SINGLE SOURCE AWARD **BID # SS-9596-21**

Subject: Purchase of (419) Motorola APX6000 Portable Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of (419) APX6000 portable radios with accessories for Jacksonville Sheriff Office. ITD will trade-in (419) End of Life Motorola Radios to be properly destroyed. This is a one-time purchase. Total requested expenditure not to exceed $1,791,820.43.

Funding for this award to be encumbered by account 53105.113501.564290.000000.00000826, to be executed by purchase order(s).

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $1,791,820.43 **Requisition #** FAIT-500518-21

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 Rease, 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

W/ Breakdown of acc - which is all inclusive not add'l -

DATE: November 18, 2020

TO: Gregory Pease, Chief of Procurement Division

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

Kenneth E. Lathrop Digitally signed by Kenneth E. Lathrop Date: 2020.11.19 14:39:28 -05'00'

FROM: Robert Gray, Enterprise Technology Infrastructure Manager, ITD

Robert Gray 2020.11.19 12:20:29 -05'00'

RE: Purchase Motorola APX6000 Portable Radios – Single Source Award

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The Information Technologies Division (ITD) requests approval of a single source award to Motorola Solutions, Inc. for the purchase of (419) Motorola APX6000 portable radios with accessories for Jacksonville Sheriff Office personnel. ITD also request approval to trade-in (419) End of Life Motorola radios to be properly destroyed by Motorola Solutions Inc.

The total not-to-exceed amount for this one-time request is $1,791,820.43

Funding Source: 53105.113501.564290.000000.00000826

Tracy Geake Digitally signed by Tracy Geake Date: 2020.11.19 14:36:49 -05'00'

Your favorable consideration of this request is appreciated.

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

CC: **Alexander Ciprian, IT Contracts Administrator**
Tom Ossi, E Technology Contract and Records Manager, ITD
Kim Laidler, Radio Communications Manager, ITD

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a Supplier subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

Purchase (419) Motorola APX6000 portable radios with accessories from Motorola Solutions Inc. for Jacksonville Sheriff Office personnel. ITD request permission to trade-in (419) End of Life Motorola radios to be properly destroyed by Motorola Solutions.

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 two-way 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. Management has researched the ability to needed goods and/or services from the other vendors and confirmed that Motorola Solution Inc. is the only vendor able to provide the required services for the P25 system.

MOTOROLA SOLUTIONS

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

October 30, 2020

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

Subject: Fiscal '20 - '21 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 ongoing 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 Outdoor GPS Location can track the location of your personnel through the integrated GPS in your APX device. We are including 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.

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 December 11, 2020. 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 APX Radios Accessories

	MODEL #	DESCRIPTION		UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	0481	$ 3,026.00	$ 1,267,894.00	27.0%	$ 2,208.98	419	$ 925,562.62
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	0481	$ 515.00	$ 215,785.00	27.0%	$ 375.95	419	$ 157,523.05
Portable	H38	ADD: SMARTZONE OPERATION	0481	$ 1,200.00	$ 502,800.00	27.0%	$ 876.00	419	$ 367,044.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	0481	$ 300.00	$ 125,700.00	27.0%	$ 219.00	419	$ 91,761.00
Portable	Q15	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	0481	$ 799.00	$ 334,781.00	27.0%	$ 583.27	419	$ 244,390.13
Portable	H869	ENH: MULTIKEY	0481	$ 330.00	$ 138,270.00	27.0%	$ 240.90	419	$ 100,937.10
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	0185	$ 115.00	$ 48,185.00	0.0%	$ 115.00	419	$ 48,185.00
Portable	QA03399	ADD: ENHANCED DATA	0656	$ 150.00	$ 62,850.00	27.0%	$ 109.50	419	$ 45,880.50
Portable	QA09001	ADD: WIFI CAPABILITY	0579	$ 300.00	$ 125,700.00	27.0%	$ 219.00	419	$ 91,761.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	0579	$ -	$ -	27.0%	$ -	419	$ -
Portable	QA05570	ALT: LI-ION IMPRES 2 IP68 3400 MAH	0562	$ 100.00	$ 41,900.00	27.0%	$ 73.00	419	$ 30,587.00
Accessories	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	0271	$ 13.00	$ 5,447.00	27.0%	$ 9.49	419	$ 3,976.31
Accessories	PMNN4486	BATT IMPRES 2 LIION R IP68 3400T	0453	$ 163.00	$ 68,297.00	27.0%	$ 118.99	419	$ 49,856.81
Accessories	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	0785	$ 165.00	$ 69,135.00	27.0%	$ 120.45	419	$ 50,468.55
Accessories	PMMN4062AL	APX IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	0372	$ 117.70	$ 49,316.30	27.0%	$ 85.93	419	$ 36,004.67
Accessories	PMLN7903A	LEATHER CARRY CASE WITH 3" CLIP	0271	$ 67.00	$ 28,073.00	27.0%	$ 48.91	419	$ 20,493.29
					$ 3,084,133.30			Subtotal	$ 2,264,431.03

Purchase and Shipment of All Items as Proposed prior to December 11, 2020 with Trade-In of existing radios $ (472,610.60)

JSO Sale Price $ 1,791,820.43

Per unit cost with 3 year warranty pricing included $ 4,276.42

11/18/2020
Prepared by: Michelle Poole
904-814-9938