



DATE: 10/17/24

TO: Robert Gleason, Director, Purchasing Division

THRU: Tracy Jackson, Director, Regional Emergency Services & Comr

FROM: Lygia Torres, Information Systems Manager

PROJECT TITLE: Local Government Radio System repairs, support and

REQUISITION NO.

SOURCE/BRAND NAME: Motorola Solutions Inc. Field Services Organi

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST

☒ SOLE SOURCE

☒ SOLE BRAND

☒ ONLY ONE REASONABLE
SOURCE

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

This sole source request is for Motorola Solutions Inc. Field Services Organization (MSI FSO) to provide for the following services for the Local Government 400 MHz Mototrbo Capacity Max Radio System: repairs, support and maintenance services.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Sole Source/Uniqueness

- ☐ Proprietary Item - this vendor/source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- ☐ Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- ☐ Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- ☐ Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.

- ☒ Other/or Additional information - the County requires this sole source purchase for the following reasons.

The Local Government 400 MHz Mototrbo Capacity Max Radio System that provides communications for Broward County agencies such as Parks, Aviation, Port and the School Board has a proprietary closed architecture.

The County requires experienced and knowledgeable technical personnel to repair, support and maintain

Business Case (Only One Reasonable Source¹ or Only One Reasonable Brand)

- ☐ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☒ Other/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:

Considering Motorola FSO's technical expertise, extensive experience with Mototrbo Capacity Max systems, their location in Broward County and County's experience relative to Motorola's historical performance in providing maintenance and support of the system, it is evident that the Motorola FSO is uniquely positioned to be best suited to deliver the required infrastructure repair, support and maintenance services efficiently and effectively.

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$2,000,000.00 Contract length (if applicable): 10 years

Has this commodity or service been previously provided to the County? ☒ Yes ☐ No

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date Motorola Solutions, Inc. I Method of Procurement Sole Source

What is the current contract (Procurement Catalog) or purchase order number? TEC2127535A1_1

Expenditures to date: \$136,705.25

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☒ No

If yes, attach any supporting documentation (e.g., grant agreement).

If this is a sole brand, is there an "authorized" dealers/resellers list? ☐ Yes ☒ No

If yes, provide the manufacturer's "authorized" dealers/resellers list.

¹ Commonly known as Most Reasonable Source



Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

The cost of engaging Motorola FSO directly for these services is lower because the alternative would require using an authorized channel partner who would use Motorola FSO personnel to perform the repair, support and maintenance services and then bill the County for the cost with an adder to cover their overhead. There is also an intangible benefit to using Motorola FSO directly based on their empirical knowledge of County's system gained through their experience in the initial system implementation and continuous provision of support and maintenance since the system was made operational in 2019. We expect that using Motorola FSO for these services will best position the County to maintain continuous operation of the Local Government Radio System.

CERTIFICATION: I have thoroughly researched the sole source, sole brand, only one reasonable source, or only one reasonable brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services".

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084".

Lygia Torres	LYGIA	Digitally signed by LYGIA TORRES	10/17/24
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	Date: 2024.10.17 12:46:19 -04'00'	DATE
		Digitally signed by Brett Bayag for Tracy Jackson	Date: 2024.10.21 12:46:19 -04'00'
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE	

PURCHASING DIVISION USE ONLY

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

<input type="checkbox"/> Sole Source	<input type="checkbox"/> Sole Brand	<input checked="" type="checkbox"/> Only One Reasonable Source/Brand ²	<input type="checkbox"/> Reject
<input checked="" type="checkbox"/> Authorization to Negotiate	<input type="checkbox"/> Standardization	<input checked="" type="checkbox"/> Board Award	

Attachments

<input checked="" type="checkbox"/> Request for Information	<input checked="" type="checkbox"/> Previous Approved Documentation
<input type="checkbox"/> Vendor Letter	

² As per Florida Statute 287.057(3)(c), FLL projects valued ≥\$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

Due to Character Limitation:

- For the complete details in the above sections (II & III), refer to 'Expanded Sections - Reasonable Source Memo' bookmark.

For Purchasing Agent's due diligence, refer to the 'Purchasing Agent Review Information' bookmark.

Purchasing Agent Signature:

Freddy
Florial

Digitally signed by Freddy
Florial
Date: 2024.12.26
13:29:46 -05'00'

Reviewer Title: Purchasing Manager

Reviewer Signature:

SONIA M.
LOVETT

Digitally signed by SONIA
M. LOVETT
Date: 2024.12.30
11:36:02 -05'00'

APPROVAL AUTHORITY

☒ APPROVED

☐ DISAPPROVED

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Title: Director of Purchasing

Signature: Robert
Gleason

Digitally signed by Robert
Gleason
Date: 2025.01.02
14:46:40 -05'00'

Expanded Sections – Sole Source/Sole Brand Memo

Motorola Local Government Radio System Maintenance Agreement

II. Justification: Sole Source/ Uniqueness

The Local Government 400 MHz Mototrbo Capacity Max Radio System that provides communications for Broward County agencies such as Parks, Aviation, Port and the School Board has a proprietary closed architecture. The County requires experienced and knowledgeable technical personnel to repair, support and maintain the Local Government Radio System to ensure continuous operations of the system.

The Motorola Solutions Inc. Field Services Organization, located in Plantation, Florida, has provided for the repairs, support, and maintenance of this system as a third-party contractor under agreement with County's previous LGRS system maintenance provider. MSI FSO was part of the original implementation of Broward County's Local Government Radio System which has been operational since September 2019. Since this time, MSI FSO's technical personnel have successfully complied with the Service Level Agreement in responding to repairs and providing support and maintenance of our system. Motorola is best suited to provider for these services because they are the only company that possesses empirical experience and a detailed knowledge base of County's Local Government Radio System (LGRS) and the significant implications in maintaining it. RESC Communications and Technology Division would like to continue using Motorola FSO team to handle these services.

III. Comparative Market Research:

Vendor Name: Motorola Solutions, Inc. Field Services Organization (MSI FSO)

Purchasing Agent Review Information

Motorola Local Government Radio System Maintenance Agreement

The Office of Regional Communications and Technology (ORCAT) is seeking One Reasonable Source designation to Motorola Solutions Inc. Field Services Organizations to provide repairs, support, and maintenance services for the Local Government 400 MHZ Mototrbo Capacity Max Radio System.

A Request for Information/Notice of Intent to Designate Reasonable Source (RFI) No. GEN2129422F1, was issued from November 21, 2024, through December 3, 2024, to determine if the specified commodity or service is available from multiple providers, or if an alternate is available that would meet the County's needs; no responses were received (Exhibit 1 and 2).

Per the Procurement Code, Sections 21.25(a) and 21.26(b), the Purchasing Agent affirms this request is the subject of an RFI, and the required due diligence has been completed. Therefore, this One Reasonable Source request is being recommended for approval to proceed with the negotiation of an Agreement in estimated value of \$2,000,000, for a potential ten-year term. The resultant negotiated Agreement will be presented to the Board for approval.

GEN2129422F1 - Request for Information (RFI): Motorola Local Government Radio System (LGRS) Maintenance Agreement

BPRO Electronic Procurement System [Back to list](#)



Project Details

Project: Request for Information (RFI): Motorola Local Government Radio System (LGRS) Maintenance Agreement

Ref. #: GEN2129422F1

Department: FASD - Purchasing

Type: RFI

Status: CLOSED

Open Date: Nov 21st 2024, 9:30 AM EST

Questions Due Date: Nov 26th 2024, 5:00 PM EST

Contact Information: Freddy Florial, Latoya Clark Forbes, fflorial@broward.org, lclarkforbes@broward.org

Close Date: Dec 3rd 2024, 2:00 PM EST

Days Left: Submissions are now closed

Contract Duration: Not Applicable (RFQ/RFI)

Contract Renewal: Not Applicable (RFQ/RFI)

Bid Validity: Not Applicable; RFI

Bonding Required: No

Total Amount of Pass-Thru Allowance (Initial Term or Fixed): 0

OESBD Designation Goal Participation Type: No Goal

Goal Assigned Percentage (0 if No Goal): 0

Project Description:

Notice of Intent to Designate Sole Source/Sole Brand:

This Request for Information (RFI) (Notice of Intent to Designate Sole Source) is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity or service is thought to be available from only a sole source (or reasonable source) and is the only commodity/services that meets the County's needs

- The Broward County Office of Regional Communications (ORCAT) is seeking a firm to provide Local Government 400 MHz Mototrbo Capacity Max Radio System repairs, support, and Maintenance services:
- The Local Government 400 MHz Mototrbo Capacity Max Radio System provides communications for Broward County agencies such as Parks, Aviation, Port, and the School Board.
- The County requires experienced and knowledgeable technical personnel to repair, support, and maintain this closed proprietary architecture.

ORCAT is seeking a Reasonable Source approval for Motorola Solutions Inc. Field Services Organizations (MSI FSO). MSI FSO 1) has the technical expertise and extensive experience with Mototrbo Capacity Max systems; 2) their location in Broward County and the County's experience relative to Motorola's historical performance in providing maintenance and support of the system makes MSI FSO uniquely positioned to be best suited to deliver the required infrastructure repair, support, and maintenance services efficiently and effectively.

This RFI will remain posted until closing date and time.

December 2024

prev next

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
OPEN						
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation.

If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable.

The Director of Purchasing shall consider such submittals and notify all submitting vendors (thru the electronic bidding system) of the decision whether to designate as a Sole Source/Brand, which decision shall not be subject to objection, protest, or appeal.

Important Events:

Search					
Status	Event Name	Location	Description	Dates	Mandatory
PASSED	Open Date	Online Portal	Posting date for the Opportunity	Nov 21st 2024, 9:30 AM EST	N/A
PASSED	Questions Due Date	Online Portal	Deadline to submit Questions	Nov 26th 2024, 5:00 PM EST	N/A
PASSED	Close Date	Online Portal	Deadline for Submissions	Dec 3rd 2024, 2:00 PM EST	N/A

Commodity Codes:

NIGP 725 Radio Communication, Telephone, And Telecommunication Equipment, Accessories, And Supplies (See Class 840 For Television Equipment) (Effective 3-1-07 This Class Inactivated For New Use. Refer To Classes, 726, 838 And 839)

NIGP 72518 Emergency Radio/Telephone Systems (911 Dispatch, etc.) Including Accessories (EFFECTIVE 3-1-07 THIS CLASS-ITEM INACTIVATED FOR NEW USE, R TO 838-45)

NIGP 72616 Antennas and Accessories, Radio Only: Brackets, Masts, Mount, Rotators, Standoffs, etc., Including Aircraft, Vehicle and Marine Types

NIGP 72670 Pagers, Radio, Including Parts and Accessories

NIGP 72690 Two-Way Radio Supplies, Parts, and Accessories

NIGP 7269031 PARTS AND ACCESSORIES, MOTOROLA RADIO (MOTOROLA OR EQUAL)

Requested Information:

Listed below are the documents and information needed to complete your submission:

Name	Type	# Files	Requirement
Vendor's RFI Response	File Type: Any (.*)	Multiple	REQUIRED

Document Takers

Search		
Vendors	# Files	Actions
No data available in table		

Interested Contractors

Prime/General Contractors		Subcontractors		
<div>Search</div>				
Vendors	Contact	Email	Phone	Subcontract Services
No data available in table				

Messages

Public Notices (0)

Vendor Discussions (0)

Public Q&A (0)

There is currently nothing to display here.

Create a new Public Notice

Submissions and Prime/Subcontractor Interest

This project is not open for proposal submissions at this time.