

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 09-15-15 Dept./Div.: Police / Support Services Phone: 714-754-5660

Contact: Lt. Keith Davis

Description of Equip./Service Req.: 96 Motorola Hot Red Radios

Recommended Vendor: Motorola Solutions

Address: 6450 Sequence Drive, San Diego, CA. 92121 Phone: 858-442-3979

1. Check reason for sole source request:

- Sole Source:** No other items are known to exist which perform the same function.
- Proprietary:** The item is held under exclusive title, trademark or copyright by a private person or company; a proprietary distributorship would also apply.
- Standardization:** The City requires the item(s) to standardize parts, design, quality, etc. (explain in more detail below)

2. Is the product or service available from other sources?

- Yes
- No

If YES, list name of vendors:

If NO, explain why the product/service is available from only one source:

The replacement radios have been identified by the County of Orange and the specific models are manufactured by Motorola. Because of the number of radios requiring replacement system-wide, Motorola Solutions is offering a one-time promotion of 50% off the list price, referred to as the "Hot Red" promotion, for all participating agencies that purchase these radios by the end of 2015. In this case, Motorola Solutions is considered a sole source vendor, offering a singular-type product necessary to match existing equipment. Only Motorola manufactures the radio specified by the County of Orange for use with the existing 800 MHz system.

3. Can your requirements be modified so that competitive products or services may be used?

- Yes
- No Please explain:

Orange County law enforcement agencies have long benefited from a unique capability to monitor the Orange County law enforcement emergency channel known as the "Red" channel. The Hot Red receiver installed in all front-line vehicles has allowed law enforcement personnel to monitor the Red channel at all times, regardless of what channel they have selected on their primary radio. This allows an officer to hear emergency traffic from other agencies while still communicating with their own dispatch. This capability requires a unique configuration of radio equipment that is not available in a typical off-the-shelf arrangement. The existing Spectra Hot Red radio equipment has reached end-of-life and is no longer supported by Motorola. The Spectra model radio is not upgradable to Project 25 (P25). P25 is a set of standards for digital radio communications for use by federal, state, and local public safety agencies in North America to enable them to communicate with other agencies and mutual aid response teams in emergencies. P25 was established to address the need for common digital public safety radio communications standards for first-responders and homeland security/emergency response professionals. The goal of P25 is to enable

all public safety responders to communicate with each other and thus, achieve enhanced, coordinated, and effective use of communication equipment. Spectra radios must be replaced prior to the countywide system upgrade to P25 in 2018.

When the original contract for the 800 MHz CCCS was awarded to Motorola in 1995, among the many considerations that led to the selection of Motorola's proprietary SmartNet/SmartZone technology was the requirement for certain specialized features including, but not limited to, Dynamic System Management and Fleet Regrouping, which are embedded in both the infrastructure and the subscriber equipment (e.g., mobiles, portables, control stations, etc.). In addition, Motorola equipment is capable of encrypted voice transmission, which is utilized continuously by all law enforcement agencies throughout the Orange County. Only Motorola equipment is capable of encrypted operation on a SmartNet/SmartZone system. Mobile, portable, and fixed station equipment utilized by participating CCCS agencies must be capable of operation on Motorola's SmartZone® technological platform. Only certain Motorola products can be utilized on the 800 MHz CCCS network. To maintain the integrity and performance of the 800 MHz CCCS, and provide the operational capabilities required by various users, the mobile, portable, and fixed station equipment must be upgraded by Motorola Inc., the original manufacturer and supplier of all of the subscriber equipment currently used on the system.

OCSD - Communications & Technology has been working with Motorola to develop a new generation of P25 compatible Hot Red radios to keep this critical capability alive for the law enforcement community in Orange County. Motorola has completed the design of a replacement set of equipment that will duplicate the Hot Red function. Due to the custom configuration of this equipment, the list pricing is considerably higher than a single APX6500 mobile radio. OCSD - Communications & Technology has been working with Motorola to bring the pricing down and Motorola agreed to a limited time promotion reducing the list price by 50%. The promotion is available only until November 30, 2015.

4. How does the recommended vendor's prices or fees compare to the general market?

Favorable

Dept./Div. Head's Signature: _____ Date: _____

Purchasing Supervisor's Signature: _____ Date: _____

Purchasing Officer's Signature: _____ Date: _____