PROPRIETARY AWARD **BID # SP-0317-17**

Subject: Purchase of 12 Motorola APX7500 Two-Way Radios for Various City Agencies

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of twelve (12) Motorola APX7500 two-way radios for various City agencies. This is a one-time purchase which includes a four (4) year warranty on parts and labor. The total expenditure not-to-exceed $78,011.50.

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: $78,011.50 **Requisition #** 200712

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 2007/2
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 the Motorola APX7500 Two-way Mobile Radio Consollette radios from Motorola Solutions Inc. for various City agencies.

AMOUNT OF PROJECT (attach quote): $78,011.50

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

Purchase Twelve (12) Motorola APX7500 two-way mobile radios.
ITD request permission to trade-in Twelve (12) End of Life (EOL) Consolletes to Motorola Solutions Inc. for proper disposal of the radios.

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 APX7500 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: KIM LAIDLER K2 RADIO COMMUNICATION MANAGER
(Name) (Title)

JGP 10/19/16 **Date:** 09/26/2016

EJ 10-19-2016 **Requesting Agency's Director's Signature:**

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

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

MOTOROLA SOLUTIONS

Consollette Quote -
Fiscal '16-'17

APX7500 Single Band Consollette

	MODEL #	DESCRIPTION	LIST PRICE	EXTENDED PRICE	DISCOUNT PERCENTAGE	DISCOUNTED PRICE	QTY	EXTENDED PRICE
1	L30URS9PW1 N	APX7500 SINGLE BAND 7/800	$ 4,379.00	$ 52,548.00	25.00%	$3,284.25	12	$39,411.00
1a	GA00244AA	ADD: 7/800MHZ PRIMARY BAND	$ -	$ -	25.00%	$0.00	12	$0.00
1b	G806	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 6,180.00	25.00%	$386.25	12	$4,635.00
1c	G51	ENH: SMARTZONE OPERATION APX	$ 1,500.00	$ 18,000.00	25.00%	$1,125.00	12	$13,500.00
1d	G361	ADD: P25 TRUNKING SOFTWARE	$ 300.00	$ 3,600.00	25.00%	$225.00	12	$2,700.00
1e	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE KEY	$ -	$ -	25.00%	$0.00	12	$0.00
1f	G625	ADD: DES/DES-XL/DES-OFB ENCRYPTION	$ 599.00	$ 7,188.00	25.00%	$449.25	12	$5,391.00
1g	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$ 599.00	$ 7,188.00	25.00%	$449.25	12	$5,391.00
1h	L999	ADD: FULL FP W/05/KEYPAD/CLOCK/VU	$ 789.00	$ 9,468.00	25.00%	$591.75	12	$7,101.00
1i	W382	ADD: CONTROL STATION DESK GCAI MIC	$ 169.00	$ 2,028.00	25.00%	$126.75	12	$1,521.00
1j	CA01598	ADD: AC LINE CORD US	$ -	$ -	25.00%	$0.00	12	$0.00
1k	G78	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 158.00	$ 1,896.00	0.00%	$158.00	12	$1,896.00
2	FVN5847	MCD 5000 CONFIG TOOL	$ 250.00	$ 250.00	25.00%	$187.50	1	$187.50
2a	F2380	MCD 5000 DESKSET	$ 1,500.00	$ 19,500.00	25.00%	$1,125.00	13	$14,625.00
2b	FHN7469AS	POWER SUPPLY KIT FOR SERVICE	$ 100.00	$ 1,300.00	25.00%	$75.00	13	$975.00
				$ 129,146.00			**Total =**	**$97,333.50**

***Contract / Shipment of All items as Proposed in 2016 and trade of existing Consollettes Incentive $ (19,322.00)**

Sale Price $78,011.50

****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; Lathrop, Kenneth
Subject: FW: FY2017 -Consollete Two-way Mobile Radio-Purchase Order
Date: Wednesday, October 19, 2016 11:06:09 AM
Attachments: Jacksonville Sheriff Office Mobile Radio Business Case.docx
Sole Source Letter JSO 09 26 16.pdf
COJ.PDF
Purchase Order Request for Consollette Two-way Mobile Radio- Motorola So....doc
COJ.PDF
Astro Spectra Trade In Letter 09 27 16.pdf
image001.png

APPROVED

FUNDING SOURCE: AFIT538 – 06429

CC: Robert please note that one of the consollette radios is not to be used as a spare – please reference email discussion/decision below.

- JFRD to receive and thus be billed for a quantity of 7
- JSO to receive and thus be billed for a quantity of 4
- Mayor's Office to receive and thus be billed for a quantity of 1

| 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 10:53 AM
To: Proctor, John
Cc: Lathrop, Kenneth; Laidler, Kim
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Ken – Please provide your approval for this one-time purchase

This is part of the mobile radio refresh, we are requesting to purchase 12 consollettes and trade in 11 (One of the older devices will be used as spare). These are two-way Radios that sit on a desk and looks like phone.

Install locations: Arena, JFRD Headquarters and Mayors Office

Thanks
Robert

From: Proctor, John
Sent: Wednesday, October 19, 2016 9:07 AM
To: Gray, Robert
Cc: Lathrop, Kenneth; Laidler, Kim
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Good AM – reminder to forward.

Thank$

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

From: Proctor, John

Sent: Monday, October 17, 2016 11:15 AM
To: Gray, Robert
Cc: Lathrop, Kenneth; Laidler, Kim
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Robert,

Please approve and forward with the attachments so that the FY2017 purchase for consollette two-way radios can get started.

My response below does not change the quantity, amount or account.

Thank$,

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

From: Proctor, John
Sent: Wednesday, October 12, 2016 11:42 AM
To: Laidler, Kim
Cc: Lathrop, Kenneth; Gray, Robert
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Kim,

Thank you for confirming. Please note we do not have the ability to make the correction you are suggesting as the budget has been appropriated and is set to bill according to the distribution I charted below – which is representative of ITD's FY17 budget request.

In speaking to Ken, he advises that one of the older consollette radios, that will be replaced, serve as the spare and that a new consollette radio not be put on the shelf as a spare and deploy the new equipment to JSO as originally intended/budgeted.

Thank$,

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

From: Laidler, Kim
Sent: Wednesday, October 12, 2016 11:18 AM
To: Proctor, John; Gray, Robert
Cc: Lathrop, Kenneth
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

John,

Please view the correction below:

SHPS011SSAD	JSO (3 consollette radios)

In order to have a maintenance spare Consollette we plan to install the 4th JSO Consollette in FY2018.

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!

From: Proctor, John
Sent: Wednesday, October 12, 2016 10:33 AM
To: Gray, Robert; Laidler, Kim
Cc: Lathrop, Kenneth
Subject: RE: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Good AM.

The dollar amount and account are correct.

In reference to the **install locations,** particularly the arena, I just wanted to make sure that it is in keeping with the following distribution of the budget allocation:

FY2017 Budget Distribution and Billing

SHPS011SSAD	JSO (4 consollette radios)
FRFO011FO	JFRD (7 consollette radios)
MAAD011AD	Mayor's Office (1 consollette radio)

If there is any deviation from the distribution above, please let me know immediately.

Thank$,

| 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 12, 2016 10:00 AM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim
Subject: FW: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

Ken – Please provide your approval for this one-time purchase

This is part of the mobile radio refresh, we are requesting to purchase 12 consollettes and trade in 11, leaving one for spare. These are two-way Radios that sit on a desk and looks like phone.

Install locations: Arena, JFRD Headquarters and Mayors Office

Thanks
Robert

From: Laidler, Kim
Sent: Tuesday, September 27, 2016 3:38 PM
To: Gray, Robert
Cc: Yates, Chris; Davis, Bill (ITD); Laidler, Kim; Northington, Kevin
Subject: FY2017 -Consollete Two-way Mobile Radio-Purchase Order

FY2017 Blanket Order Request

See the following Attached:

- Proprietary Request
- Business Justification
- Business Case
- Price Quote
- Vendor Proprietary Memorandum
- Vendor Trade-in Memorandum

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

Index Code: **AFIT538**
Sub Object: **06429**
Amount: **$78,011.50**

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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