SINGLE SOURCE AWARD **BID # SS-9598-21**

Subject: Purchase of (329) Motorola APX Series Mobile Radios

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of (253) Motorola APX6500 and (76) Motorola APX4500 mobile radios for Jacksonville Sheriff Office and Jacksonville Fire & Rescue Department. ITD will trade-in (329) End of Life Motorola Radios to be properly destroyed. This is a one-time purchase. Total requested expenditure not to exceed $1,157,521.76.

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: $1,157,521.76 **Requisition #** FAIT-500520-21

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 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

CITY OF JACKSONVILLE

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 14:35:22 -05'00'

FROM: Robert Gray, Enterprise Technology Infrastructure Manager, ITD

Robert Gray 2020.11.19 12:23:40 -05'00'

RE: Purchase Motorola APX Series Mobile 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 (253) Motorola APX6500 and (76) Motorola APX4500 mobile radios for Jacksonville Sheriff Office personnel and Jacksonville Fire & Rescue personnel. ITD also request approval to trade-in (329) 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 $1,157,521.76

Funding Source: 53105.113501.564290.000000.00000826 Tracy Geake Digitally signed by Tracy Geake Date: 2020.11.19 14:33:02 -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 (253) Motorola APX6500 and (76) Motorola APX4500 mobile radios for Jacksonville Sheriff personnel and Jacksonville Fire & Rescue personnel from Motorola Solutions Inc. ITD also request approval to trade-in (329) 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 APX series 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 November 20, 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

FCRS APX Radios & Accessories

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Mobile	M22URS9PW1BN	APX4500 ENHANCED 7/800 MHZ	$ 1,714.00	$ 130,264.00	27.0%	$ 1,251.22	76	$ 95,092.72
Mobile	QA02756AD	ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM	$ 1,570.00	$ 119,320.00	27.0%	$ 1,146.10	76	$ 87,103.60
Mobile	G89AC	ADD: NO RF ANTENNA NEEDED	$ -	$ -	27.0%	$ -	76	$ -
Mobile	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	$ -	$ -	27.0%	$ -	76	$ -
Mobile	GA00235AA	ADD: NO GPS ANTENNA NEEDED	$ -	$ -	27.0%	$ -	76	$ -
Mobile	W432AG	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 5,434.00	27.0%	$ 52.20	76	$ 3,967.20
Mobile	W22BA	ADD: STD PALM MICROPHONE APX	$ 72.00	$ 5,472.00	27.0%	$ 52.56	76	$ 3,994.56
Mobile	G66BF	ADD: DASH MOUNT O2 APXM	$ 125.00	$ 9,500.00	27.0%	$ 91.25	76	$ 6,935.00
Mobile	G193AK	ADD: ADP ONLY	$ -	$ -	27.0%	$ -	76	$ -
Mobile	GA00318AF	ADD: 5Y ESSENTIAL SERVICE	$ 335.00	$ 25,460.00	0.0%	$ 335.00	76	$ 25,460.00
Mobile	G444AH	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	27.0%	$ -	76	$ -
Mobile	GA00604AB	ADD: APX O2 CONTROL HEAD	$ 492.00	$ 37,392.00	27.0%	$ 359.16	76	$ 27,296.16
				$ 332,842.00			Subtotal	$ 249,849.24

Purchase and Shipment of All Items as Proposed prior to November 20, 2020 with Trade-In of existing radios $ (66,452.12)

JFRD Subtotal $ 183,397.12

Per unit cost with 5 year warranty pricing included $ 2,413.12

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Mobile	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ	$ 2,738.00	$ 692,714.00	27.0%	$ 1,998.74	253	$ 505,681.22
Mobile	W432AG	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 18,089.50	27.0%	$ 52.20	253	$ 13,206.60
Mobile	G89AC	ADD: NO RF ANTENNA NEEDED	$ -	$ -	27.0%	$ -	253	$ -
Mobile	W22BB	ADD: STD PALM MICROPHONE APEX	$ 72.00	$ 18,216.00	27.0%	$ 52.56	253	$ 13,297.68
Mobile	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	$ 799.00	$ 202,147.00	27.0%	$ 583.27	253	$ 147,567.31
Mobile	W969BG	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$ 330.00	$ 83,490.00	27.0%	$ 240.90	253	$ 60,947.70
Mobile	G66BJ	ADD: DASH MOUNT E5 APXM	$ 125.00	$ 31,625.00	27.0%	$ 91.25	253	$ 23,086.25
Mobile	GA00318AF	ADD: 5Y ESSENTIAL SERVICE	$ 335.00	$ 84,755.00	0.0%	$ 335.00	253	$ 84,755.00
Mobile	G361AH	ENH: P25 TRUNKING SOFTWARE APX	$ 300.00	$ 75,900.00	27.0%	$ 219.00	253	$ 55,407.00
Mobile	G51AU	ENH: SMARTZONE OPERATION APX6500	$ 1,200.00	$ 303,600.00	27.0%	$ 876.00	253	$ 221,628.00
Mobile	G806BL	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 130,295.00	27.0%	$ 375.95	253	$ 95,115.35
Mobile	G444AH	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	27.0%	$ -	253	$ -
Mobile	GA01670AA	ADD: APX E5 CONTROL HEAD	$ 572.00	$ 144,716.00	27.0%	$ 417.56	253	$ 105,642.68
				$ 1,785,547.50			Subtotal	$ 1,326,334.79

Purchase and Shipment of All Items as Proposed prior to November 20, 2020 with Trade-In of existing radios $ (352,210.15)

JSO Subtotal $ 974,124.64

Per unit cost with 5 year warranty pricing included $ 3,850.30

Total List $ 2,118,389.50 Sale Price $ 1,157,521.76

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

10/30/2020
Prepared by: Michelle Poole
904-814-9938