PROPRIETARY AWARD **BID # SP-0325-17**

Subject: Purchase of 63 Motorola APX4500 Two-Way Radios for JFRD Fire Station Alerting Project

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of sixty-three (63) Motorola APX4500 two-way radios for the Jacksonville Fire and Rescue Department's fire station alerting project. This is a one-time purchase which includes a three (3) year warranty on parts and labor. The total expenditure not-to-exceed $185,232.75.

Funding for this award will be encumbered by account AFIT534-069427 to be executed by Purchase Order.

Sole Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $185,232.75 **Requisition #** 200721

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

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

REQ 200721

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 - 069427

BRIEF DESCRIPTION OF GOODS/SERVICES:
Purchase Order request to purchase (63) APX4500 Two-way Mobile Radios from Motorola Solutions Inc. for the Jacksonville Fire & Rescue Department's (JFRD) Fire Station Alerting Project

AMOUNT OF PROJECT (attach quote): $185,232.75

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):
Purchase Order request to purchase (63) APX4500 Two-way Mobile Radios from Motorola Solutions Inc. for the Jacksonville Fire & Rescue Department's (JFRD) Fire Station Alerting Project

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 APX7500 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.

Submitted by: KIM LAIDLER (K2) RADIO COMMUNICATIONS MANAGER
(Name) (Title)

JP 10/19/16 **Date:** 10/19/2016

KE2 10-19-2016 **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:	$ 185,232.75

Business Request and Requirements
Purchase Order request to purchase (63) APX4500 Two-way Mobile Radios from Motorola Solutions Inc. for the Jacksonville Fire & Rescue Department's (JFRD) Fire Station Alerting Project.

Coverage Period: One-time Purchase

Justification
JFRD is upgrading the alerting system equipment in (63) fire stations and the existing pagers must be replaced with APX4500 mobile radios.

Scope of Project
Purchase Order request to purchase (63) APX4500 Two-way Mobile Radios from Motorola Solutions Inc. for the Jacksonville Fire & Rescue Department's (JFRD) Fire Station Alerting Project.

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
JFRD is upgrading the alerting system equipment in (63) fire stations and the existing pagers must be replaced with APX4500 mobile radios.

Risk to the Organization If Not Approved
Failure to replace EOL pagers 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; Yates, Chris; Turner, Michael; James, Sabrina; Harrell, Michele
Subject:	FW: FY2017 - JFRD Fire Station Alerting Project Radio-Purchase Request
Date:	Wednesday, October 19, 2016 2:34:26 PM
Attachments:	Sole Source Letter JSO 09 26 16.pdf Additional October Order Incentive.msg image001.png JFRD FSA APX4500 Budgetary 9 27 2016.pdf Purchase Order Request for FSA_ Two-way Mobile Radios_Motorola Solutions.doc COJ.PDF

Approved:

FUNDING SOURCE: AFIT534 – 069427

Note: approved to expedite purchase to take advantage of extended warranty as well as pre-approval by Ken Lathrop

CC: Sabrina – please contact either Bella Basilio or Ronyell Squire in GAD and mention that this purchase is pending upon their posting of the capital carryforward – last year the capital carryforward did not post until 10/28/16 and if they can accommodate it would be very beneficial to the City if ITD can take advantage of the extended one-year warranty that expires 10/31/16. Currently, there is no budget capacity to fund the purchase requisition as it is will be derived from banking fund capital carryforward appropriation.

As a point of reference the following is the FAMIS excerpt from last fiscal year.

AFIT534 – 069427
10/28/2015 035 BTAF15504A 19 2,000,000.00
CARRYFWD'S FROM AF SCHEDULE OF FY 2016 BUDGET

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 2:26 PM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim; Harrell, Michele; Yates, Chris; Turner, Michael
Subject: FW: FY2017 - JFRD Fire Station Alerting Project Radio-Purchase Request

Ken,

We request your approval to purchase (63) radios for JFRD Fire Station Alerting that will replace the existing pagers located in the Fire Stations, according to our FY2017 operational and budget plan

Thank you,

Robert

From: Laidler, Kim
Sent: Wednesday, October 19, 2016 2:13 PM
To: Gray, Robert
Cc: Laidler, Kim; Proctor, John; Harrell, Michele; Yates, Chris; Turner, Michael
Subject: FY2017 - JFRD Fire Station Alerting Project Radio-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 JFRD Fire Station Alerting Project requires that (63) radios be purchased to replace the existing pagers located in the Fire Stations.

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: **069427**
Amount: **$185,232.75**

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!

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

		MODEL #	DESCRIPTION	PRICE	EXTENDED	PERCENTAGE	PRICE	QTY	PRICE
1	JFRD Mobile	M22URS9PW1 N	APX4500 7/800	$ 1,504.00	$ 94,752.00	25.0%	$ 1,128.00	63	$ 71,064.00
1a	JFRD Mobile	QA02812	ENH: P25 9600 BAUD TRUNKING W/ INTEROPERABILITY	$ 2,070.00	$ 130,410.00	25.0%	$ 1,552.50	63	$ 97,807.50
1b	JFRD Mobile	QA01749	SW KEY SUPPLEMENTAL DATA	$ -	$ -	25.0%	$ -	63	$ -
1c	JFRD Mobile	GA00804	ADD: APX O2 CONTROL HEAD	$ 492.00	$ 30,996.00	25.0%	$ 369.00	63	$ 23,247.00
1d	JFRD Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	63	$ -
1e	JFRD Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 7,875.00	25.0%	$ 93.75	63	$ 5,906.25
1g	JFRD Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	63	$ -
1h	JFRD Mobile	W382	ADD: CONTROL STATION DESK GCAI MIC	$ 169.00	$ 10,647.00	25.0%	$ 126.75	63	$ 7,985.25
	JFRD Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 121.00	$ 7,623.00	0.0%	$ 121.00	63	$ 7,623.00
2	Power Supply	G91	ADD: CONTROL STATION POWER SUPPLY	$ 269.00	$ 16,947.00	25.0%	$ 201.75	63	$ 12,710.25
3	Power Supply	W665	ADD: CONTROL STATION OPERATION*	$ 70.00	$ 4,410.00	25.0%	$ 52.50	63	$ 3,307.50
				Per Unit $ 4,820.00			**Per Unit $ 3,645.25**		

List Total $ 303,660.00 **Discounted Total $ 229,650.75**

Contract / Shipment of All items as Proposed 2016 $ (44,418.00)

Sale Price $ 185,232.75

Cable and Antenna not included.

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.

9/27/2016
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