SINGLE SOURCE AWARD **BID # SS-11694-22**

Subject: FY2022 Purchase of 588 Motorola APX Series Portable Refresh

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Single Source Award to Motorola Solutions, Inc. for the purchase of 588 Motorola APX Series Portable Refresh. The purchase includes (400) portable radios for JFRD, (188) portable radios for General Government, and (18) multiport chargers for JFRD. In addition, ITD also requests approval to trade-in (588) 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. Total requested expenditure not to exceed $1,950,693.00.

Funding Source: 11415.194094.564290.010349, 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: $1,950,693.00 **Requisition #** FAIT-501212-22

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

INFORMATION TECHNOLOGIES DIVISION

CITY OF JACKSONVILLE

DATE: November 12, 2021

TO: Greg Pease, Chief of Procurement Division

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

Kenneth E. Lathrop — Digitally signed by Kenneth E. Lathrop Date: 2021.11.12 10:03:59 -05'00'

FROM: Thomas Ossi, Technology Contract and Records Manager

THOMAS OSSI — Digitally signed by THOMAS OSSI Date: 2021.11.12 09:46:00 -05'00'

RE: **FY2022 Motorola APX Series Portable Radio Refresh – Single Source**

The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD), requests approval to purchase Motorola APX Series Portable Radios and multi-port chargers from Motorola Solutions, Inc. (Motorola). The purchase includes (400) portable radios for JFRD, (188) portable radios for General Government, and (18) multi-port chargers for JFRD. In addition, ITD also requests approval to trade-in (588) 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 $1,950,693.00.

Tracy Geake — Digitally signed by Tracy Geake Date: 2021.11.12 10:02:14 -05'00'

FUNDING SOURCE: 11415.194094.564290.010349

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

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a Supplier subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED (ATTACH QUOTE/PROPOSAL):

The Information Technologies Division (ITD), in collaboration with the Jacksonville Fire and Rescue Department (JFRD), requests approval to purchase Motorola APX Series Portable Radios and multi-port chargers from Motorola Solutions, Inc. (Motorola). The purchase includes (400) radios for JFRD, (188) portable radios for General Government, and (18) multi-port chargers for JFRD. In addition, ITD also requests approval to trade-in (588) 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 total not-to-exceed amount for this request is $1,950,693.00.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:

The APX Series portable 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 with the existing First Coast Radio System (FCRS), 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 part inventories, support, and maintenance

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:

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.

MOTOROLA SOLUTIONS

Motorola Solutions, Inc.
8000 W. Sunrise Blvd.
Plantation, Florida 33322
USA

October 25, 2021

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

Subject: Fiscal '21 - '22 FCRS Mobile Refresh

Dear Ken:

Motorola Solutions, Inc. is pleased to have the opportunity to provide the City of Jacksonville a proposal to refresh a portion of the legacy remaining First Coast Radio System (FCRS) radios with APX™ devices for the Sheriff's Office, Fire Rescue, and General Government.

In response to your inquiry concerning alternate sourcing for the APX™ digital two way radios under consideration for purchase. 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.

This proposal consists of this cover letter along with the individual agency device quotes. This proposal shall remain valid through December 10, 2021. Motorola Solutions would be pleased to address any questions the City may have regarding the proposal. Questions can be directed to your Motorola Solutions Account Executive, Marie Ventura, at (386) 268-0314.

Sincerely,

Motorola Solutions, Inc.

Danny Sanchez
MSSSI Vice President
Government & Public Safety
Florida Government Markets

MOTOROLA SOLUTIONS

FCRS APX Portable Radios

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H98UCF9PW6BN	APX6000 700/800 MODEL 2.5 PORTABLE	$ 3,026.00	$ 1,210,400.00	27.0%	$ 2,208.98	400	$ 883,592.00
Portable	QA02006	ENH: APX6000XE RUGGED RADIO	$ 800.00	$ 320,000.00	27.0%	$ 584.00	400	$ 233,600.00
Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 120,000.00	27.0%	$ 219.00	400	$ 87,600.00
Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 480,000.00	27.0%	$ 876.00	400	$ 350,400.00
Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 206,000.00	27.0%	$ 375.95	400	$ 150,380.00
Portable	H64	ALT: PUBLIC SAFETY YELLOW HOUSING	$ 25.00	$ 10,000.00	27.0%	$ 18.25	400	$ 7,300.00
Portable	QA07576AB	ALT: TIA4950 BATT IMPRES 2 LIION 4600MAH	$ 75.00	$ 30,000.00	27.0%	$ 54.75	400	$ 21,900.00
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 110.00	$ 44,000.00	0.0%	$ 110.00	400	$ 44,000.00
Portable	QA03399	ADD: ENHANCED DATA	$ 150.00	$ 60,000.00	27.0%	$ 109.50	400	$ 43,800.00
Portable	QA09001	ADD: WIFI CAPABILITY	$ 300.00	$ 120,000.00	27.0%	$ 219.00	400	$ 87,600.00
Portable	QA09007	ADD: OUT OF THE BOX WIFI PROVISIONING	$ -	$ -	27.0%	$ -	400	$ -
Portable	Q667BB	ADD: ADP ONLY	$ -	$ -	27.0%	$ -	400	$ -
Portable	PMMN4106CBLK	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,AUDIO ACCES	$ 616.00	$ 616.00	27.0%	$ 449.68	180	$ 80,942.40
Portable	PMMN4099CL	AUDIO ACCESSORY-REMOTE SPEAKER MICROPHONE,IP68 REMOTE	$ 132.00	$ 132.00	27.0%	$ 96.36	220	$ 21,199.20
Portable	HLN6875A	3" PLASTIC BELT CLIP ATTACHMENT	$ 13.00	$ 5,200.00	27.0%	$ 9.49	400	$ 3,796.00
Portable	PMNN4573A	BATT IMPRES 2 LIION TIA4950 R IP68 4600T	$ 199.00	$ 79,600.00	27.0%	$ 145.27	400	$ 58,108.00
Portable	NNTN7624C	CHARGER, CHR IMP VEH EXT NA/EU KIT	$ 472.00	$ 56,640.00	27.0%	$ 344.56	120	$ 41,347.20
Portable	NNTN8860A	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	$ 165.00	$ 24,750.00	27.0%	$ 120.45	150	$ 18,067.50
				$ 2,767,338.00			Subtotal	$ 2,133,632.30

Purchase and Shipment of All Items as Proposed prior to December 15, 2021 with Trade-In of existing radios	$ (429,850.30)
JFRD Portable Subtotal	$ 1,703,782.00
Per unit cost with 3 year warranty pricing included	$ 4,259.46

10/21/2021
Prepared by: Michelle Poole
904-814-9938

MOTOROLA SOLUTIONS

FCRS APX Portable Radios

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
Portable	H92UCF9PW6AN	APX 900 7/800 MHZ MODEL 2 PORTABLE	$ 1,597.00	$ 300,236.00	27.0%	$ 1,165.81	188	$ 219,172.28
Portable	QA04096	ENH: P25 TRUNKING	$ 1,070.00	$ 201,160.00	27.0%	$ 781.10	188	$ 146,846.80
Portable	QA06765	ALT: IMPRESS LI-ION 3000MAH	$ 85.00	$ 15,980.00	27.0%	$ 62.05	188	$ 11,665.40
Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 90.00	$ 16,920.00	0.0%	$ 90.00	188	$ 16,920.00
Portable	Q667BB	ADD: ADP ONLY	$ -	$ -	27.0%	$ -	188	$ -
Portable	PMMN4065AL	APX IMPRES RSM W/VOL, IP57	$ 106.70	$ 20,059.60	27.0%	$ 77.89	188	$ 14,643.32
Portable	PMPN4174A	CHGR DESKTOP SINGLE UNIT IMPRES, US/NA	$ 76.00	$ 14,288.00	27.0%	$ 55.48	188	$ 10,430.24
				$ 568,643.60			Subtotal	$ 419,678.04

Purchase and Shipment of All Items as Proposed prior to December 15, 2021 with Trade-In of existing radios $ (80,150.04)

Public Service Subtotal $ 339,528.00

Per unit cost with 3 year warranty pricing included $ 1,806.00

	MODEL #	DESCRIPTION	UNIT LIST	EXT LIST	DISCOUNT	UNIT DISC PRICE	QTY	EXT DISC PRICE
JFRD Chargers	NNTN8844A	CHARGER, MULTI-UNIT, IMPRES 2, 6-DISP, NA/LA-PLUG, ACC USB CH	$ 1,315.00	$ 23,670.00	27.0%	$ 959.95	18	$ 17,279.10
				$ 23,670.00			Subtotal	$ 17,279.10

Purchase and Shipment of All Items as Proposed prior to December 15, 2021 with Trade-In of existing radios $ (9,468.00)

JFRD Chargers $ 14,202.00

ITD Phased Refresh Acceleration Discount - Purchase and Shipment as Proposed prior to December 15, 2021 $ (106,819.00)

Portable Sale Price $ 1,950,693.00

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

10/21/2021
Prepared by: Michelle Poole
904-814-9938

Requisition FAIT-501211-22

Requisitioning BU	FAIT: Information Technologies	**Requisition Amount**	0.01 USD
Entered By	Andre Conyers	**Justification**	
Status	Approved	**Funds Status**	Reserved
Description	FY2022 - Motorola APX Series Mobile Refresh - Purchase (REVISED 11/12/2021). 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
Motorola - FY2022 Mobile Radio	Motorola - FY2022 Mobile Radio Refresh - SINGLE SOURCE FORM 11.8.21_.pdf	
Motorola - FY2022 Mobile Radio	Motorola - FY2022 Mobile Radio Refresh - Mobile Refresh Quote.pdf	
Motorola - FY2022 Mobile Radio	Motorola - FY2022 Mobile Radio Refresh - Memo - 11-1-2021 AC_RevTO_ Revised 11.12.pdf	
Motorola - FY2022 Mobile Radio	Motorola - FY2022 Mobile Radio Refresh - FY22 REQUEST FOR APPROVAL COVER SHEET.docx	
FW_ FY2022 - Motorola APX Seri	FW_ FY2022 - Motorola APX Series Mobile Refresh - Purchase (REVISED 11_12_2021).pdf	

Lines

Line	Item	Description	Category Name	Quantity	UOM	Price	Amount (USD)	Status	Funds Status
1		FY2022 - Motorola APX Series Mobile Refresh - Purchase (REVISED 11/12/2021). 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	0.01	Approved	Reserved

Requester	Alexander Ciprian	**Supplier**	Motorola Solutions, Inc.
Urgent	No	**Supplier Site**	Ordering
Requested Delivery Date	12/2/21	**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**	53104.113401.564290.000000.00000000.00000.0000000
Note to Buyer	Specifications, per quote attached.		

NOT A PURCHASE ORDER

I CERTIFY THAT FUNDS FOR THIS PURCHASE WERE AUTHORIZED AND PROVIDED FOR IN THE CURRENT BUDGET.

REQUEST FOR APPROVAL COVER SHEET

The purpose of this cover sheet is to provide accurate information for all purchase requests submitted to the ITD Finance Manager for approval.

Background:

ITD has two years remaining for the portable refresh project. FY2023 will be the final year of the refresh when all end of life portable radios will be removed from inventory and active/in-use status.

Details:

This purchase is for **(588) APX Series portable** radios for **General Government and JFRD.**

One Time Request/Annual Renewal/Blanket Order Request:

One-time

Blanket Order Coverage period:

Date of the award through September 30, 2022

Total Cost:

$1,950,693.00

1Cloud Funding Information:

11415.194094.564290.000000.010349

POETA: To be provided by Tracy

Contact(s):

Alex Ciprian

Additional Information:

Portable radios for JSO will be purchased under the APX NEXT contract currently being processed.