PROPRIETARY AWARD **BID # SP-0316-17**

Subject: Purchase of 73 Motorola APX4500 Two-Way Radios for JFRD Refresh Project

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of seventy-three (73) Motorola APX4500 two-way radios for the Jacksonville Fire and Rescue Department 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 $198,403.42.

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: $198,403.42 **Requisition #** 200739

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 200739
DAN 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 Seventy-Three(73) Motorola APX4500 Two-way Mobile Radio for the JFRD Mobile Refresh Project ITD request permission to trade-in Seventy-Three (73) End of Life ASTRO Spectra radios to be properly destroyed by Motorola Solutions Inc.

AMOUNT OF PROJECT (attach quote): $198,403.42

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

Purchase Seventy-Three (73) Motorola APX4500 two-way mobile radios for the JFRD Mobile Refresh Project ITD request permission to trade-in Seventy-Three(73) 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 APX4500 radio is fully compatible with the current City of Jacksonville 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: KIM LAIDLER (KL) RADIO COMMUNICATIONS MANAGER
(Name) (Title)

Date: 10/13/16

JP 10/19/16

Requesting Agency's Director's Signature:

KEL 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

MOTOROLA SOLUTIONS

September 27, 2016

Kim Laidler
Radio Communications Manager
Information Technologies Division
City of Jacksonville
1020 Superior Street
Jacksonville, Florida 32244

Dear Kim,

Please follow the directions below to trade in the existing Astro Spectra Mobiles.

TRADE-IN PROCESS GUIDELINES THROUGH MOTOROLA SOLUTIONS TAKE BACK PROGRAM:

Protect the environment by properly disposing and recycling cancelled XTS/ XTL radios through Motorola Solutions Product Take-back Program. Motorola Solutions ("MSI") has a contract with a leading electronic equipment recycler, SIMS Recycling Solutions, with over 13 different sites across North America to take care of your recycling needs. The process is easy: 1. Identify the XTS/ XTL radio equipment you will be trading in – we accept radios with or without antennas and batteries. 2. Go to website North America Take-back Program (http://motorolasolutions.simsrs.com) to create an account and shipment pick up request to have the equipment recycled. To qualify for APX trade-in promotion, during account setup you must fill the following fields with requested information: Remarks field: Must provide APX Factory Order (FO) number and XTS/XTL model and quantity 3. Once the pickup is submitted, SIMS Recycling Solutions Customer Service will contact you to schedule a pick up or tell you where to send the equipment. Arrangements will be coordinated with the primary contact. 4. The North America Take-back Program covers freight charges so Motorola customers will not get charged for freight. 5. Once the equipment is received, all items in the load are completely destroyed. Once the load is complete, a Certificate of Destruction (COD) is issued and kept on file with Motorola. Motorola is committed to the environment and the proper disposal of electronic equipment. You can find more information about our corporate environmental programs on the Motorola Corporate Responsibility website.

Please do not hesitate to contact me if you have any further questions.

Sincerely,

Michelle Poole

Michelle Poole
Senior Account Manager
Motorola Solutions, Inc.
904-814-9938

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; Gray, Robert; Laidler, Kim; Yates, Chris; Northington, Kevin; Davis, Bill (ITD)
Subject:	RE: FY2017 - JFRD Mobile Radio Refresh Project-Purchase Request
Date:	Wednesday, October 19, 2016 3:25:33 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 Astro Spectra Trade In Letter 09 27 16.pdf Purchase Order Request for JFRD Two-way Mobile Radio- Motorola Solutions.doc

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APPROVED

FUNDING SOURCE: AFIT538 – 06429
Amount: $198,403.42 (second half of quote – JFRD's 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, once signed, 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 1:26 PM
To: Lathrop, Kenneth; Proctor, John
Cc: Yates, Chris; Davis, Bill (ITD); Laidler, Kim; Northington, Kevin
Subject: FW: FY2017 - JFRD Mobile Radio Refresh Project-Purchase Request

Ken,

We request your approval to purchase 73 JFRD mobile radios according to our FY2017 operational and budget plan

Thank you,
Robert

From: Laidler, Kim
Sent: Wednesday, October 19, 2016 1:14 PM
To: Gray, Robert
Cc: Yates, Chris; Davis, Bill (ITD); Laidler, Kim; Northington, Kevin; Proctor, John
Subject: FY2017 - JFRD Mobile Radio Refresh Project-Purchase Request

FY2017 Purchase Order Request

See the following Attached:

- Proprietary Request

- Business Justification
- Price Quote
- Vendor Warranty Email
- Vendor Proprietary Memorandum
- Vendor Trade-in Memorandum

Period of Coverage: **One-time Purchase**

Request:
To purchase (73) new mobile radios for the JFRD's mobile refresh project and trade-in (73) JFRD ASTO-Spectra radios to Motorola Solutions Inc.

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 $290.58 decrease in cost in FY2017 due to the following:**

- **The amount of radios purchased in FY2017 is reduced by 5 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: **$198,403.42**

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

Proudly serving the Citizens of Jacksonville since 1989

ONE CITY · ONE JACKSONVILLE!

BACKGROUND

The Motorola ASTRO Spectra mobile radio models have been in service since 2002 and must be replaced. As a testament to the combined service efforts of the City of Jacksonville Information Technology Department (ITD) Radio Shop and the Motorola Service Team (National/Local), these mobile radios have been in continued use providing mission critical voice for Jacksonville's Public Safety first responders even though Motorola issued an End of Service notice in 2009 for these units.

Factors for Consideration

Local and regional P25 neighboring county Public Safety agencies utilizing Motorola mobile radios:

- Jacksonville Sheriff Office (JSO) – **(5,000)** Motorola devices
- Jacksonville Fire/Rescue Department (JFRD) – **(1,546)** Motorola Devices
- Nassau County – **(523)** Motorola devices
- St. John's County– **(2100)** Motorola devices
- Marion County – **(2100)** Motorola devices
- Alachua County – **(3500)** Motorola devices
- Jacksonville ITD currently manages and supports the Motorola P25 radio system and ~13,000 Motorola radio devices by training its technicians on Motorola infrastructure and subscriber components. Introducing other-vendor equipment will require additional and ongoing training on the maintenance of the other-vendor equipment
- JSO and JFRD 911 Communication Centers utilize Motorola Computer Aided Dispatch (CAD) to communicate with its First Responders
- ITD currently manages one contract for additional services and support for mobile radio repair
- An inventory of spare radios, batteries, antennas and user accessories such as battery chargers, speaker microphones and carrying cases are unique to its Motorola fleet of radios additional ongoing operational costs to service and maintain other-vendor equipment will be incurred
- Introducing other- vendor radios into the fleet will require an expanded inventory of spares and accessories. COJ will incur additional ongoing capital and operational expenses to maintain additional spares and accessories as these components are not interchangeable between Motorola and other brand manufacturers
- Interoperability with surrounding counties Public Safety agencies
- Interoperability with the City of Jacksonville Beach Police Department– backward compatible to their 3600baud Motorola SmartZone® 800MHz system
- Voice features operational with Motorola subscribers on an ASTRO® 25 network, may or may not function with other two-way radio manufacturers
- Leverage manufacture's End-to-End Features/Capabilities