12

**SINGLE SOURCE AWARD** **BID # SS-12842-22**

**Subject:** FY 2022 – Motorola APX Series Radios for JSO & JFRD

**Department:** Information Technologies Division

**Description of Purchase:**
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of Motorola APX Series Radios for JSO & JFRD. The purchase includes (125) portable radios for JFRD and (39) mobile radios for JSO. In addition, ITD also requests approval to trade-in (164) End of Life Motorola radios to be appropriately destroyed by Motorola. The term of the agreement shall begin on the date of award through September 30, 2022. Total requested expenditure not to exceed $684,555.37.

Funding Source: 53102.113501.564290.000000.00000000.00000.0000000, to be executed by formal contract through the Office of General Counsel and process by purchase order(s).

**Single Source Award To:** Motorola Solutions, Inc.

**Price Justification:** See Attached

**Total Award:** $684,555.37 **Requisition #** FAIT-501824-22

**Attachments:** Agency Memo, Single Source Form, 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, Florida

*Lenny Curry, Mayor*

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

ONE CITY. ONE JACKSONVILLE.

July 6, 2022

**TO:** Gregory W. Pease, Chief of Procurement

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

Patrick Greive Digitally signed by Patrick Greive Date: 2022.07.12 14:30:56 -04'00'

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

Kenneth E. Lathrop Digitally signed by Kenneth E. Lathrop Date: 2022.07.07 10:16:11 -04'00'

**RE:** **FY2022 – Motorola APX Series Radio Purchase - Single Source Request**

---

The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD) and the Jacksonville Sheriff's Office (JSO), requests approval to purchase Motorola APX series radios from Motorola Solutions, Inc. (Motorola). The purchase includes (125) portable radios for JFRD and (39) mobile radios for JSO. In addition, ITD also requests approval to trade in (164) End-of-Life Motorola radios to be appropriately destroyed by Motorola. The term of the agreement shall begin on the date of the award through September 30, 2022.

The APX Series mobile 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 $684,555.37.

FUNDING SOURCE: 53102.113501.564290.000000.00000000.00000.0000000

Tracy Geake Digitally signed by Tracy Geake Date: 2022.07.07 10:09:40 -04'00'

Your favorable consideration of ITD's request is appreciated.

**Attachments:** Motorola Single Source Letter and Quote
Single Source Request Form

**CC:** Alexander Ciprian, Radio Communications Manager, ITD
William J. Costa, Technology Infrastructure Manager, ITD
Elizabeth Brown, IT Operations Manager, ITD
Andre Conyers, IT Contract Administrator, ITD
Jake Blanton, Deputy Division Chief/Rescue, JFRD
Erica Weber, Assistant Chief, Communications, JSO
Thomas Ossi, Technology Contract and Records Manager, ITD

# 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.***<br><br>***Identify each item, component or service being procured. (Attach quote/proposal):***<br><br>***Why does the City need these particular goods or services?*** | The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD) and the Jacksonville Sheriff's Office (JSO), requests approval to purchase Motorola APX series radios from Motorola Solutions, Inc. (Motorola). The purchase includes (125) portable radios for JFRD and (39) mobile radios for JSO. In addition, ITD also requests approval to trade in (164) End-of-Life Motorola radios to be appropriately destroyed by Motorola. The term of the agreement shall begin on the date of the award through September 30, 2022. The radios are required to fulfill public safety communications requires for JSO and JFRD. |
| ***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 Motorola APX Series two-way radios are built with proprietary technology, compatible with our existing radio system and only distributed to the end-user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network. Motorola radios are required for compatibility and interoperability wit the existing First Coast Radio System (RCRS), which is utilized by JSO, JFRD, JEA, JPA, JTA, JIA, City of Neptune Beach, City of Atlantic Beach, DCPS Police, UNF Police as well as general government subscribers, such as Public Works. Specification of a single brand also produces efficiency in spare parts inventory, support, and maintenance. |
| ***4. Date of Request*** | 6/3/2022 |

***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 seel public safety grade APX Series radios to the City of Jacksonville. ]

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

√ Supplier Quote

√ Single Source Memo signed by Director

√ Other [Single Source Letter ]

MOTOROLA SOLUTIONS

May 25, 2022

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

Subject: Motorola APX Radio Purchase

Dear Ken,

Motorola Solutions, Inc. (Motorola Solutions) appreciates the opportunity to continue to provide the City of Jacksonville a leadership position in Florida by providing your first responders with the APX ™ technology. This is life-saving technology that will continue to ensure the safety of your first responders for years to come.

In response to your inquiry concerning alternate sourcing for the equipment described above, these products are distributed to the end user exclusively through Motorola's direct sales force. These products are not available through the Motorola dealer/reseller network.

Any questions the City has regarding this proposal can be directed to Marie Ventura, Senior Account Manager, at 386-268-0314, or at marie.ventura@motorolasolutions.com. Pricing is valid through June 24, 2022. Our goal is to provide the City of Jacksonville with the best products and services available in the public safety communications industry.

Sincerely,

Motorola Solutions, Inc.

Michelle Poole

Michelle Poole
Area Sales Manager
Government & Public Safety

MOTOROLA SOLUTIONS

**JFRD HANDHELD RADIOS**

| MODEL # | DESCRIPTION | LIST PRICE | EXT LIST | DISCOUNT | UNIT DISC PRICE | QTY | EXT DISC PRICE |
|---|---|---|---|---|---|---|---|
| H98UCF9PW6BN | APX6000 700/800 MODEL 2.5 PORTABLE | $3,595.00 | $262,435.00 | 27.00% | $2,624.35 | 73 | $191,577.55 |
| H64BE | ALT PUBLIC SAFETY YELLOW HOUSING | $28.00 | $2,044.00 | 27.00% | $20.44 | 73 | $1,492.12 |
| Q667BB | ADD ADP ONLY (NON-P25 CAP COMPLIANT) (US O | $0.00 | $0.00 | 27.00% | $0.00 | 73 | $0.00 |
| Q361AR | ADD P25 9600 BAUD TRUNKING | $330.00 | $24,090.00 | 27.00% | $240.90 | 73 | $17,585.70 |
| QA02006AA | ENH APX6000XE RUGGED RADIO | $880.00 | $64,240.00 | 27.00% | $642.40 | 73 | $46,895.20 |
| Q58AL | ADD 3Y ESSENTIAL SERVICE | $121.00 | $8,833.00 | 0.00% | $121.00 | 73 | $8,833.00 |
| QA07576AB | ALT TIA4950 BATT IMPRES 2 LIION 4600MAH (PMN | $182.00 | $13,286.00 | 27.00% | $132.86 | 73 | $9,698.78 |
| QA09001AB | ADD WIFI CAPABILITY | $330.00 | $24,090.00 | 27.00% | $240.90 | 73 | $17,585.70 |
| QA03399AA | ADD ENHANCED DATA APX | $165.00 | $12,045.00 | 27.00% | $120.45 | 73 | $8,792.85 |
| H38BT | ADD SMARTZONE OPERATION | $1,320.00 | $96,360.00 | 27.00% | $963.60 | 73 | $70,342.80 |
| Q806BM | ADD ASTRO DIGITAL CAI OPERATION | $567.00 | $41,391.00 | 27.00% | $413.91 | 73 | $30,215.43 |
| QA09007AA | ADD OUT OF THE BOX WIFI PROVISIONING | $0.00 | $0.00 | 27.00% | $0.00 | 73 | $0.00 |
| PMNN4573A | BATT IMPRES 2 LIION TIA4950 R IP68 4600T | $240.00 | $17,520.00 | 27.00% | $175.20 | 73 | $12,789.60 |
| NNTN7624C | CHARGER CHR IMP VEH EXT NA/EU KIT | $509.76 | $37,212.48 | 27.00% | $372.12 | 73 | $27,165.11 |
| PMMN4106CBLK | XE500 REMOTE SPKR MIC WITH CHANNEL KNOB | $665.28 | $48,565.44 | 27.00% | $485.65 | 73 | $35,452.77 |
| NNTN8860A | CHARGER SINGLE-UNIT IMPRES 2 3A 115VAC U | $169.56 | $12,377.88 | 27.00% | $123.78 | 73 | $9,035.85 |
| | | List Total | $664,489.80 | Per Unit | $6,677.57 | Total | $487,462.46 |

*Purchase of all items proposed prior to August 12, 2022 with trade-in of existing radios* -$91,791.95

JFRD Subtotal $395,670.51

Per unit cost $5,420.14

**JFRD HANDHELD RADIOS**

| MODEL # | DESCRIPTION | LIST PRICE | EXT LIST | DISCOUNT | UNIT DISC PRICE | QTY | EXT DISC PRICE |
|---|---|---|---|---|---|---|---|
| H92UCF9PW6AN | APX 900 7/800 MHZ MODEL 2 PORTABLE | $1,898.00 | $98,696.00 | 27.00% | $1,385.54 | 52 | $72,048.08 |
| QA04096AA | ENH P25 TRUNKING | $1,177.00 | $61,204.00 | 27.00% | $859.21 | 52 | $44,678.92 |
| QA06765AA | ALT IMPRESS LI-ION 3000MAH | $94.00 | $4,888.00 | 27.00% | $68.62 | 52 | $3,568.24 |
| Q667BB | ADD ADP ONLY (NON-P25 CAP COMPLIANT) (US O | $0.00 | $0.00 | 27.00% | $0.00 | 52 | $0.00 |
| H885BK | ADD 3Y ESSENTIAL SERVICE | $95.00 | $4,940.00 | 0.00% | $95.00 | 52 | $4,940.00 |
| Q698AA | ADD 2.5 INCH BELT CLIP | $13.00 | $676.00 | 27.00% | $9.49 | 52 | $493.48 |
| PMNN4493A | BATT IMPRES LIION LOW VOLT IP68 3000T | $141.75 | $1,417.50 | 27.00% | $103.48 | 10 | $1,034.78 |
| PMPN4174A | CHGR DESKTOP SINGLE UNIT IMPRES, US/NA | $82.08 | $1,641.60 | 27.00% | $59.92 | 20 | $1,198.37 |
| PMMN4065AL | MICROPHONE IMPRES RSM IP57 | $115.24 | $5,992.48 | 27.00% | $84.13 | 52 | $4,374.51 |
| | | List Total | $179,455.58 | Per Unit | $2,665.38 | Total | $132,336.37 |

*Purchase of all items proposed prior to August 12, 2022 with trade-in of existing radios* -$24,432.18

JFRD Subtotal $107,904.19

Per unit cost $2,075.08

**JSO MOBILE RADIO**

| MODEL # | DESCRIPTION | LIST PRICE | EXT LIST | DISCOUNT | UNIT DISC PRICE | QTY | EXT DISC PRICE |
|---|---|---|---|---|---|---|---|
| M25URS9PW1BN | APX6500 ENHANCED 7/800 MHZ MOBILE | $3,253.00 | $126,867.00 | 27.00% | $2,374.69 | 39 | $92,612.91 |
| G851AG | ADP | $879.00 | $34,281.00 | 27.00% | $641.67 | 39 | $25,025.13 |
| G66BJ | ADD DASH MOUNT E5 APXM | $138.00 | $5,382.00 | 27.00% | $100.74 | 39 | $3,928.86 |
| G51AU | ENH SMARTZONE OPERATION APX6500 | $1,320.00 | $51,480.00 | 27.00% | $963.60 | 39 | $37,580.40 |
| G78AT | ENH 3 YEAR ESSENTIAL SVC | $176.00 | $6,864.00 | 0.00% | $176.00 | 39 | $6,864.00 |
| G89AC | ADD NO RF ANTENNA NEEDED | $0.00 | $0.00 | 0.00% | $0.00 | 39 | $0.00 |
| G444AH | ADD APX CONTROL HEAD SOFTWARE | $0.00 | $0.00 | 27.00% | $0.00 | 39 | $0.00 |
| G806BL | ENH ASTRO DIGITAL CAI OP APX | $567.00 | $22,113.00 | 27.00% | $413.91 | 39 | $16,142.49 |
| GA01670AA | ADD APX E5 CONTROL HEAD | $717.00 | $27,963.00 | 27.00% | $523.41 | 39 | $20,412.99 |
| W969BG | ADD MULTIKEY OPERATION | $363.00 | $14,157.00 | 27.00% | $264.99 | 39 | $10,334.61 |
| G361AH | ENH P25 TRUNKING SOFTWARE APX | $330.00 | $12,870.00 | 27.00% | $240.90 | 39 | $9,395.10 |
| GA01606AA | ADD NO GPS/WI-FI ANTENNA NEEDED | $0.00 | $0.00 | 27.00% | $0.00 | 39 | $0.00 |
| | | List Total | $301,977.00 | Per Unit | $5,699.91 | Total | $222,296.49 |

*Purchase of all items proposed prior to August 12, 2022 with trade-in of existing radios* -$41,315.82

JSO Mobile Subtotal $180,980.67

Per unit cost $4,640.53

**Sale Price $684,555.37**

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

**Order must occur prior to August 12, 2022 to receive incentive offer.*

Prepared by Michelle Poole
Date 5/25/2022

# Requisition FAIT-501824-22



| | | | |
|---|---|---|---|
| **Requisitioning BU** | FAIT: Information Technologies | **Requisition Amount** | 684,555.37 USD |
| **Entered By** | Andre Conyers | **Justification** | |
| **Status** | Approved | **Funds Status** | Reserved |
| **Description** | FY2022 - APX Series Net New Radios for JSO & JFRD - Single Source Purchase. The term of the agreement shall begin on the date of the award through September 30, 2022. | | |
| **Emergency Requisition** | No | | |

**Attachments**

| Title | File Name or URL | Description |
|---|---|---|
| FW_ FY2022 - APX Series Net Ne | FW_ FY2022 - APX Series Net New Radios for JSO & JFRD - Single Source Purchase.pdf | |
| COJ 2022 Budget Radio Purchase | COJ 2022 Budget Radio Purchase CPQ Quote 178398 6-9-2022 FINAL.pdf | |
| Motorola - JSO-JFRD Net New Po | Motorola - JSO-JFRD Net New Portables & Mobiles - FY22 REQUEST FOR APPROVAL COVER SHEET.docx | |
| FY2022 Motorola APX Series Rad | FY2022 Motorola APX Series Radio Purchase - Single Source Request 7-6-2022.pdf | |
| Motorola - JSO-JFRD Net New Po | Motorola - JSO-JFRD Net New Portables & Mobiles - Justification for Single Source.docx | |
| Motorola - Single Source Lette | Motorola - Single Source Letter - 5-25-2022.pdf | |

**Lines**

| Line | Item | Description | Category Name | Quantity | UOM | Price | Amount (USD) | Status | Funds Status |
|---|---|---|---|---|---|---|---|---|---|
| 1 | | FY2022 - APX Series Net New Radios for JSO & JFRD - Single Source Purchase. The term of the agreement shall begin on the date of the award through September 30, 2022. | 725.74 Two-Way Radio, Portable, Including Vehicle Radio Relay Systems | | | USD | 684,555.37 | Approved | Reserved |

| | | | |
|---|---|---|---|
| **Requester** | Alexander Ciprian | **Supplier** | Motorola Solutions, Inc. |
| **Urgent** | No | **Supplier Site** | Ordering |
| **Requested Delivery Date** | 7/27/22 | **Supplier Contact** | Michelle Poole |
| **Deliver-to Location** | Communications Facility Charge | **Contact Phone** | |
| **Deliver-to Address** | 1020 Superior Street, Jacksonville, FL 32254, Duval, United States | **Charge Account** | 53102.113501.564290.000000.00000000.00000.0000000 |
| **Note to Buyer** | | | |