 120,600.00	27.0%	$ 219.00	402	$ 88,038.00
Portable	Q15	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 799.00	$ 321,198.00	27.0%	$ 583.27	402	$ 234,474.54
Portable	H869	ENH: MULTIKEY	$ 330.00	$ 132,660.00	27.0%	$ 240.90	402	$ 96,841.80
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 44,220.00	0.0%	$ 110.00	402	$ 44,220.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 60,300.00	27.0%	$ 109.50	402	$ 44,019.00
Portable	QA09001	ADD: WIFI CAPABILITY	$ 300.00	$ 120,600.00	27.0%	$ 219.00	402	$ 88,038.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	402	$ -
Portable	QA05570	ALT: LI-ION IMPRES 2 IP68 3400 MAH	$ 100.00	$ 40,200.00	27.0%	$ 73.00	402	$ 29,346.00
Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 13.00	$ 1,365.00	27.0%	$ 9.49	105	$ 996.45
Accessories	PMNN4486	BATT IMPRES 2 LIION R IP68 3400T	$ 163.00	$ 65,526.00	27.0%	$ 118.99	402	$ 47,833.98
Accessories	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$ 165.00	$ 66,330.00	27.0%	$ 120.45	402	$ 48,420.90
Accessories	PMMN4062A	APX IMPRES RSM, NOISE CANC, EMERGENCY BUTTON 3.5MM JACK IP54	$ 117.70	$ 47,315.40	27.0%	$ 85.92	402	$ 34,540.24
Accessories	PMLN5658	LEATHER CARRY CASE WITH 3" CLIP	$ 67.00	$ 26,934.00	27.0%	$ 48.91	402	$ 19,661.82
				$ 2,953,130.40			Subtotal	$ 2,167,724.59

Contract / Shipment of All Items as Proposed In 2019 and Trade In of existing XTS/Astro	$ (448,583.29)
JSO Total Sale Price	$ 1,719,141.30
Per unit cost with 3 year warranty pricing included	$ 4,276.47

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
904-814-9938

MOTOROLA SOLUTIONS

PUBLIC SERVICE PORTABLE REFRESH

FISCAL '19 - '20

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H92UCF9PW6 N	APX 900 7/800 MHZ MODEL 2 PORTABLE	$ 1,597.00	$ 99,014.00	27.0%	$ 1,165.81	62	$ 72,280.22
Portable	QA04096	ENH: P25 TRUNKING	$ 1,070.00	$ 66,340.00	27.0%	$ 781.10	62	$ 48,428.20
Portable	QA06765	ALT: IMPRESS LI-ION 3000MAH	$ 85.00	$ 5,270.00	27.0%	$ 62.05	62	$ 3,847.10
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 90.00	$ 5,580.00	0.0%	$ 90.00	62	$ 5,580.00
Portable	PMMN4065A	APX IMPRES RSM W/VOL, IP57	$ 106.70	$ 6,615.40	27.0%	$ 77.89	62	$ 4,829.24
Portable	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	$ 76.00	$ 4,712.00	27.0%	$ 55.48	62	$ 3,439.76
				$ 187,531.40			Subtotal	$ 138,404.52

Contract / Shipment of All Items as Proposed in 2019 and Trade In of existing XTS/Astro	$ (26,463.34)
Per unit cost with 3 year warranty pricing included	$ 1,805.50
Public Service Total Sale Price	$ 111,941.19

"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
904-814-9938

FISCAL YEAR 2019 - 2023 IT SYSTEM DEVELOPMENT PROJECTS

Projects by Funding Source

	Prior Years	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Debt Management Funds	19,062,781	15,493,182	13,097,129	4,964,397	2,840,427	1,908,927
Pay- Go. Equipment/Radio Refresh	6,347,167	4,470,908	5,967,115	5,975,540	5,975,540	3,943,033
On-Going Operating Cost		3,473,710	1,062,715	242,633	97,429	104,297
Pay-Go: Other	576,748	4,035,320	6,394,720	2,199,100	60,810	-
Total Per Year	25,986,696	27,473,120	26,521,679	13,381,670	8,974,206	5,956,257

Functional Area	Program Area	Project Title	Previous Capital Appropriation	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Citywide	Application - Citywide	Microsoft Office 365	-	213,000	229,130	-	-	-
City Council	Application - Department Specific	City Council AV Upgrade / Replacement	-	520,000	100,000	-	-	-
Fleet Mgmnt	Application - Department Specific	Fleet Management System - Replacement	-	-	650,000	77,000	-	-
JHRC	Application - Department Specific	Case Management System - JHRC	-	90,000	20,800	-	-	-
ME Office	Application - Department Specific	Case Management System - Medical Examiner	617,514	-	73,000	-	-	-
Real Estate	Application - Department Specific	Real Estate Management System	-	185,000	17,250	-	-	-
ITD	Backup and Recovery	Disaster Recovery / Data Redundancy	-	237,500	-	20,000	250,000	-
Citywide	Enterprise Solution	CARE System Upgrade / Replacement	685,000	2,075,000	75,000	-	-	-
Citywide	Enterprise Solution	Enterprise Financial / Resource Mgmt Solution	11,761,771	10,789,258	10,516,712	1,916,490	-	-
Citywide	Enterprise Solution	Enterprise Permit / Land Use Management	576,748	3,393,320	4,297,510	1,680,000	-	-
Citywide	Infrastructure / Equipment	Computer, Laptop and Tablet Equipment Refresh	934,060	550,000	1,985,000	1,985,000	1,985,000	-
ITD	Infrastructure / Equipment	Network Equipment Refresh	1,269,066	278,981	340,000	340,000	340,000	340 000
ITD	Infrastructure / Equipment	PBX. Telecommunications Upgrade	668,860	1,281 839	493 025	488,269	644 888	22 693
ITD	Infrastructure / Equipment	Security Upgrades - Technology / ITD	190,000	300,505	76,000	36,000	36,000	36,000
ITD	Infrastructure / Equipment	Server Equipment Refresh	562,855	145,300	130,000	130,000	130,000	130,000
Citywide	Radio System	P25 Radio - Radio Site Expansion	-	-	1,908,927	1,954,291	1,954,368	1,954,531
Citywide	Radio System	Radio - Microwave Network Radio Sites	-	167,000	147,210	169,100	60,810	-
Citywide	Radio System	Radio - Mobile Radio Refresh	3,581,186	1,198,085	1,198,056	1,198,085	1,198,085	1,150,578
Citywide	Radio System	Radio - Portable Radio Refresh	-	2,298,542	2,314,059	2,322,455	2,322,455	2,322,455
Citywide	Radio System	Radio - Redundant Backup System	-	-	1,950,000	418,000	-	-
Citywide	Safer Neighborhoods Investment Plan	Command Central AWARE	-	1,876,146	-	-	-	-
JFRD	Safer Neighborhoods Investment Plan	JFRD Mobile Data Terminal Replacements	599,000	-	-	646,980	52,600	-
JFRD / JSO	Safer Neighborhoods Investment Plan	Unified CAD - 911 Call System Replacement	4,540,636	1,873,644	-	-	-	-

PROJECT TITLE:	FUNCTIONAL AREA / AGENCY:	PROGRAM AREA:
Radio - Mobile Radio Refresh	Citywide	Radio System
PREVIOUS CAPITAL FUNDING:	**PROJECT COMPLETION DATE:**	**FUNDING SOURCE-CAPITALIZED COST:**
$3,581,186	FY 22-23	Pay-Go: Radio Refresh

Project Description:

Funding to replace all mobile radios for JSO, JFRD as well as consollette and specialty mobile radios. Total estimated cost is reflective of an eight year refresh project to be completed in FY22-23.

FY18-19 Count:

JSO	253
JFRD	76
	329

Level of Service Impact:

Two-way mobile radios allow Law Enforcement, Fire Rescue, Emergency Management, Education/campus security, Utility Company and General City agencies radio communication capabilities throughout Duval and surrounding counties

Capitalized Costs	Total Est. Cost	Prior Yrs. Funding	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Software	$ -						
Hardware	$ 10,722,523	3,581,186	1,198,085	1,198,056	1,198,085	1,198,085	1,150,578
Professional Svcs	$ -						
	$ 10,722,523	$ 3,581,186	$ 1,198,085	$ 1,198,056	$ 1,198,085	$ 1,198,085	$ 1,150,578

Annual Operational Costs:	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
FTEs					
Salary / Benefits					
Software Hosting					
Operating Costs					
SW/HW License Maintenance					
	$ -	$ -	$ -	$ -	$ -

Estimated Savings and/or Offsets:	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
FTEs					
Operating Costs					
SW/HW Maint					
	$ -	$ -	$ -	$ -	$ -

Benefits to the Public:

Updates technological capabilities and reduces the possibility of radio equipment failure and delayed emergency responsiveness

PROJECT TITLE:	FUNCTIONAL AREA / AGENCY:	PROGRAM AREA:
Radio - Portable Radio Refresh	Citywide	Radio System
PREVIOUS CAPITAL FUNDING:	**PROJECT COMPLETION DATE:**	**FUNDING SOURCE-CAPITALIZED COST:**
$0	FY 25-26	Pay-Go: Radio Refresh

Project Description:

Funding to replace all portable radios for JSO, JFRD as well as non-public safety portable radios. Total estimated cost is reflective of an eight year refresh project to be completed in FY 25-26.

FY18-19 Count:

JSO	402
JFRD	105
General Govt.	68
	575

Level of Service Impact:

Two-way mobile radios allow Law Enforcement, Fire Rescue, Emergency Management, Education/campus security, Utility Company and General City agencies radio communication capabilities throughout Duval and surrounding counties.

Capitalized Costs	Total Est. Cost	Prior Yrs. Funding	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Software	$ -						
Hardware	$ 18,547,331		2,298,542	2,314,059	2,322,455	2,322,455	2,322,455
Professional Svcs	$ -						
	$ 18,547,331	$ -	$ 2,298,542	$ 2,314,059	$ 2,322,455	$ 2,322,455	$ 2,322,455

Annual Operational Costs:	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
FTEs					
Salary / Benefits					
Software Hosting					
Operating Costs					
SW/HW License Maintenance					
	$ -	$ -	$ -	$ -	$ -

Estimated Savings and/or Offsets:	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
FTEs					
Operating Costs					
SW/HW Maint					
	$ -	$ -	$ -	$ -	$ -

Benefits to the Public:

Updates technological capabilities and reduces the possibility of radio equipment failure and delayed emergency responsiveness

Ola, Ruben

From: Ola, Ruben
Sent: Thursday, October 03, 2019 11:43 AM
To: Pease, Gregory
Cc: Laidler, Marilyn
Subject: FW: Single Source Awards-Motorola Portable Radios

Good Morning Sir,

Re: Single Source SS-0284-20 in the amount of $2,318,350.95 hereby requested for posting approval.
Below is last year email communication for additional information/justification for the purchase of Motorola radios.
Please let me know if this is sufficient enough for initials or need to ask the agency for additional document, see highlighted reference below and previous award.

Thanks,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Nunziato, Christine
Sent: Tuesday, November 13, 2018 2:11 PM
To: Laidler, Kim; Pease, Gregory; Freeman, Dustin; Pearson, Daniel
Cc: Lathrop, Kenneth; Gray, Robert; Proctor, John; Ossi, Thomas; Ola, Ruben
Subject: RE: Single Source Awards

Greg approved. Thank you for your patience. I signed the s/s requests and Ruben has them for processing. They will need to be advertised and then will be put on the 11/29 agenda.

Chrissy Nunziato
Manager of Purchasing Services, Asst.
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8813
Fax 904.255.8837
Email: cnunziato@coj.net

CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Laidler, Kim
Sent: Tuesday, November 13, 2018 10:38 AM
To: Nunziato, Christine; Pease, Gregory; Freeman, Dustin; Pearson, Daniel
Cc: Lathrop, Kenneth; Gray, Robert; Proctor, John; Ossi, Thomas; Laidler, Kim; Laidler, Kim
Subject: RE: Single Source Awards

Chrissy,

Have you had a chance to discuss the radio purchase with Greg?

Please provide an update.

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

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From: Nunziato, Christine
Sent: Friday, November 9, 2018 1:26 PM
To: Laidler, Kim
Subject: RE: Single Source Awards

Hi Kim. It only has to post for 7 days so it can be posted when Greg gets back. It's going to be on the 11/29 GGAC menu.

Chrissy Nunziato
Manager of Purchasing Services, Asst.
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8813
Fax 904.255.8837
Email: cnunziato@coj.net

CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Laidler, Kim
Sent: Friday, November 09, 2018 11:19 AM
To: Nunziato, Christine; Pease, Gregory

Cc: Freeman, Dustin; Pearson, Daniel; Lathrop, Kenneth; Steffens, Gary; Gray, Robert; Proctor, John; Ossi, Thomas; Laidler, Kim
Subject: RE: Single Source Awards

Chrissy,

Please confirm that someone from your team will go ahead and post purchase to the web for solicitation while we wait for Greg to give his approval.

Thank you for all your help!!!

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

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From: Nunziato, Christine
Sent: Friday, November 9, 2018 11:13 AM
To: Pease, Gregory
Cc: Laidler, Kim; Nunziato, Christine; Freeman, Dustin; Pearson, Daniel
Subject: FW: Single Source Awards

Ok, Kim. Thank you. I appreciate your time and follow up. As discussed, I will let Greg know what we talked about when he returns and we will go from there. As mentioned this wouldn't be on GGAC until 11/29 so we have plenty of time. Have a great weekend.

Chrissy Nunziato
Manager of Purchasing Services, Asst.
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8813
Fax 904.255.8837
Email: cnunziato@coj.net
CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Laidler, Kim
Sent: Friday, November 09, 2018 11:10 AM
To: Nunziato, Christine
Cc: Ola, Ruben; Pearson, Daniel; Muon, Sokkhar; Freeman, Dustin; Pease, Gregory; Lathrop, Kenneth; Steffens, Gary; Gray, Robert; Proctor, John; Ossi, Thomas; Laidler, Kim
Subject: RE: Single Source Awards

Chrissy,

Per our conversation; listed below is the Project Title, Project Description and Level of Service Impact for ITD's multi-year Radio Refresh Projects.

Please view attachment and let me know if you have any questions.

PROJECT TITLE:
P25 Radio - Mobile Radio Refresh: Year 4 of an 8 Year radio replacement of radios that are end of life and no longer supported by the manufacturer

Project Description:
Funding to replace all mobile radios for JSO, JFRD as well as consollette and specialty mobile radios. Total estimated cost is reflective of an eight (8) year refresh project to be completed in FY22-23.

Level of Service Impact:
Two-way mobile radios allow Law Enforcement, Fire Rescue, Emergency Management, Education/Campus Security, Utility Company and various local government and independent agencies radio communication capabilities throughout Duval and surrounding
counties.

PROJECT TITLE:
P25 Radio – Portable Radio Refresh: Year 1 of an 8 Year radio replacement of radios that are end of life and no longer supported by the manufacturer

Project Description:
Funding to replace all portable radios for JSO, JFRD as well as non-public safety portable radios. Total estimated cost is reflective of an eight (8) year refresh project to be completed in FY25-26.

Level of Service Impact:
Two-way portable radios allow Law Enforcement, Fire Rescue, Emergency Management, Education/Campus Security, Utility Company and various local government and independent agencies radio communication capabilities throughout Duval and surrounding counties.

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

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From: Nunziato, Christine
Sent: Friday, November 9, 2018 10:22 AM
To: Laidler, Kim
Cc: Ola, Ruben; Pearson, Daniel; Muon, Sokkhar; Freeman, Dustin; Pease, Gregory
Subject: FW: Single Source Awards

Good morning. I was asked to review a single source for Motorola APX6000 and APX900 portable radios for JSO, JFRD, Special Events Department, and ITD($2.3MM). It states in the justification that Motorola's product is fully compatible with the current COJ Motorola Radio network. However, are they the only provider with a compatible solution? I want

to be sure given the cost of the request. If so, please have your agency send a memo with that justification. Motorola said that they provide a compatible solution but is there no other supplier whose solution is compatible with our existing equipment? Thank you.

Chrissy Nunziato
Manager of Purchasing Services, Asst.
Finance and Administration Department
Procurement Division
City of Jacksonville
214 N. Hogan St
Jacksonville, FL 32202
Ph. 904.255.8813
Fax 904.255.8837
Email: cnunziato@coj.net

CITY OF JACKSONVILLE

****** Please note that under Florida's very broad public records law, email communications to and from city officials are subject to public disclosure. ******

From: Ola, Ruben
Sent: Friday, November 09, 2018 9:38 AM
To: Laidler, Kim; Freeman, Dustin; Nunziato, Christine
Cc: James, Sabrina; Muon, Sokkhar; Ossi, Thomas; Ciprian, Alexander; Gray, Robert; Steffens, Gary; Lathrop, Kenneth
Subject: RE: Single Source Awards

It is for posting anytime now and just waiting for document final approval initial of our supervisor.

Thanks,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Laidler, Kim
Sent: Friday, November 09, 2018 8:06 AM
To: Ola, Ruben; Freeman, Dustin
Cc: James, Sabrina; Muon, Sokkhar; Ossi, Thomas; Ciprian, Alexander; Gray, Robert; Steffens, Gary; Lathrop, Kenneth; Laidler, Kim
Subject: RE: Single Source Awards

Ruben,

Please confirm the Motorola public safety refresh radios have posted for solicitation.

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

---

From: Ola, Ruben
Sent: Thursday, November 8, 2018 11:33 AM
To: Laidler, Kim; Freeman, Dustin
Cc: James, Sabrina; Muon, Sokkhar; Ossi, Thomas; Ciprian, Alexander; Gray, Robert; Steffens, Gary; Lathrop, Kenneth
Subject: RE: Single Source Awards

Kim,
Posting deadline must be made Wednesday to meet the next week GGAC Thursday meeting. Next GGAC meeting on 29th November and maybe we can beat the deadline on Friday, 30th November for PO issuance. Another option also is to request the company to extend their cut-off period for this high dollar value sales.

Thank you,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Laidler, Kim
Sent: Thursday, November 08, 2018 11:06 AM
To: Ola, Ruben
Cc: James, Sabrina; Muon, Sokkhar; Ossi, Thomas; Ciprian, Alexander; Gray, Robert; Steffens, Gary; Lathrop, Kenneth; Laidler, Kim
Subject: RE: Single Source Awards

Ruben,

Do you think the purchases can be posted today prior to 1300? That will allow for the 7 calendar days.

This purchase has a significant savings incentive that states the Purchase Order and process shipment by November 30th. (Please see attachment)

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

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From: Ola, Ruben
Sent: Thursday, November 8, 2018 10:46 AM
To: Laidler, Kim; James, Sabrina; Muon, Sokkhar
Cc: Ossi, Thomas; Ciprian, Alexander
Subject: RE: Single Source Awards

Kim,
Thanks for the information. We can no longer meet the deadline for Nov. 15 because of required 7 calendar days posting for Single Source Award. The next GGAC meeting will be on Nov. 29, 2018. See schedule below.

General Government Awards Committee/Competitive Sealed Proposal Evaluation Committee meetings are cancelled on the following dates:

Thursday, November 22, 2018
Thursday, December 27, 2018
Thursday, January 03, 2019

Meetings will resume on Thursday, January 10, 2019.

Professional Services Evaluation Committee meetings are cancelled on the following dates:

Thursday, November 22, 2018
Thursday, December 27, 2018
Thursday, January 03, 2019

Meetings will resume on Thursday, January 10, 2019.

Thanks,

Ruben Ola, Purchasing Analyst
City of Jacksonville
Procurement Division
Finance and Administration Department
214 N. Hogan Street, Suite 800
Jacksonville, FL 32202
Phone: 904.255.8823
Fax: 904.255.8837
Email: rubeno@coj.net

One City. One Jacksonville.

From: Laidler, Kim
Sent: Thursday, November 08, 2018 10:32 AM
To: James, Sabrina; Muon, Sokkhar; Ola, Ruben
Cc: Ossi, Thomas; Ciprian, Alexander; Laidler, Kim
Subject: RE: Single Source Awards

Ruben,

Attached is the single source memo's from Motorola Solutions stating that 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.

Please let me know if there will be an Awards Committee held the week of November 19th.

Kim Laidler
Radio Communications Manager| Information Technologies Division|
City of Jacksonville |1020 Superior St.| Jacksonville, Florida 32254
O:904.255.8499 | F:904.630.8342 | Email: kiml@coj.net| www.coj.net

---

From: James, Sabrina
Sent: Thursday, November 8, 2018 9:46 AM
To: Muon, Sokkhar; Ola, Ruben
Cc: Ossi, Thomas; Ciprian, Alexander; Laidler, Kim
Subject: Single Source Awards

Good morning Sokkhar and Ruben. I am working on the 2 attached. Do you need a requisition number before it posts? Is it possible for it to make the 11/15 awards?

Sabrina James
IT Administrative Specialist Senior
City of Jacksonville I Finance and Administration
214 N. Hogan St., 9th Floor
Jacksonville, FL 32202
Tel (904) 255-8137
www.coj.net

SINGLE SOURCE AWARD • **BID # SS-0062-19**

Subject: Purchase (511) APX6000 Radios, (64) APX900 & Trade-In (575) End of Life Motorola Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc., for the purchase of (511) APX6000 Radios, (64) APX900 & Trade-In (575) End of Life Motorola Radios for the Information Technologies Division, JFRD, JSO and Special Events Department. Period of service will be one year from date of award. Total requested expenditure not to exceed $2,336,475.21.

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: $2,336,475.21 **Requisition #** 244333

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*** 11/29/18

ACTION OF AWARDING AUTHORITY

DATE: 11/29/18

APPROVED **DISAPPROVED**

OTHER

SIGNATURE OF AUTHENTICATION

Sam E. Mousa
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of
Executive Order No. 2015-05

FORM GB-114, Revised 12/2007

SS-0062-19

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 (511) Motorola APX6000 portable radios and (64) APX900 portable radios for the following agencies: JSO, JFRD, Special Events Department, and ITD. ITD request permission to trade-in (575) End of Life Motorola radios to be properly destroyed by Motorola Solutions.

AMOUNT OF PROJECT (attach quote): $2,336,475.21

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Purchase (511) Motorola APX6000 portable radios and (64) APX900 portable radios for the following agencies: JSO, JFRD, Special Events Department, and ITD. ITD request permission to trade-in (575) 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 APX6000 portable 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.

Submitted by: Kim Laidler KLL — Radio Communications Manager
(Name) (Title)

Date: 10/30/18

Requesting Agency's Director's Signature:

JP 11/1/18
KEL 11-2-2018 per GP

Procurement Division

March, 2017

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

November 7, 2018

TO: Greg Pease, Chief of Procurement Division

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

Jap 11/7/18

FROM: Thomas Ossi, Technology Contract and Records Manager, ITD Thomas Ossi

SUBJECT: Purchase Motorola APX6000 Portable Radios and APX900 Portable Radios - Single Source Award Request

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The Information Technologies Division requests approval of a single source award to Motorola Solutions, Inc. for the purchase of (511) Motorola APX6000 portable radios and (64) APX900 portable radios for JSO, JFRD, Special Events Department and ITD. ITD will trade-in (575) 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.

The vendor has provided the lowest and most aggressive pricing that the City can procure.

ITD Management recommends purchasing the equipment through Motorola Solutions, Inc as a single source for the radio equipment. The amount of project is $2,336,475.21.

Funding Source: AFIT538 - 06429

Your favorable approval of this request is appreciated.

CC: Kim Laidler, Radio Communications Manager, ITD

Attachments: Vendor Quote

FINANCE AND ADMINISTRATION DEPARTMENT
214 N. Hogan St. 9th Floor | Jacksonville, FL 32202 | Phone: 904.255.8000 | Fax: 904.232.6932

MOTOROLA SOLUTIONS

JSO PORTABLE REFRESH
FISCAL '18 - '19

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,020.00	$ 1,218,452.00	27.0%	$ 2,204.96	402	$ 886,509.99
Portable	Q806	ADD ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 207,030.00	27.0%	$ 375.95	402	$ 151,131.00
Portable	H38	ADD SMARTZONE OPERATION	$ 1,200.00	$ 482,400.00	27.0%	$ 876.00	402	$ 352,152.00
Portable	Q361	ADD P25 9600 BAUD TRUNKING	$ 300.00	$ 120,600.00	27.0%	$ 219.00	402	$ 88,038.00
Portable	Q15	ADD AES/DES-XL/DES-OFB ENCRYPTION	$ 785.00	$ 321,190.00	27.0%	$ 573.27	402	$ 234,476.54
Portable	H869	ENH: MULTI KEY	$ 330.00	$ 132,660.00	27.0%	$ 240.90	402	$ 96,841.80
Portable	H885BK	ADD 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 44,220.00	0.0%	$ 110.00	402	$ 44,220.00
Portable	QA03399	ADD ENHANCED DATA	$ 150.00	$ 60,300.00	27.0%	$ 109.50	402	$ 44,019.00
Portable	QA09301	ADD WIFI CAPABILITY	$ 300.00	$ 120,600.00	27.0%	$ 219.00	402	$ 88,038.00
Portable	QA09307	ADD OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	402	$ -
Portable	QA05670	ALT LI-ION IMPRES 2 IP68 3400 MAH	$ 100.00	$ 40,200.00	27.0%	$ 73.00	402	$ 29,346.00
Accessories	PMNN4486	BATT IMPRES 2 LION R IP68 3400T	$ 142.00	$ 57,084.00	27.0%	$ 103.66	402	$ 41,671.32
Accessories	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, USA/NA	$ 150.00	$ 60,300.00	27.0%	$ 109.50	402	$ 44,019.00
Accessories	PMLN7002A	APX IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$ 118.00	$ 47,436.00	27.0%	$ 86.14	402	$ 34,629.28
Accessories	PMLN5858	LEATHER CARRY CASE WITH 3" CLIP	$ 67.00	$ 26,934.00	27.0%	$ 48.91	402	$ 19,661.82
				$ 2,937,416.00			Subtotal	$ 2,156,261.52

Contract 1 Shipment of All Items as Proposed in 2018 and Trade In of existing XTS/Astro	$ (437,116.58)
JSO Total Sale Price	$ 1,719,144.94
Per unit cost with 3 year warranty pricing included	$ 4,278.47

Equipment discounts applied per Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeaters 43189000-18-NASPO-ACS-1

***Order and factory shipment acceptance must occur prior to November 30th of 2018 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

10/11/2018
Prepared by: Michelle Poole
904 614-9518

MOTOROLA SOLUTIONS

PUBLIC SERVICE PORTABLE REFRESH

FISCAL '18 - '19

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6AN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 12,104.00	27.0%	$ 2,208.98	4	$ 8,835.92
Portable	QA00	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 2,060.00	27.0%	$ 375.98	4	$ 1,503.90
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 4,800.00	27.0%	$ 876.00	4	$ 3,504.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 1,200.00	27.0%	$ 219.00	4	$ 876.00
Portable	Q15	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 700.00	$ 2,800.00	27.0%	$ 583.27	4	$ 2,333.08
Portable	H009	ENH: MULTIKEY	$ 330.00	$ 1,320.00	27.0%	$ 240.90	4	$ 963.60
Portable	H885K	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 440.00	0.0%	$ 110.00	4	$ 440.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 600.00	27.0%	$ 109.50	4	$ 438.00
Portable	QA09001	ADD: WIFI CAPABILITY	$ 300.00	$ 1,200.00	27.0%	$ 219.00	4	$ 876.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	4	$ -
	QA05570	ALT: LI-ION IMPRES 2 IP68 3400 MAH	$ 100.00	$ 400.00	27.0%	$ 73.00	4	$ 292.00
Accessories	PMNN4480	BATT IMPRES 2 LI-ION IP68 3400T	$ 142.00	$ 568.00	27.0%	$ 103.60	4	$ 414.64
Accessories	NNTN8066A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, USNA	$ 150.00	$ 600.00	27.0%	$ 109.50	4	$ 438.00
Accessories	PMMN4082A	APX IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$ 118.00	$ 472.00	27.0%	$ 86.14	4	$ 344.56
Accessories	PMLN6458	LEATHER CARRY CASE WITH 3" CLIP	$ 67.00	$ 268.00	27.0%	$ 48.91	4	$ 195.64
				$ 29,228.00			Subtotal	$ 21,466.24
		Contract / Shipment of All Items as Proposed in 2018 and Trade in of existing XTS/Astro						$ (4,349.35)
							Sale Price	$ 17,116.89
		Per unit cost with 3 year warranty pricing included						$ 4,278.47
Portable	H97UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE	$ 1,587.00	$ 102,206.00	27.0%	$ 1,158.81	64	$ 74,611.84
Portable	QA04096	ENH: P25 TRUNKING	$ 1,070.00	$ 68,480.00	27.0%	$ 781.10	64	$ 49,990.40
Portable	QA05785	ALT: IMPRESS LI-ION 3000MAH	$ 85.00	$ 5,440.00	27.0%	$ 62.05	64	$ 3,971.20
Portable	H885K	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 7,040.00	0.0%	$ 110.00	64	$ 7,040.00
Portable	QA00782	ENH: APX GPS ACTIVATION	$ 150.00	$ 9,600.00	27.0%	$ 109.50	64	$ 7,008.00
Portable	PMMN4085A	APX IMPRES RSM W/VOL, IP57	$ 107.00	$ 6,848.00	27.0%	$ 78.11	64	$ 4,999.04
Portable	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, USNA	$ 69.25	$ 4,432.00	27.0%	$ 50.55	64	$ 3,235.20
				$ 204,848.00			Subtotal	$ 150,856.64
		Contract / Shipment of All Items as Proposed in 2018 and Trade in of existing XTS/Astro						$ (28,603.70)
			$	233,376.00			Sale Price	$ 122,252.94
		Per unit cost with 3 year warranty pricing included						$ 1,910.78
							Public Service Total Sale Price	$ 139,369.83

"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 2018 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

10/11/2018
Prepared by: Michelle Poole
904-814-9932

MOTOROLA SOLUTIONS

JFRD PORTABLE REFRESH

FISCAL '18 - '19

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 317,730.00	27.0%	$ 2,208.98	105	$ 231,842.90
Portable	QA02006	ENH: APX6000XE RUGGED RADIO	$ 600.00	$ 84,000.00	27.0%	$ 584.00	105	$ 61,320.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 31,500.00	27.0%	$ 219.00	105	$ 22,995.00
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 126,000.00	27.0%	$ 876.00	105	$ 91,980.00
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 54,075.00	27.0%	$ 375.95	105	$ 39,474.75
Portable	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	$ 25.00	$ 2,625.00	27.0%	$ 18.25	105	$ 1,916.25
Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 12.00	$ 1,260.00	27.0%	$ 8.76	105	$ 919.80
Portable	QA05575	ALT: TIA4950 BATT IMPRES 2 LION 4500T (HIGH CAP)	$ 165.00	$ 17,325.00	27.0%	$ 120.45	105	$ 12,647.25
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 11,550.00	0.0%	$ 110.00	105	$ 11,550.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 15,750.00	27.0%	$ 109.50	105	$ 11,497.50
Portable	QA09801	ADD: WIFI CAPABILITY	$ 300.00	$ 31,500.00	27.0%	$ 219.00	105	$ 22,995.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	105	$ -
Accessory	PMMN4108ABLK	AUDIO ACCESSORY-AUDIO ADAPTER,NEXT GEN FIRE RSM MOD	$ 550.00	$ 57,750.00	27.0%	$ 401.50	105	$ 42,157.50
Accessory	HNTN7624C	IMPRES Vehicular Charger	$ 429.00	$ 45,045.00	27.0%	$ 313.17	105	$ 32,882.85
Accessory	HNTN8921	BATT IMPRES 2 LION TIA4950 R IP68 4500T	$ 177.00	$ 18,585.00	27.0%	$ 129.21	105	$ 13,567.05
				$ 814,695.00			Subtotal	$ 697,846.86
						Shipment of All Items as Proposed in 2018 and Trade In of existing radios		$ (119,870.10)
							JFRD Sale Price	$ 477,975.76
						Per unit cost with 3 year warranty pricing included		$ 4,552.16

"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 2018 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

10/11/2018
Prepared by: Michelle Poole
904-814-9938

MOTOROLA SOLUTIONS

October 2, 2018

Kim Laidler
Radio Communications Manager
Information Technologies Division
City of Jacksonville
1020 Superior Street
Jacksonville, Florida 32244

Dear Kim,

I'm writing in response to your inquiry concerning alternate sourcing for the APX™ digital two way radios under consideration for purchase for the Jacksonville Fire Rescue Department.

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. If you wish to purchase this equipment, please issue your purchase order to Motorola Solutions, Inc. and I will promptly process the order for you.

Michelle Poole

Michelle Poole
Senior Account Manager
Motorola Solutions, Inc.
904-814-9938

MOTOROLA SOLUTIONS

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

October 1, 2018

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

Subject: Fiscal '18 - '19 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 2018 public safety technology initiatives; AST RO® 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 year of factory warranty for the this fiscal year's JSO and JFRD mobile radio refresh purchase.

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.

This proposal consists of this cover letter along with the individual agency device quotes. This proposal shall remain valid through November 2018. 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