

JUSTIFICATION FOR SOLE SOURCE REQUEST

Date: 08-30-16 Dept./Div.: Police / Support Services Phone: 714-754-5660

Contact: Lt. Keith Davis

Description of Equip./Service Req.: Motorola Mobile 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 40% off the list price, referred to as the "2016 PROMO", for all participating agencies that purchase these radios by the end of 2016. 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 and pending upgrade.

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

- Yes
- No Please explain:

Orange County agencies have long benefited from a unique capability to monitor and communicate on a countywide radio system. This capability requires a unique configuration of radio equipment that is not available in a typical off-the-shelf arrangement. The existing Spectra 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 public safety agencies throughout 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 radios. Motorola has completed the design of a replacement set of equipment. Due to the custom configuration of this equipment, the list pricing is considerably higher than a single APX 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 40%. The promotion is available only until November 25, 2016. An additional \$50,000 will be discounted on orders received prior to October 7, 2016.

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: _____