PROPRIETARY AWARD **BID # SP-0315-17**

Subject: Purchase of 237 Motorola APX6500 Two-Way Radios for JSO Refresh Project

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of two-hundred and thirty-seven (237) Motorola APX6500 two-way radios for the Jacksonville Sheriff's Office mobile refresh project. This is a one-time purchase which includes a four (4) year warranty on parts and labor. The total expenditure not-to-exceed $912,164.42.

Funding for this award will be encumbered by account AFIT538-06429 to be executed by Purchase Order.

Sole Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $912,164.42 **Requisition #** 200736

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 2007136 DAP 10/20

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: AFIT538 - 06429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Purchase Two Hundred Thirty (237) Motorola APX6500 Two-way Mobile Radio for the JSO Mobile Refresh Project. ITD request permission to trade-in Two Hundred Thirty (237) End of Life ASTRO Spectra radios to be properly destroyed by Motorola Solutions Inc.

AMOUNT OF PROJECT (attach quote): $912,164.42

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

Purchase Two Hundred Thirty Seven (237) Motorola APX6500 two-way mobile radios. ITD request permission to trade-in Two Hundred Thirty (237) End of Life ASTRO Spectra radios to be properly destroyed by Motorola Solutions Inc.

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 Business Case and Memorandum from vendor.

Submitted by: KJ MLAIDLER (KZ) RADIO COMMUNICATIONS MANAGER
(Name) (Title)

Date: 10/13/16

AP 10/19/16

Requesting Agency's Director's Signature:

VEL 10-19-2016

Procurement Division **September, 2008**

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

From: Michelle Poole
To: Laidler, Kim
Subject: Additional October Order Incentive
Date: Thursday, October 13, 2016 12:15:11 PM

Kim,

As we discussed, Motorola will provide an additional year of warranty for all radios purchased in October. Therefore, each radio will have a full 4 year warranty on parts and labor. This offer is applicable only to City of Jacksonville purchases.

This applies to all of the following quotes:

	Quote Amount	
Mobile Refresh JSO	$	912,164.00
Mobile Refresh JFRD	$	198,403.00
Mobile Refresh Gen Gov	$	78,012.00
80 New JSO Officers APX	$	621,102.00
JFRD Fleet Purchase APX	$	161,862.00
FSA APX4500	$	185,232.00
Total APX	**$**	**2,156,775.00**

Please let me know if you have any questions.

Thank you!

Michelle Poole Senior Account Manager, Motorola Solutions, Inc.

photo

Phone: 904-686-1532
Mobile: 904-814-9938
Email: michelle.poole@motorolasolutions.com
Website: https://www.motorolasolutions.com/en_us.html

YouTube Video

MOTOROLA SOLUTIONS

FCRS Mobile Refresh
Fiscal '16-'17

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
1	JSO Mobile	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	$ 2,344.00	$ 555,528.00	25.0%	$ 1,758.00	237	$ 416,646.00
1a	JSO Mobile	G806	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 122,055.00	25.0%	$ 386.25	237	$ 91,541.25
1b	JSO Mobile	G51	ENH: SMARTZONE OPERATION APX6500	$ 1,200.00	$ 284,400.00	25.0%	$ 900.00	237	$ 213,300.00
1c	JSO Mobile	G361	ADD: P25 TRUNKING SOFTWARE	$ 300.00	$ 71,100.00	25.0%	$ 225.00	237	$ 53,325.00
1d	JSO Mobile	QA01749	SW KEY SUPPLEMENTAL DATA	$ -	$ -	25.0%	$ -	237	$ -
1e	JSO Mobile	G851	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 799.00	$ 189,363.00	25.0%	$ 599.25	237	$ 142,022.25
1f	JSO Mobile	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$ 330.00	$ 78,210.00	25.0%	$ 247.50	237	$ 58,657.50
1g	JSO Mobile	G442	ADD: O5 CONTROL HEAD	$ 432.00	$ 102,384.00	25.0%	$ 324.00	237	$ 76,788.00
1h	JSO Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	237	$ -
1i	JSO Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 29,625.00	25.0%	$ 93.75	237	$ 22,218.75
1j	JSO Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 17,064.00	25.0%	$ 54.00	237	$ 12,798.00
1k	JSO Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 16,945.50	25.0%	$ 53.63	237	$ 12,709.13
1l	JSO Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	237	$ -
1m	JSO Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 121.00	$ 28,677.00	0.0%	$ 121.00	237	$ 28,677.00
					$ 1,495,351.50			**Subtotal**	**$ 1,128,682.88**

Contract / Shipment of All items as Proposed in 2016 and Trade In of existing Astro Spectra $ (216,518.46)

Sheriff's Office Sale Price $ 912,164.42

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
1	JFRD Mobile	M22URS9PW1 N	APX4500 7/800	$ 1,504.00	$ 109,792.00	25.0%	$ 1,128.00	73	$ 82,344.00
1a	JFRD Mobile	QA02812	ENH: P25 9600 BAUD TRUNKING W/ INTEROPERABILITY	$ 2,070.00	$ 151,110.00	25.0%	$ 1,552.50	73	$ 113,332.50
1b	JFRD Mobile	QA01749	SW KEY SUPPLEMENTAL DATA	$ -	$ -	25.0%	$ -	73	$ -
1c	JFRD Mobile	GA00804	ADD: APX O2 CONTROL HEAD	$ 492.00	$ 35,916.00	25.0%	$ 369.00	73	$ 26,937.00
1d	JFRD Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	73	$ -
1e	JFRD Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 9,125.00	25.0%	$ 93.75	73	$ 6,843.75
1f	JFRD Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 5,256.00	25.0%	$ 54.00	73	$ 3,942.00
1g	JFRD Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 5,219.50	25.0%	$ 53.63	73	$ 3,914.63
1h	JFRD Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	73	$ -
1i	JFRD Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 121.00	$ 8,833.00	0.0%	$ 121.00	73	$ 8,833.00
					$ 325,251.50			**Subtotal**	**$ 246,146.88**

Contract / Shipment of All items as Proposed in 2016 and Trade In of existing Astro Spectra $ (47,743.46)

JFRD Sale Price $ 198,403.42

Sale Total $ 1,110,567.83

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.

7/21/2016
Prepared by: Michelle Poole
904-814-9938

From:	Proctor, John
To:	ITDADMIN
Cc:	Lathrop, Kenneth; Laidler, Kim; Gray, Robert
Subject:	RE: FY2017 - JSO Mobile Radio Refresh-Purchase Request
Date:	Wednesday, October 19, 2016 3:12:38 PM
Attachments:	Sole Source Letter JSO 09 26 16.pdf Additional October Order Incentive.msg COJ APX 16 17 Proposed Budget Offer 07 21 16.pdf image001.png Purchase Order Request for JSO Two-way Mobile Radio Refresh- Motorola Solutions_FY2017.doc

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APPROVED

FUNDING SOURCE: AFIT538 – 06429
Amount: $912,164.42 (first half of quote – Sheriff's Office Sales Price)

CC: Sabrina – please note that the Sole Source/Proprietary Certification needed to be revised and is currently in the process of being signed by the Director. I will provide you with a copy 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: Gray, Robert
Sent: Wednesday, October 19, 2016 11:59 AM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim
Subject: FW: FY2017 - JSO Mobile Radio Refresh-Purchase Request

Ken,

Please approve this one-time purchase for JSO mobile radios for FY2017.

Purchase request is for 237 vs. 242 radios (highlights):

- Motorola solutions added GPS features plus 36 months of support; this increased the overall cost per unit, therefore we had to purchase less radios
- Three (3) year service is Motorola's default service plan
- GPS comes standard with all radios, additionally we can use GPS features in the future
- 237 old ASTRO Spectra radios will be traded back in to Motorola solutions for decommissioning

Thank you,
Robert

From: Laidler, Kim
Sent: Wednesday, October 19, 2016 11:40 AM

To: Gray, Robert
Cc: Lathrop, Kenneth; Proctor, John; Laidler, Kim
Subject: FW: FY2017 - JSO Mobile Radio Refresh-Purchase Request

Robert,

Spoke to John Proctor and provided clarification for this purchase.

Please process.

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

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From: Proctor, John
Sent: Monday, October 17, 2016 11:41 AM
To: Laidler, Kim
Cc: Gray, Robert; Lathrop, Kenneth; Yates, Chris; Davis, Bill (ITD); Northington, Kevin
Subject: FW: FY2017 - JSO Mobile Radio Refresh-Purchase Request

Kim,

I was getting ready to approve and forward but noticed that the number of radios is five (5) fewer than was budgeted (i.e. 237 vs. 242).

The attached quote (dated 07/21/16) matches to the quote (dated 02/23/16) that built the FY17 budget except that one additional line item was added which contributed to the increase:

- Additional 3 year service $121.00 each x 237 = $28,677

What I need to know is whether this is needed and accurate and if so, what is the reason(s) for which it was not accounted for in the budget.

- If needed, there is no other source of funding from which to make up this difference and the 8 year refresh schedule will need to be updated moving forward for which year 2023 (the 8th year of the portable radio refresh) will experience a higher quantity of need than the 28 portable radios projected at this time.

If not needed, the reason(s) why, and confirmation from you that the quantity can revert back to 242.

- Revised proprietary request and quote needed

In terms of the **JFRD quote**, the same questions and know that the quote is for a dollar amount higher than what is budgeted (i.e. $198,403 vs. a budget of $197,925 which has no flexibility). In terms of the JFRD quote a quantity of 75 was budgeted vs. 72 of which depending upon the answers given the final year of the portable radio refresh (for JFRD is FY2022) will need to be adjusted/ increased along with the intervening years.

Thank$,

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

From: Laidler, Kim
Sent: Thursday, October 13, 2016 3:16 PM
To: Gray, Robert
Cc: Yates, Chris; Davis, Bill (ITD); Laidler, Kim; Northington, Kevin; Proctor, John
Subject: FY2017 - JSO Mobile Radio Refresh-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**

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)

*** There is a $1,643.58 decrease in cost in FY2017 due to the following:**

- **The amount of radios purchased in FY2017 is reduced by 11 devices**
- **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: **AFIT538**
Sub Object: **06429**
Amount: **$912,164.42**

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

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Type:	**Purchase Order Request**
Description:	Mobile Radio
Date:	10/13/16
Business Case Owner:	Kim Laidler
Executive Sponsor:	Robert Gray
Financial Impact:	**$ 912,164.42**

Business Request and Requirements
Purchase Order request to purchase Two-way Mobile Radio Equipment from Motorola Solutions Inc.

Coverage Period: One-time Purchase

Justification
The radios currently used by the Jacksonville Sheriff Office are End of Life (EOL) and no longer supported by the manufacturer and must be replaced.

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

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 radios currently used by the Jacksonville Sheriff Office are End of Life (EOL) and no longer supported by the manufacturer and 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