PROPRIETARY AWARD **BID # SP-0327-17**

Subject: Purchase of 21 APX4500 & 27 APX6000XE Motorola Two-Way Radios for JFRD

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of twenty-one (21) Motorola APX4500 and twenty-seven (27) Motorola APX6000XE two-way radios for the Jacksonville Fire and Rescue Department. This is a one-time purchase which includes a three (3) year warranty on parts and labor. The total expenditure not-to-exceed $162,730.01.

Funding for this award will be encumbered by account AFIT534-06429 to be executed by Purchase Order.

Sole Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $162,730.01 **Requisition #** 200797

Attachments: Proprietary Form; Agency Memos, Vendor Letters, Vendor Quote

Certification as to Sole Source: Kenneth Lathrop, Chief of Information Technologies Division

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

ANALYST: Chelsey Renfroe

For. **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

SOLE SOURCE/PROPRIETARY 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): Information Technologies Division

PROPRIETARY ☒

SOLE SOURCE ☐

FUNDING SOURCE: AFIT534- 06429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Purchase Twenty-One(21) Motorola APX4500 Two-way Mobile Radio for new JFRD vehicles and Twenty-Seven (27)Motorola APX6000XE Two-way Portable Radios for JFRD replacements

AMOUNT OF PROJECT (attach quote): $162,730.01

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Purchase Twenty-One(21) Motorola APX4500 Two-way Mobile Radio for new JFRD vehicles and Twenty-Seven (27)Motorola APX6000XE Two-way Portable Radios for JFRD replacements

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED PROPRIETARY/SOLE SOURCE PROVIDER:
The Motorola APX6500 radio is fully compatible with the current City of Jacksonsonville Motorola radio network. Motorola radios is the approved/supported radio currently being used by the Jacksonville Sheriff Office, Fire Department, General Government Agencies, JEA, JAA, JTA, DCSBPD,Neptune and Atlantic Beach,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.

EL 10-20-2016

Submitted by: KIM LAIDLER (KL) RADIO COMMUNICATIONS MANAGER
(Name) (Title)

Date: 10/13/16

JSP 10/19/16

Requesting Agency's Director's Signature:

Procurement Division **September, 2008**

Type:	**Purchase Order Request**
Description:	Mobile Radio
Date:	10/19/16
Business Case Owner:	Kim Laidler
Executive Sponsor:	Robert Gray
Financial Impact:	$ 162,730.01

Business Request and Requirements
Purchase Order request to purchase (21) APX6500 Two-way Mobile Radios and (27) APX6000XE Two-way Portable Radios from Motorola Solutions Inc.

Coverage Period: One-time Purchase

Justification
The Jacksonville Fire and Rescue Department (JFRD) are purchasing new vehicles in FY2017 and those vehicles require two-way radios to communicate.

JFRD portable two-way radio inventory has reduced by (27) radios and those radios must be replaced.

Scope of Project
Create a Purchase Order request to purchase Two-way Mobile Radio Equipment from Motorola Solutions.

Delivery Location
Radio Communications
1020 Superior Street
Jacksonville, Florida 32244

Success Criteria
The creation of a Purchase Order request to purchase Two-way Mobile Radio Equipment from Motorola Solutions Inc.

Value Statement
The Jacksonville Fire and Rescue Department (JFRD) are purchasing new vehicles in FY2017 and those vehicles require two-way radios to communicate.

JFRD portable two-way radio inventory has reduced by (27) radios and those radios must be replaced.

Risk to the Organization If Not Approved
Failure to replace EOL radio may result in the radio not communicating and Public Safety Responders being injured.

Select one of the following:
Purchase Order Request

Select one of the following:
This request is a Proprietary and is over $2,500 the request will be competitively solicited for quotes – competitive solicitation is a 5 – 7 day process

From:	Proctor, John
To:	ITDADMIN
Cc:	Lathrop, Kenneth; Gray, Robert; Laidler, Kim
Subject:	FW: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request
Date:	Wednesday, October 19, 2016 4:33:05 PM
Attachments:	Sole Source Letter JSO 09 26 16.pdf Additional October Order Incentive.msg image001.png Purchase Order Request for JFRD Two-way Mobile Radio- Motorola Solutions.doc JFRD APX 2016-17 New Vehicles 10 19 2016.pdf COJ.PDF

APPROVED

FUNDING SOURCE: AFIT534 – 06429
Amount: $162,730.01 (as per the attached quote)

CC: Sabrina – please note that the Sole Source/Proprietary Certification is correct as presented and is currently in the process of being signed by the Director. Kathy or I will provide you with a copy, once signed, to scan and attach to the requisition.

Thank you.

| John Proctor | ITD Finance Manager | Information Technologies Division | City of Jacksonville | Work (904) 255-8104 | Fax (904) 232-6932 |

From: Proctor, John
Sent: Wednesday, October 19, 2016 3:45 PM
To: Laidler, Kim
Cc: Lathrop, Kenneth; Gray, Robert
Subject: FW: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request

Kim,

Please make correction to dollar amount on Sole Source / Proprietary Form, sign and resend.

Thank$,

| John Proctor | ITD Finance Manager | Information Technologies Division | City of Jacksonville | Work (904) 255-8104 | Fax (904) 232-6932 |

From: Laidler, Kim
Sent: Wednesday, October 19, 2016 3:40 PM
To: Proctor, John
Cc: Lathrop, Kenneth; Gray, Robert
Subject: RE: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request

John,

Attached are the corrected documents.

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

Proudly serving the Citizens of Jacksonville since 1989

From: Proctor, John
Sent: Wednesday, October 19, 2016 3:01 PM
To: Laidler, Kim
Cc: Lathrop, Kenneth; Gray, Robert
Subject: FW: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request

Kim,

Unfortunately on the attached request, the quantities were reversed which contributed to an incorrect quote and cost.

Please obtain a revised quote and make the necessary corrections to the supporting documents to reflect:

- 21 Mobile radios
- 27 Portable radios
- Extended price calculates to $162,729.90

Thank$

| John Proctor | ITD Finance Manager | Information Technologies Division | City of Jacksonville | Work (904) 255-8104 | Fax (904) 232-6932 |

From: Gray, Robert
Sent: Wednesday, October 19, 2016 2:06 PM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim
Subject: FW: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request

Ken,

We request your approval to purchase (21) APX6500 Two-way Mobile Radios and (27) APX6000XE Two-way Portable Radios from Motorola Solutions Inc., according to our FY2017 operational and budget plan

Thank you,
Robert

From: Laidler, Kim

Sent: Wednesday, October 19, 2016 1:55 PM
To: Gray, Robert
Cc: Laidler, Kim; Proctor, John
Subject: FY2017 - JFRD New Vehicle Mobile Radio & Portable Radio Replacement-Purchase Request

FY2017 Purchase Order Request

See the following Attached:

- Proprietary Request
- Business Justification
- Price Quote
- Vendor Warranty Email
- Vendor Proprietary Memorandum

Period of Coverage: **One-time Purchase**

Request:
The Jacksonville Fire and Rescue Department (JFRD) are purchasing new vehicles in FY2017 and (27) mobile radios are being purchase to outfit the new vehicles.

JFRD portable two-way radio inventory has reduced by (21) radios and those radios must be replaced.

Ken has pre-approved this purchase based on Motorola Solutions Inc. is offering a full (4) year warranty period on parts and labor for radios purchased in October. (See attached vendor email)

- **The Motorola APX series radio includes a full (3) year warranty on parts and labor**
- **The Motorola APX6500 mobile radio and APX6000 Portable Radio includes GPS capabilities**

Index Code: **AFIT534**
Sub Object: **06429**
~~Amount: **$155,558.24**~~

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

Proudly serving the Citizens of Jacksonville since 1989

ONE CITY ONE JACKSONVILLE!

6.9.12. P25 Compliant Portable 700/800MHz Band Performance Characteristics: 12.5 kHz- Category 1

	MODEL #	DESCRIPTION	PRICE	EXTENDED	PERCENTAGE	PRICE	QTY	PRICE
JFRD Portable	H98UCF9PW6 N	APX6000 700/800 MODEL 2.5 PORTABLE	$ 2,738.00	$ 73,926.00	25.0%	$ 2,053.50	27	$ 55,444.50
JFRD Portable	QA02006	ENH: APX6000XE RUGGED RADIO	$ 800.00	$ 21,600.00	25.0%	$ 600.00	27	$ 16,200.00
JFRD Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 8,100.00	25.0%	$ 225.00	27	$ 6,075.00
JFRD Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 32,400.00	25.0%	$ 900.00	27	$ 24,300.00
JFRD Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 13,905.00	25.0%	$ 386.25	27	$ 10,428.75
JFRD Portable	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	$ 25.00	$ 675.00	25.0%	$ 18.75	27	$ 506.25
JFRD Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 12.00	$ 324.00	25.0%	$ 9.00	27	$ 243.00
JFRD Portable	H207	DEL: DELETE STANDARD BATTERY	$ (30.00)	$ (810.00)	25.0%	$ (22.50)	27	$ (607.50)
JFRD Portable	QA00781	ALT: LIION 4200MAH IMPRES DELTA-T	$ 115.00	$ 3,105.00	25.0%	$ 86.25	27	$ 2,328.75
JFRD Portable	NNTN8203ABLK	IMPRES XE RSM FM, BLACK	$ 369.00	$ 9,963.00	25.0%	$ 276.75	27	$ 7,472.25
JFRD Portable	WPLN7080	APX 7000 IMPRES CG SU APX7000 US/NA/CA/LA	$ 125.00	$ 3,375.00	25.0%	$ 93.75	27	$ 2,531.25
JFRD Portable	NNTN7034	BATT IMP STD RUGGEDIZED LIION 4200M 4400T Yellow	$ 162.00	$ 4,374.00	25.0%	$ 121.50	27	$ 3,280.50
JFRD Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 84.00	$ 2,268.00	0.0%	$ 84.00	27	$ 2,268.00
				$ 173,205.00			**Subtotal**	**$ 130,470.75**

Contract / Shipment of All items as Proposed in 2016 and Trade In of existing radios $ (24,815.70)

6.8.13. P25 Compliant Mobile 700/800MHz Band Performance Characteristics: 12.5 kHz- Category 2
Trunking - Dash Mount

	MODEL #	DESCRIPTION	PRICE	EXTENDED	PERCENTAGE	PRICE	QTY	PRICE
JFRD Mobile	M22URS9PW1 N	APX4500 7/800	$ 1,504.00	$ 31,584.00	25.0%	$ 1,128.00	21	$ 23,688.00
JFRD Mobile	QA02812	ENH: P25 9600 BAUD TRUNKING W/ INTEROPERABILITY	$ 2,070.00	$ 43,470.00	25.0%	$ 1,552.50	21	$ 32,602.50
JFRD Mobile	QA01749	SW KEY SUPPLEMENTAL DATA	$ -	$ -	25.0%	$ -	21	$ -
JFRD Mobile	GA00804	ADD: APX O2 CONTROL HEAD	$ 492.00	$ 10,332.00	25.0%	$ 369.00	21	$ 7,749.00
JFRD Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	21	$ -
JFRD Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 2,625.00	25.0%	$ 93.75	21	$ 1,968.75
JFRD Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 1,512.00	25.0%	$ 54.00	21	$ 1,134.00
JFRD Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 1,501.50	25.0%	$ 53.63	21	$ 1,126.13
JFRD Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	21	$ -
JFRD Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 121.00	$ 2,541.00	0.0%	$ 121.00	21	$ 2,541.00
				$ 93,565.50			**Subtotal**	**$ 70,809.38**

Contract / Shipment of All items as Proposed in 2016 and Trade In of existing radios $ (13,734.42)

Sale Price $ 162,730.01

Equipment discounts applied per State of Florida Department of Management Services P25 Commodity Contract #725-500-12-1

Order and factory shipment acceptance must occur prior to December 30th of 2016 to receive incentive offer.

10/19/2016
Prepared by: Michelle Poole
904-814-9938

MOTOROLA SOLUTIONS

September 26, 2016

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 Sheriff's Office.

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.

Sincerely,

Michelle Poole

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