PROPRIETARY AWARD **BID # SP-0318-17**

Subject: Purchase of 80 Motorola APX6500 and 80 Motorola APX6000 Two-Way Radios for JSO

Department: Information Technologies Division

Description of Purchase:
Recommend approval of Proprietary award to Motorola Solutions, Inc., for the purchase of eighty (80) Motorola APX6500 two-way radios and eighty (80) Motorola APX6000 two-way radios for the Jacksonville Sheriff's Office's new employees. This is a one-time purchase which includes a four (4) year warranty on parts and labor. The total expenditure not-to-exceed $621,102.00.

Funding for this award will be encumbered by account AFIT534-06429 to be executed by Purchase Order.

Sole Source Award To: Motorola Solutions, Inc.

Price Justification: See Attached

Total Award: $621,102.00 **Requisition #** 200749

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

RQ 200749 DAM 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: AFIT534 - 06429

BRIEF DESCRIPTION OF GOODS/SERVICES:
Purchase (80) Motorola APX6500 mobile and (80) APX6000 portable two-way Radio
For JSO new employees

AMOUNT OF PROJECT (attach quote): $621,102

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

Purchase Eighty (80) Motorola APX6500 mobile and Eighty (80)APX6000 portable two-way 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 APX4500 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 memorandum from vendor and Business Case.

Submitted by: KIM LAIDLER (KZ) RADIO COMMUNICATIONS MANAGER
(Name) (Title)

Date: 10/13/2016

Requesting Agency's Director's Signature:

JP 10/18/16

KEZ 10-19-2016

Procurement Division **September, 2008**

Type:	**Purchase Order Request**
Description:	Mobile Radio
Date:	10/13/16
Business Case Owner:	Kim Laidler
Executive Sponsor:	Robert Gray
Financial Impact:	**$ 621,102.00**

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 Jacksonville Sheriff Office is hiring Forty (40) new Patrol Officers and Forty (40) new Community Service Officers in FY2017. The officers are required to have two-way radio equipment to communicate with JSO's 911 Communication Center and other First Responders.

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 are required in order to communicate with JSO's 911 Communication Center and other First Responders.

Risk to the Organization If Not Approved
Failure to purchase the radios may result in Public Safety Responders not being to communicate with the 911 Communication Center and other First Responders.

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

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

From:	Proctor, John
To:	ITDADMIN
Cc:	Lathrop, Kenneth; Gray, Robert; Laidler, Kim
Subject:	RE: FY2017 -JSO New Employees Two-way Mobile Radio-Purchase Order
Date:	Wednesday, October 19, 2016 3:32:51 PM
Attachments:	COJ APX 16 17 Proposed Budget Offer 07 21 16.pdf Sole Source Letter JSO 09 26 16.pdf Purchase Order Request JSO New Hires Two_way Radios Motorola Solutions Inc _FY2017.doc Additional October Order Incentive.msg image001.png COJ.PDF

APPROVED

FUNDING SOURCE: AFIT534 – 06429
Amount: $621,102 (page 3 of 4 of the attached pdf quote)

CC: Sabrina – please note that the Sole Source/Proprietary Certification is correct as presented 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 12:07 PM
To: Lathrop, Kenneth; Proctor, John
Cc: Laidler, Kim
Subject: FW: FY2017 -JSO New Employees Two-way Mobile Radio-Purchase Order

Ken,

Please approve this one-time purchase for JSO new employees (80 new officers)

Purchase request:

- 3 year service $84.00 each x 80 = $6,720 for the Category I **Portable** Radio
- 3 year service $121.00 each x 80 = $9,680 for the Category 2 **Mobile** Radio
- 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
- $78,178 is remaining out of the planned budget

Thank you,
Robert

From: Proctor, John
Sent: Monday, October 17, 2016 2:28 PM
To: Laidler, Kim

Cc: Lathrop, Kenneth; Gray, Robert; Yates, Chris; Davis, Bill (ITD); Northington, Kevin; Ossi, Thomas
Subject: FW: FY2017 -JSO New Employees Two-way Mobile Radio-Purchase Order

Kim,

I was getting ready to approve and forward but noticed that the quoted amount is $78,178 ($699,280 - $621,102) less than what was budgeted. At first glance, the difference appears to be a budgeted amount that did not take into consideration a discount of approximately 19% and possibly a different model of Mobile radio.

I also wanted to give to the additional time to review and respond to the additional line items in the quote (i.e. 3 year service $84.00 each x 80 = $6,720 for the Category I **Portable** Radio **and** 3 year service $121.00 each x 80 = $9,680 for the Category 2 **Mobile** Radio). I refer to these as additional line items as the quote (dated 02/23/16) that built the FY17 budget did not reflect those line items or costs.

As a point of reference, the unit values that established the budget for FY17 were the following:

- JSO/CSO Patrol Radio Cost Per FTE: Portable radio ($4,834.50) + Mobile radio ($3,848.79) + accessories - antenna, cables, microphone holder etc... ($58.06)
- $4,834.50 + $3,848.79 +$58.06 = $8,741.35
- $8,741.35 x 80 -28 (rounding)= $699,280

At any rate, it must be clear as to what model and composition of accessories are needed as so that the proper decision can be made which may include how to account for the budgetary savings. Moreover, it must be clear to me exactly which model, accessories, discounts, trade-ins etc... may be needed in **FY18** in the event another addition to JSO/CSOs are approved.

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 3:10 PM
To: Gray, Robert
Cc: Yates, Chris; Davis, Bill (ITD); Laidler, Kim; Northington, Kevin; Proctor, John; Ossi, Thomas
Subject: FY2017 -JSO New Employees Two-way Mobile Radio-Purchase Order

FY2017 Blanket 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 $27,865.00 increase in cost in FY2017 due to the following:**

- **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: **AFIT534**
Sub Object: **06429**
Amount: **$621,102.00**

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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MOTOROLA SOLUTIONS

JSO New Officer Portable and Mobile Radio

6.9.12. P25 Compliant Portable 700/800MHz Band Performance Characteristics: 12.5 kHz- Category 1

		MODEL #	DESCRIPTION	PRICE	EXTENDED	PERCENTAGE	PRICE	QTY	PRICE
1	Portable	H98UCF9PW6 N	APX6000 700/800 **MODEL 2.5** PORTABLE	$ 2,738.00	$ 219,040.00	25.0%	$ 2,053.50	80	$ 164,280.00
1a	Portable	Q806	ADD: ASTRO DIGITAL CAI OPERATION	$ 515.00	$ 41,200.00	25.0%	$ 386.25	80	$ 30,900.00
1b	Portable	H38	ADD: SMARTZONE OPERATION	$ 1,200.00	$ 96,000.00	25.0%	$ 900.00	80	$ 72,000.00
1c	Portable	Q361	ADD: P25 9600 BAUD TRUNKING	$ 300.00	$ 24,000.00	25.0%	$ 225.00	80	$ 18,000.00
1d	Portable	Q15	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 799.00	$ 63,920.00	25.0%	$ 599.25	80	$ 47,940.00
1e	Portable	H869	ENH: MULTIKEY	$ 330.00	$ 26,400.00	25.0%	$ 247.50	80	$ 19,800.00
1f	Portable	H885BK	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 84.00	$ 6,720.00	0.0%	$ 84.00	80	$ 6,720.00
								Subtotal	**$ 359,640.00**
2	Accessories	NNTN7038	BATT IMP STD IP67 LIION 2900M 3100T BLK	$ 142.00	$ 11,360.00	25.0%	$ 106.50	80	$ 8,520.00
3	Accessories	WPLN7080	APX IMPRES CG SU APX7000 US/NA/CA/LA	$ 125.00	$ 10,000.00	25.0%	$ 93.75	80	$ 7,500.00
4	Accessories	PMMN4062A	APX IMPRES RSM, NOISE CANC. EMERGENCY BUTTON 3.5MM JACK IP54	$ 118.00	$ 9,440.00	25.0%	$ 88.50	80	$ 7,080.00
5	Accessories	PMLN5658	Leather Carry Case with 3" clip	$ 67.00	$ 5,360.00	25.0%	$ 50.25	80	$ 4,020.00
								Subtotal	**$ 27,120.00**

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	$ 187,520.00	25.0%	$ 1,758.00	80	$ 140,640.00
1a	JSO Mobile	G806	ENH: ASTRO DIGITAL CAI OP APX	$ 515.00	$ 41,200.00	25.0%	$ 386.25	80	$ 30,900.00
1b	JSO Mobile	G51	ENH: SMARTZONE OPERATION APX6500	$ 1,200.00	$ 96,000.00	25.0%	$ 900.00	80	$ 72,000.00
1c	JSO Mobile	G361	ADD: P25 TRUNKING SOFTWARE	$ 300.00	$ 24,000.00	25.0%	$ 225.00	80	$ 18,000.00
1d	JSO Mobile	QA01749	SW KEY SUPPLEMENTAL DATA	$ -	$ -	25.0%	$ -	80	$ -
1e	JSO Mobile	G851	ADD: AES/DES-XL/DES-OFB ENCRYPTION	$ 799.00	$ 63,920.00	25.0%	$ 599.25	80	$ 47,940.00
1f	JSO Mobile	W969	ADD: MULTIPLE KEY ENCRYPTION OPERATION	$ 330.00	$ 26,400.00	25.0%	$ 247.50	80	$ 19,800.00
1g	JSO Mobile	G442	ADD: O5 CONTROL HEAD	$ 432.00	$ 34,560.00	25.0%	$ 324.00	80	$ 25,920.00
1h	JSO Mobile	G444	ADD: APX CONTROL HEAD SOFTWARE	$ -	$ -	25.0%	$ -	80	$ -
1i	JSO Mobile	G66	ADD: DASH MOUNT	$ 125.00	$ 10,000.00	25.0%	$ 93.75	80	$ 7,500.00
1j	JSO Mobile	W22	ADD: PALM MICROPHONE	$ 72.00	$ 5,760.00	25.0%	$ 54.00	80	$ 4,320.00
1k	JSO Mobile	W432	ADD: AUXILARY SPKR 13W (3.2OHM)	$ 71.50	$ 5,720.00	25.0%	$ 53.63	80	$ 4,290.00
1l	JSO Mobile	G89	ADD: NO RF ANTENNA NEEDED	$ -	$ -	25.0%	$ -	80	$ -
1m	JSO Mobile	G24	ADD: 3 YEAR SERVICE FROM THE START LITE	$ 121.00	$ 9,680.00	0.0%	$ 121.00	80	$ 9,680.00
								Subtotal	**$ 380,990.00**
				Equipment List	**$ 1,016,200.00**		**Discounted Total**		**$ 767,750.00**
							Contract / Shipment of All items as Proposed in 2016 and Trade In of existing Astro Spectra		**$ (146,648.00)**
							Sale Price		**$ 621,102.00**

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