SUBJECT: Fire Station Alerting System Replacement (CSPEC)

BID #: ESC-0426-16 **OPEN DATE: 03/23/2016**

COMPETITIVE SEALED PROPOSAL EVALUATION COMMITTEE

KIND AND BASIS OF CONTRACT: One Time Purchase

AGENCY: Information Technologies Division

BASIS OF AWARD: To The Highest Scoring Bidder Based On The Evaluation Criteria

NUMBER OF BIDS INVITED: (11) NUMBER RECEIVED: (3) OTHER: (0)

SUMMARY OF BIDS AND RECOMMENDED ACTIONS:
On March 30, 2016, the City of Jacksonville, Procurement Division received three (3) valid bid responses for ESC-0426-16 Fire Station Alerting System Replacement. The Evaluation Committee that consisted of both members from Information Technologies Division and Fire/Rescue Department has completed the bid response reviews, evaluation and vendor demo/interviews:

VENDOR	EVALUATION SCORE	DEMO/INTERVIEW SCORE	AVERAGE OF COMBINED SCORE
Jacksonville Sound and Communications System	126.24	88.4	107.32
Motorola Solutions, Inc.	120.42	92.9	106.66
Purvis Systems	126.62	112.6	119.61

Recommend approval to move forward with the contract negotiations with the highest scoring vendor, Purvis Systems.

ATTACHMENTS: Recommendation Memo; All Tabulation Sheets; Evaluation Matrix; Scoring Sheet

BUYER: _____ KATHY NASWORTHY

RESPECTFULLY SUBMITTED _____ GREGORY PEASE, CHIEF PROCUREMENT DIVISION

CONCURRENCE BY: Kenneth Lathrop, Chief Information Officer, Information Technologies Division

---

(ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS)
ACTION OF CSPEC COMMITTEE ON RECOMMENDATIONS ABOVE

MEMBERS APPROVING _____ MEMBERS DISAPPROVING _____ DATE: _____

_____ _____ OTHER: _____

_____ _____

_____ _____

_____ _____

_____ _____

ACTION OF AWARDING AUTHORITY DATE _____

APPROVED _____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

INFORMATION TECHNOLOGIES DIVISION

Jacksonville
Where Florida Begins.

September 1, 2016

TO: Greg Pease, Chief of Procurement
Procurement Division

FROM: Michael Turner, PMO Manager Michael Turner
Information Technologies Division

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

SUBJECT: **Request for Contract Negotiations for ESC-0426-16 Fire Station Alerting System Replacement**

On March 30, 2016 the City of Jacksonville's Procurement Division received three valid bid responses for ESC-0426-16 for the Fire Station Alerting System Replacement. The bid tabulations were submitted to the Information Technologies Division and the Fire Rescue Department for evaluation.

The evaluation team has completed the bid response reviews, evaluations and vendor demo/interviews. The Information Technologies Division and Fire Rescue Department request approval to move forward with contract negotiations with the highest scoring vendor, Purvis Systems.

Evaluation Scores:

Vendor	Evaluation Score	Demo/Interview Score	Average of Combined Scores
Jacksonville Sound & Communications Systems	126.24	88.4	107.32
Motorola Solutions, Inc.	120.42	92.9	106.66
Purvis Systems	126.62	112.6	119.61

Your favorable consideration of this request is appreciated.

CC: John Proctor, ITD Finance Manager
Kurtis Wilson, Fire and Rescue Director
Michele Harrell, ITD Senior Project Manager

Attachment B– Evaluation Matrix
FIRE STATION ALERTING SYSTEM (FSAS)

The evaluations will be based upon the following criteria, and Proposers are requested to provide, as a minimum, the information listed under each criterion. **Failure to provide adequate information on any criterion will result in lower scores and could result in rejection of the proposal as non-responsive.** The response to each of the criterion will be evaluated relative to the other responses received and will be awarded a scored based on the criteria listed. Proposers are encouraged to arrange their responses in a format that will offer ready review and evaluation of each criterion. **Please note that 135 points is the maximum total for all categories combined.** The top three (3) scoring proposers will be invited onsite for an interview/demo of their proposed system.

Criteria	Description of Criteria	Maximum Points Available
Overall Cost	The Proposer submitting the lowest cost to the City shall receive the maximum number of points for cost, 35 points. Each sub-sequentially higher cost shall be divided into the lowest cost received and the products score% will be multiplied by the maximum points available to render the points. **Score = ((Lowest Bid)Next Low Bid) X 35**	**35**
Quality of Proposal and Technical / Functional Requirements	Proposers will be evaluated based on their responses and support documentation provided for Sections 5 & 6. Proposers will provide a high level project plan along with an executive summary that describes how this project will be executed **Maximum score up to 25**	**25**
Financials	Strength of company structure and longevity will be evaluated by analyzing the financial statements from the past three (3) years. Points will be awarded based on the vendor demonstrated financial ability to support the various resources needed by the City. Review will be conducted on the vendor balance sheet, income statement, assets, liabilities, revenues, expenses, etc. **Maximum of ten (10) points / Minimum of zero (0) points total.**	**10**
Past Performance	Proposers must submit five (5) customer references where the proposer has successfully implemented their FSAS solution offered in this response and highlight the proposer's ability to meet the payment/milestone requirements and schedule commitment in Sections 5 & 6 as well as excellent support and maintenance ratings	**20**
Competency	Proposers have demonstrated a successful system implementation (verified by reference) at a customer location consisting of the following number of alerting systems: **40-49 locations = 20 points** **50 locations or greater = 25 points** **20-29 points = 10 points** **30-39 locations = 15 points** **10 or less = 0 points** **10-19 points = 5 points**	**25**
FSAS Compatibility with CAD Integrations	Provide detail reporting on the number of CAD integrations and the various type of CAD systems integrated **5 various types of CAD integrations = 20 points** **4 various types of CAD integrations = 15 points** **3 various types of CAD integrations = 10 points** **2 various types of CAD integrations = 5 points** **1 type of CAD integrations = 0 points**	**20**

Attachment L - Interview/Demonstration Evaluation Criteria

NOTE: Vendors will be given two (2) hours of set up time and 1 1/2 hours of presentation time

#	Area	Max Points	Score
	Demonstrate company's system upgrades and support		
1	**Market Progression** - * Provide solutions road map and discuss how the company has or is currently progressing to meet those goals * Provide documentation on most recent software releases or hardware upgrades	5	
2	**Service Level Agreements** * Present company SLA and show 24/7/365 support options * Present onsite repair response during first year of warranty	10	
3	**Remote Administration / Self Solution Configuration** * Demonstrate remote administration and self-solution configuration functionality	5	
	Discuss on-going maintenance		
4	**Future replacement Parts installation** * Present the ability for the city to procure and self-install replacement parts that are open market, and not proprietary.	10	
5	**Catalog of Services** * Cost of displays/monitors are economical to replace as referenced in the RFP response	10	
	Demonstrate system functionality		
6	**Dispatcher Workstation Functionality** * Demonstrate dispatcher screens for alerting, which includes software installed at their workstations	5	
7	**Alerting** * Demonstrate heart friendly alerting and configuration	5	
8	**Display Monitor Functionality** * Demonstrate display monitors and show functionality matches or exceeds that of COJ current system	10	
9	**Printer Format** * Demonstrate print format and content per page. Show configuration screens.	5	
10	**Radio/PA Interface** * Demonstrate ability to interface the station solution with each COJ radio and PA's as stated in RFP	10	
11	**Relay** * Demonstrate relay activation functionality and ability to expand solution	5	
12	**Acknowledge Button** * Demonstrate the fire station acknowledge button and the process in which the solution takes to show acknowledgement at the dispatcher console. Include in demonstration the process the solution takes to silence the alert tone and clear the display boards and/or other relays at the station.	10	
#	Area	Max Points	Score

#	Area	Max Points	Score
	Demonstrate system functionality		
13	**Text to Speech** * Demonstrate the "Text To Speech" feature of the alerting system. Show configuration options.	5	
14	**Call Capability and History** * Demonstrate real-time and report capability of ongoing calls and call history for field and admin staff	5	
	Discuss Project Implementation		
15	**Project Plan** * Present high level project plan on how work will be accomplished as stated in Section C of RFP.	10	
16	* Present plan on how solution will interface with COJ Motorola CAD Premier and present plan on how configurable the solution is should the City change CAD systems. Provide examples of both that may have been accomplished with other customers.	10	
		Total :	

		JACKSONVILLE SOUND & COMMUNICATIONS SYSTEMS	MOTOROLA SOLUTIONS, INC.	PURVIS SYSTEMS
TITLE:	FIRE STATION ALERTING SYSTEM REPLACEMENT - SCORE			
BID NO:	ESC-0426-16			
OPEN DATE:	MARCH 30, 2016 @ 2:00 PM			
BUYER:	KATHY NASWORTHY			
No. Invited: (11)	No. Received: (3) No Bids: (0)			
Scored Averged By: Kathy Nasworthy	Date:			
AGENCY	COMMITTEE MEMBERS			
ITD	MICHAEL TURNER	67	89.7	120
ITD	GARY STEFFENS	52	93.7	117
JFRD	JAMES GUNNOE	111	105.7	117
JFRD	JAKE BLANTON	107	108.7	113
JFRD	WILLIAM GREEN	105	66.7	96
	DEMO AVERAGE POINTS:	88.4	92.9	112.6
	REP AVERAGE POINTS:	126.24	120.42	126.62
	REF AND DEMO AVERAGE TOTAL POINTS:	107.32	106.66	119.61

		JACKSONVILLE SOUND & COMMUNICATIONS SYSTEMS	MOTOROLA SOLUTIONS, INC.	PURVIS SYSTEMS
TITLE:	FIRE STATION ALERTING SYSTEM REPLACEMENT			
BID NO:	ESC-0426-16			
OPEN DATE:	MARCH 30, 2016 @ 2:00 PM			
BUYER:	KATHY NASWORTHY			
No. Invited: (11)	No. Received: (3) No Bids: (0)			
Scored Averged By: Kathy Nasworthy	Date:			
AGENCY	COMMITTEE MEMBERS			
ITD	MICHAEL TURNER	127.8	122.1	130
ITD	GARY STEFFENS	125	116.7	124.1
JFRD	JAMES GUNNOE	126.8	122.1	130
JFRD	JAKE BLANTON	122.8	118.1	124
JFRD	SUSAN HANNER	128.8	123.1	125
	AVERAGE TOTAL POINTS:	126.24	120.42	126.62
	Minimum Requirements:	YES	YES	YES
	Conflict of Interest:	YES	YES	YES
	Addendums (1, 2 & 3):	YES	YES	YES

BID TABULATION SHEET

TITLE:	FIRE STATION ALERTING SYSTEM REPLACEMENT		JACKSONVILLE SOUND & COMMUNICATION SYSTEMS	MOTOROLA SOLUTIONS, INC.	PURVIS SYSTEMS
BID NO.:	ESC-0426-16				
OPEN DATE:	MARCH 30, 2016 @ 2:00 P.M.				
BUYER:	KATHY NASWORTHY, ANALYST				
No. Invited: (11) No. Received (3) No Bids: (0)					
Recorded By:	GAIL SAMPSON				
BID ITEM	DESCRIPTION	NO. OF UNITS	SYSTEM PRICE SUMMARY	SYSTEM PRICE SUMMARY	SYSTEM PRICE SUMMARY
1	DISPATCH CENTER	1	$20,879.33	$66,766.00	$7,178.00
2	SERVICES	1	$76,950.36	$1,195,176.00	$381,537.73
3	FIRE STATION PRICE (FORM A)	1	$2,510,100.32	$2,672,488.00	$1,878,484.27
3	PERFORMANCE BOND	1	$0.00	$22,400.00	$27,800.00
	LUMP SUM TOTAL FOR ITEMS 1 AND 4		$2,607,930.01	$3,956,830.00	$2,295,000.00
	NOTES:			MOTOROLA IS OFFERING AN INCENTIVE OF ($598,064.00) FOR ALL ITEMS PROPOSED. This will reuduce the grand total to $3,292,000.00	

BID TABULATION SHEET

TITLE:	Fire Station Alerting System Replacement	JACKSONVILLE SOUND & COMMUNICATIONS SYSTEMS	MOTOROLA SOLUTIONS, INC.	PURVIS SYSTEMS
BID NO.:	ESC-0426-16			
OPEN DATE:	MARCH 30, 2016 @ 2:00 P.M.			
BUYER:	KATHY NASWORTHY, ANALYST			
No. Invited: (11)	No. Received (3) No Bids: (0)			
Recorded By:	KATHY NASWORTHY, ANALYST			
SIGNED BID FORM:		YES	YES	YES
CONFLICT OF INTEREST:		YES	YES	YES
BUSINESS REFERENCES FORM:		YES - PROVIDED INFO. BUT NOT ON FORM 3	YES	YES
PROPOSAL FORM:		YES	YES	YES
ADDENDUMS (1, 2 & 3):		YES	YES	YES
FIVE (5) CUSTOMER REFERENCES:		YES	YES	YES
ONE (1) COPY OF MOST RECENT FINANCIAL STATEMENT:		YES	YES	YES
MANUFACTURER MUST HAVE BEEN PRODUCING FIRE STATION ALERTING SYSTEMS FOR AT LEAST 3 YRS:		YES	YES	YES
MUST HAVE BEEN INSTALLING ALERTING SYSTEMS FOR AT LEAST 3 YRS:		YES	YES	YES
VALIDATE THAT THEY WILL PROVIDE ALL EQUIPMENT, LABOR, MATERIALS & SUPERVISION TO COMPLETE ALL STATIONS:		YES	YES	YES
VALIDATE THAT THEY WILL FOLLOW ALL APPLICABLE ELECTRICAL & BUILDING CODES:		YES	YES	YES
INCLUDE APPLICATION PROGRAMMING INTERFACE FOR MOTOROLA TO USE:		YES	YES	YES
LIST OF PERSONNEL & SUBCONTRACTORS THAT WILL BE ASSIGNED:		WILL PROVIDE INFORMATION UPON REQUEST FOR BACKGROUND CHECK	YES	YES
NAMES & CONTACT INFO FOR AT LEAST 4 AGENCIES WHERE API IS IN USE (2 MUST BE SIMILAR TO JFRD'S SIZE - AT LEAST 25 UNITS WHERE DISPATCHED):		YES	YES	YES
TECHNOLOGY ROADMAP FOR PROPOSED SOLUTION (SOFTWARE/HARDWARE LONGEVITY PLAN, REVISION HISTORY, END OF LIFE PLAN & END OF SUPPORT PLAN):		YES	YES	YES
LICENSED TO DO BUSINESS IN FLORIDA:		YES	YES	YES
USB OR FLASH DRIVE COPY:		YES	YES	YES
SIX COPIES OF BID:		YES	YES	YES
NOTES:				