4

SINGLE SOURCE AWARD **BID # SS-14302-23**

Subject: FY2023 Motorola APX 8000 and 900 Series Portable Radio Refresh - JFRD & General Government

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of Motorola APX Series Portable Radios and Accessories. This purchase is to refresh the radios for JFRD Emergency Preparedness, JFRD Special Events, and COJ General Government subscribers. The term of the agreement shall begin on the date of the award through September 30, 2023. The requested total expenditure not to exceed $609,384.18.

Funding Source: 11415.194094.564290.010349.00000000.00000.0000000, to be executed by purchase order(s) and will utilize ARP Funding.

Single Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $609,384.18 **Requisition #** FAIT-500530-23

Attachments: Agency Memo, Single Source Form, Vendor Quote, Vendor Letter

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

Dustin Freeman, 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, Florida

Lenny Curry, Mayor

Information Technologies Division
Ed Ball Building
214 N. Hogan Street, Suite 900
Jacksonville, Florida 32202

ONE CITY. ONE
JACKSONVILLE.

May 22, 2023

TO: Dustin L. Freeman
Chief of Procurement Division

VIA: Patrick "Joey" Greive
Director of Finance and Administration / CFO

Patrick Greive — Digitally signed by Patrick Greive Date: 2023.06.01 14:25:37 -04'00'

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

Kenneth E. Lathrop — Digitally signed by Kenneth E. Lathrop Date: 2023.05.23 11:25:25 -04'00'

FROM: William J. Costa
Technology Infrastructure Manager

William Costa — Digitally signed by William Costa Date: 2023.05.23 09:47:49 -04'00'

SUBJECT: FY2023 Motorola APX 8000 and 900 Series Portable Radio Refresh - JFRD & General Government - Single Source

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The Information Technologies Division (ITD), requests approval to purchase Motorola APX Series Portable Radios and Accessories from Motorola Solutions, Inc. (Motorola). This purchase is to refresh the radios for JFRD Emergency Preparedness, JFRD Special Events, and COJ General Government subscribers. The term of the agreement shall begin on the date of the award through September 30, 2023.

The APX Series portable two-way radios under consideration for purchase are distributed to the end-user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network. Motorola submitted a single source letter confirming its status.

The total not-to-exceed amount for this request is $609,384.18. ITD will utilize ARP Funding. The equipment and accessories will be procured via Purchase Order.

FUNDING SOURCE: 11415.194094.564290.010349.00000000.00000.0000000

Tracy Geake — Digitally signed by Tracy Geake Date: 2023.05.23 10:50:51 -04'00'

Your favorable consideration of ITD's request is appreciated.

Attachments: Supplier Quote/ Single Source Letter
Single Source request Form

CC: Alexander Ciprian, Radio Communications Manager
Elizabeth Brown, IT Operations Manager
Thomas Ossi, Technology Contract and Records Manager
Andre Conyers, IT Contract Administrator

JUSTIFICATION FOR SINGLE SOURCE (JSS)	
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.	
1. Requesting Agency:	Information Technologies
2. Nature and/or description of the requirement being requested. ***Identify each item, component or service being procured. (Attach quote/proposal):*** ***Why does the City need these particular goods or services?***	The Information Technologies Division (ITD), requests approval to purchase Motorola APX Series Portable Radios and Accessories from Motorola Solutions, Inc. (Motorola). This purchase is to refresh the radios for JFRD Emergency Preparedness, JFRD Special Events, and COJ General Government subscribers. The term of the agreement shall begin on the date of the award through September 30, 2023.
3. Provide a detailed justification as to why the requested goods/services can only be efficiently and effectively procured through the recommended Single Source vendor:	The APX Series portable two-way radios under consideration for purchase are distributed to the end-user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network.
4. Date of Request	12/1/2022

5. Summary of Market Research

[Provide a description of the market research performed, how it was performed, by whom, and market research results. Please spell out acronyms.]

[Motorola submitted a single source letter confirming that they are the only supplier authorized to sell public safety grade APX Series radios to the the City of Jacksonville.]

6. Other Documentation (Check and attach all that apply)

√ Supplier Quote

√ Single Source Memo signed by Director

☐ Other [Click here to list other documentation.]

MOTOROLA SOLUTIONS

Quote Prepared For
Alex Ciprian
Radio Systems Manager
City of Jacksonville Information Technologies
1020 Superior Street
Jacksonville, Florida 32254

Payment Terms: 30 NET
Terms and Conditions: None

Quote Name/Number: JFRD/General Government 2023
Quote Date: 4/11/23
Expiration Date: 6/16/23
Contract Name: NASPO

Quote Created By:
Eric Lazo
Account Manager
Motorola Solutions, Inc.
239-776-8143

Currency: USD

JFRD APX8000 EPD

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	H91TGD9PW7 N	APX 8000 ALL BAND PORTABLE MODEL 3.5	6	$7,475.00	$44,850.00	27%	$2,018.25	$5,456.75	$32,740.50
1a	H869	ENH: MULTIKEY	6	$363.00	$2,178.00	27%	$98.01	$264.99	$1,589.94
1b	Q806	ADD: ASTRO DIGITAL CAI OPERATION	6	$567.00	$3,402.00	27%	$153.09	$413.91	$2,483.46
1c	Q361	ADD: P25 9600 BAUD TRUNKING	6	$330.00	$1,980.00	27%	$89.10	$240.90	$1,445.40
1d	Q58	ADD: 3Y ESSENTIAL SERVICE	6	$184.00	$1,104.00	0%	$0.00	$184.00	$1,104.00
1e	Q15	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	6	$879.00	$5,274.00	27%	$237.33	$641.67	$3,850.02
1f	Q53	ADD: FRONT PANEL PROGRAMMING & CLONING	6	$165.00	$990.00	27%	$44.55	$120.45	$722.70
1g	QA09001	ADD: WIFI CAPABILITY	6	$330.00	$1,980.00	27%	$89.10	$240.90	$1,445.40
1h	H38	ADD: SMARTZONE OPERATION	6	$1,650.00	$9,900.00	27%	$445.50	$1,204.50	$7,227.00
1i	QA01427	ALT: APX8000/XE HOUSING GREEN	6	$28.00	$168.00	27%	$7.56	$20.44	$122.64
2	PMNN4486	BATT IMPRES 2 LIION R IP67 3400T	6	$188.27	$1,129.62	27%	$50.83	$137.44	$824.64
3	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VA	6	$169.56	$1,017.36	27%	$45.78	$123.78	$742.68
4	PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	6	$127.12	$762.72	27%	$34.32	$92.80	$556.80
							APX8000 Subtotal		$54,855.18

JFRD APX8000 EPD	Total Price before incentives and promotions	$54,855.18
	City of Jacksonville Customer Loyalty Promotion	-$10,308.48
	Total Sale Price	$44,546.70

JFRD APX900 SE-Bike Team

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	H92UCF9PW6 N	APX 900 7/800 MHZ MODEL 2 PORTABLE	183	$1,898.00	$347,334.00	27%	$512.46	$1,385.54	$253,553.82
1a	QA04096	ENH: P25 TRUNKING	183	$1,177.00	$215,391.00	27%	$317.79	$859.21	$157,235.43
1b	QA06765	ALT: IMPRESS LI-ION 3000MAH	183	$98.70	$18,062.10	27%	$26.65	$72.05	$13,185.15
1c	Q667	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	183	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1d	H885BK	ADD: 3Y ESSENTIAL SERVICE	183	$133.00	$24,339.00	0%	$0.00	$133.00	$24,339.00
2	PMNN4493A	BATT IMPRES LIION HE DENS IP68 3000T	183	$148.84	$27,237.72	27%	$40.19	$108.65	$19,882.95
3	PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	183	$127.12	$23,262.96	27%	$34.32	$92.80	$16,982.40
4	PMPN4284B	CHARGER DESKTOP MULTI-UNIT IMPRES 2 1 DISPLAY EXT PS 100-240VAC US/NA	15	$707.40	$10,611.00	27%	$191.00	$516.40	$7,746.00
5	PMLN5842A	HARD LEATHER CC 2.5INCH SWL LKP FKP	40	$64.80	$2,592.00	27%	$17.50	$47.30	$1,892.00
6	PMPN4576A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES EXT PS US/NA/TW	183	$82.08	$15,020.64	27%	$22.16	$59.92	$10,965.36
7	NNTN7616D	CHR IMP VEH EXT EU	15	$451.44	$6,771.60	27%	$121.89	$329.55	$4,943.25
8	NNTN8525A	CHARGER TRAVEL	15	$102.60	$1,539.00	27%	$27.70	$74.90	$1,123.50
9	32012144002	ANTENNA ID BAND (YELLOW-PACK OF 10PCS)	20	$7.02	$140.40	27%	$1.90	$5.12	$102.40
							APX900 Subtotal		$511,951.26

JFRD APX900 SE-Bike Team	Total Price before incentives and promotions	$511,951.26
	City of Jacksonville Customer Loyalty Promotion	-$93,513.92
	Total Sale Price	$418,437.34

General Government APX900 Standard Issue

	MODEL #	DESCRIPTION	QTY	UNIT LIST	EXT LIST	PERCENT DISCOUNT	DISCOUNT	UNIT DISC PRICE	EXT DISC PRICE
1	H92UCF9PW6 N	APX 900 7/800 MHZ MODEL 2 PORTABLE	65	$1,898.00	$123,370.00	27%	$512.46	$1,385.54	$90,060.10
1a	QA04096	ENH: P25 TRUNKING	65	$1,177.00	$76,505.00	27%	$317.79	$859.21	$55,848.65
1b	QA06765	ALT: IMPRESS LI-ION 3000MAH	65	$98.70	$6,415.50	27%	$26.65	$72.05	$4,683.25
1c	Q667	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	65	$0.00	$0.00	27%	$0.00	$0.00	$0.00
1d	H885BK	ADD: 3Y ESSENTIAL SERVICE	65	$133.00	$8,645.00	0%	$0.00	$133.00	$8,645.00
2	PMNN4493A	BATT IMPRES LIION HE DENS IP68 3000T	65	$148.84	$9,674.60	27%	$40.19	$108.65	$7,062.25
3	PMMN4062AL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	65	$127.12	$8,262.80	27%	$34.32	$92.80	$6,032.00
4	PMPN4284B	CHARGER DESKTOP MULTI-UNIT IMPRES 2 1 DISPLAY EXT PS 100-240VAC US/NA	2	$707.40	$1,414.80	27%	$191.00	$516.40	$1,032.80
5	PMPN4576A	CHARGER,CHGR DESKTOP SINGLE UNIT IMPRES EXT PS US/NA/TW	65	$82.08	$5,335.20	27%	$22.16	$59.92	$3,894.80
6	NNTN8525A	CHARGER TRAVEL	15	$102.60	$1,539.00	27%	$27.70	$74.90	$1,123.50
7	T8553A	DIGITAL SMARTZONE	1	$0.00	$0.00	0%	$0.00	$0.00	$0.00
7a	Q53AG	ENH: FRONT PANEL PROGRAMMING & CLONING	3	$190.00	$570.00	0%	$0.00	$190.00	$570.00
							APX900 Subtotal		$178,952.35

General Government APX900 Standard Issue	Total Price before incentives and promotions	$178,952.35
	City of Jacksonville Customer Loyalty Promotion	-$32,552.21
	Total Sale Price	$146,400.14

Total Solution Pricing	Total Price before incentives and promotions	$745,758.79
	City of Jacksonville Customer Loyalty Promotion	-$136,374.61
	Total Sale Price	$609,384.18

*All pricing is valid through 6/16/23. Motorola reserves the right to refresh pricing upon date expiration

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
401 E Las Olas Blvd
Fort Lauderdale, FL 33301

April 14, 2023

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

Subject: Motorola APX Radio Purchase

Dear Ken,

I am writing in response to your inquiry concerning alternate sourcing for the APX™ 8000 P25 All Band Portable Model 3.5 Radio and the APX™ 900 7/800 Model 2 Portable Radio under consideration for purchase by the City of Jacksonville.

This product is distributed to the end user exclusively through Motorola and our authorized Manufacturers Representatives. These products are not available through the Motorola dealer/reseller network. If you wish to purchase this equipment and accompanying database, please issue your purchase order to Motorola Solutions, Inc. and we will promptly process the order for you.

Sincerely,

Michelle Poole

Michelle Poole
Area Sales Manager
Government & Public Safety
Florida Government Market