

ATTENDANCE LOG

Pre-Proposal Meeting

Date: 6/20/2022

RFP\_2022\_002 - P25 Public Safety

	NAME	REPRESENTING	MAILING ADDRESS	TELEPHONE	E-MAIL
1	Douglas Baker	Bakers communications	PO 3179 lake city FL 32056	386 752 6494	Doug@4Bakers.net
2	Justin Baker	Bakers Communication	11	11	Justin@4Bakers.net
3	Keith Gaston	L3 HARRIS	3800 ESPANAOE WAY SUITE 190 TALLAHASSEE, FL 32311	904-960-6787	KEITH.GASTON@L3HARRIS.COM
4	BRIAN ROBERTS	TAIT		281-636-0524	BRIAN.ROBERTS@TAITCOMMUNICATIONS.COM
5	PETER UNGAR	TAIT	BOX 822204 NRH TX 76182	11	PETER.UNGAR@TAITCOMMUNICATIONS.COM
6	Ed Gray	AMP	90 N. Pioneer 19008 Ave, Shaverfork PA	570 696 3100	Ed.Gray@ampcs.com
7	Devin McAfee	Aviat networks	555 Parker Drive Austin, TX.	514-756-7112	devin.mcafee@aviat.net.com
8	Steve Fisher	CI	4450 USA Venue Beach FL	772-978 4105	sfisher@Ask4CI.com
9	Manu Pachew	CI	Tampa, FL	(813) 750-3885	mpachew@Ask4CI.com
10	ROBERT WEBB	TRI-CO	79 S OTIS. LECANTO, FL	352 601 7114	ROBERT.WEBB@TRI-CO-US.
11	Cory Leverett	Tri-co	719 S. Otis Ave Lecanto, FL 34461	352-322-0853	Cory.Leverett@tri-co.us

ATTENDANCE LOG

	Name	Represent	Address	Phone	Email
12	Mark Davis	Avia	200 Parker Dr Austin, TX	770,757 1052	mark.davis@ avinet.com
13	SEB MCDONALD	CI	7790 PROFESSIONAL PLACE TAMPA, FL 33637	813 503 8389	SMALDONALD@ASK4CI.COM
14	THOMAS BRADLEY	MOTOROLA	233 Starvation Run Nevada Va. 24121	804-314-8650	thomas.bradley@motorola.com
15	ANDY DENT	MOTOROLA SOLUTIONS	5033 NW 121ST DR CORAL SPRINGS, FL 33076	954-632-9640	ANDREW.DENT@ MOTOROLA SOLUTIONS.COM
16	Bryan Hoche	Williams Communication	5046 Tennessee - Capital bldg Tallahassee FL 32303	850-980-6042	bhoche@wms.com
17	Phil Taylor	Williams Communication	5046 Tennessee Capital BLVD Tallahassee FL 32303	469-978 6070	ptaylor@wms.com
18					
19					
20					
21					
22					
23					

# Tabulation Sheet

**Agency Name** Levy County Board of County Commissioners

**Bid Number** RFP-RFP\_2022\_002-0-2022/AT

**Bid Name** P25 Public Safety Voice Radio Communications System

**Bid Due Date** 07/25/2022 14:00:00 Eastern

**Bid Opening** **Closed**

3 responses found.

✓ online, 
 ✉ offline, 
 ● not submitting, 
 ⚠ not received

Company	Responded	Address	Bid Amount	Alt Bid Amount	Declared Attributes	Documents	Sent
<b>Complete</b>							
1.	Communications International, Inc.	07/25/2022 12:55:35 Eastern	4450 N US HWY 1, Vero Beach, FL, 32967	\$0.0000	0.0000		Bid Document   ✓
2.	Motorola Solutions, Inc.	07/25/2022 10:24:22 Eastern	401 E Las Olas Boulevard, 16th Floor, Fort Lauderdale, FL, 33301	\$0.0000	0.0000		Bid Document   ✓
3.	Williams Communications Inc.	07/24/2022 18:14:53 Eastern	5046 Tennessee Capital Boulevard, Tallahassee, FL, 32303	\$0.0000	0.0000		Bid Document   ✓

LEVY COUNTY BOARD OF COUNTY COMMISSIONERS  
PROPOSAL ATTENDANCE SHEET

DATE: 7/25/2022

TIME: 2:00 P.M.

PROPOSAL IDENTIFIER: RFP\_2022\_002 – P25 Public Safety Voice Radio Communications System

STAFF IN ATTENDANCE:

PRINT NAME	SIGNATURE	DEPARTMENT
Ali Tretheway	<i>Ali Tretheway</i>	Procurement
Mick Logan	<i>Mick Logan</i>	911
Mitch Harrell	<i>James B. Harrell</i>	DPS
Wilbur F Dean	<i>W.F. Dean</i>	Board Officer

PROPOSER IN ATTENDANCE:

PRINT NAME	SIGNATURE	COMPANY

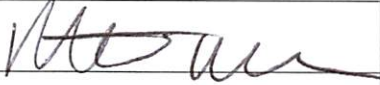



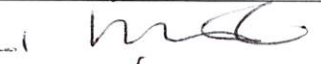

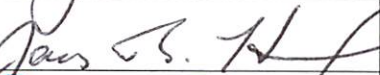

~~STAFF~~ STAFF IN ATTENDANCE:

PRINT NAME	SIGNATURE
B. Sparkman	<i>B. Sparkman</i>

P25 PROJECT PROPOSAL REVIEW

September 26, 2022, 10:00 AM

SIGN-IN SHEET

NAME	DEPARTMENT OR COMPANY	SIGNATURE
Matt Weldon Clayton Drew	BOCC DPS	 
B. Beachamp	SO	
F. Almeida	LCS	
Maria Pacheco	Communications Interpretive	
Joe Foco	Communication Inc	
Mitch Harris II	DPS	
Alicia Tretkewy	procurement	

RFP\_2022\_002

P25 - PROJECT

EVALUATION TOTAL SHEET

COMPANY NAME: COMMUNICATIONS INTERNATIONAL

CRITERIA	MAIXIMUM POINTS 100	EVALUATOR 1	EVALUATOR 2	EVALUATOR 3	EVALUATOR 4
2.5.1	5	5	5	5	4
2.5.2	5	5	4	5	5
2.5.3	5	5	5	5	5
2.5.4	5	5	5	5	5
2.5.5	30	29	30	28	25
2.5.6	10	10	10	8	10
2.5.7	10	10	10	10	8
2.5.8	5	5	5	5	5
2.6	25	25	25	25	23
	100				
EVALUATORS TOTALS:		99	99	96	90
					384
EVALUATION SCORE *(TOTAL POINTS DIVIDED BY NUMBER OF EVALUATORS 4)*				4	96

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P25 - PROJECT

EVALUATION TOTAL SHEET

COMPANY NAME: MOTOROLA

CRITERIA	MAIXIMUM POINTS 100	EVALUATOR 1	EVALUATOR 2	EVALUATOR 3	EVALUATOR 4
2.5.1	5	2	5	4	5
2.5.2	5	5	5	5	5
2.5.3	5	5	5	5	5
2.5.4	5	5	5	5	5
2.5.5	30	27	27.5	25	25
2.5.6	10	9	9	9	8
2.5.7	10	9	9	9	6
2.5.8	5	5	5	5	3
2.6	25	24	12.5	20	18
	100				
EVALUATORS TOTALS:		91	83	87	80
					341
EVALUATION SCORE *(TOTAL POINTS DIVIDED BY NUMBER OF EVALUATORS 4)*				4	<b>85.25</b>

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P25 - PROJECT

EVALUATION TOTAL SHEET

COMPANY NAME: WILLIAMS COMMUNICATIONS

CRITERIA	MAIXIMUM POINTS 100	EVALUATOR 1	EVALUATOR 2	EVALUATOR 3	EVALUATOR 4
2.5.1	5	2	5	3	5
2.5.2	5	5	5	5	5
2.5.3	5	5	5	5	5
2.5.4	5	5	5	5	5
2.5.5	30	20	27.5	20	20
2.5.6	10	8	9	7	5
2.5.7	10	9	9	9	6
2.5.8	5	5	5	5	3
2.6	25	20	10	15	16
	100				
EVALUATORS TOTALS:		79	80.5	74	70
					303.5
EVALUATION SCORE *(TOTAL POINTS DIVIDED BY NUMBER OF EVALUATORS 4)*				4	<b>75.88</b>



# Levy County, FL

## Radio System RFP Response Reviews



September 12, 2022



# Agenda

- RFP responses
- *FE* findings
- Questions
- Next Steps



# Proposals Received

- **Communications International (Ci)**
  - L3H System Integrator
  - L3H designated Regional Center of Excellence
- **Motorola Solutions Inc. (MSI)**
- **Williams Communications Inc. (WCI)**
  - L3H System Integrator



# RFP compliance

- All proposals appear technically compliant with RFP
- Each proposer offered cost reduction options with varying levels of detail
  - Ci included letter from DMS (State) outlining the potential for cost savings
  - MSI proposed several different cost sharing options and supporting details
  - WCI proposed lifecycle cost reductions without supporting details or letter from the DMS
- Each proposal will require clarifications during contract negotiations



# Key System Differences

- Sites - All vendors proposed use of the existing six sites and six channels as depicted in the RFP.
- System Control Equipment - Ci and Williams provided geographically separate locations for their core servers whereas Motorola's core (Master Site) contains redundant equipment in a single location.
- Simulcast and Voting Operation - All vendors proposed redundant simulcast and voting equipment geographically separated. The L3Harris equipment proposed by Ci and Williams performs these functions via software (Distributed Control Point) within the base stations whereas these functions are performed by separate dedicated equipment in a Motorola system.
- RF Site Base Stations - Ci proposed L3Harris new Two47 base stations, which is a new, recently launched product. Williams proposed L3Harris MastrV stations but, stated that the MastrV stations could be upgraded to Two47 stations at no additional cost. Motorola proposed their GTR8000 stations. All vendors proposed single TX and RX antenna systems.
- Channels - All vendors proposed the required six P25 phase 2 (TDMA) channels. All vendors included phase 1 (FDMA) and Phase 2 (TDMA) operation.
- Interoperability Gateways - Did not find reference within Ci's proposal to the multiband control station required within the dispatch center. Motorola's block diagram drawing included the multiband console and Williams' price pages included 7 multiband control stations. All vendors included the interop gateways at each RF site with each containing 8 ports.
- DC Power - All vendors proposed DC power plant equipment providing 2-hour runtime.



# Key Backhaul Differences

- Microwave Backhaul - Ci and Motorola proposed similar microwave networks with the main difference being the size of the dishes.
  - Ci proposed six-foot main dishes with three-foot diversity dishes on all towers.
  - Motorola proposed a combination of eight foot and six-foot dishes at all sites except for the Chiefland site where ten foot and six-foot dishes were proposed for the link to Cedar Key.
    - Larger dishes provide higher gain and better theoretical performance but create more tower loading as well.
  - Williams proposed single six-foot dishes on all towers utilizing a 2+0 configuration where two radios are provided for each hop using different frequencies and lower modulations.
    - Williams is proposing frequency diversity where the other vendors proposed path diversity.
  - Space diversity is typically more resilient than frequency diversity but also creates more tower loading. All vendors proposed the same path/site constellation.
    - Williams proposed a redundant link between the dispatch center and Gulf Hammock site via a passive repeater at the Bronson Site.



# Key Coverage Differences

- All vendors provided a coverage guarantee meeting the RFP requirement of 95% portable on the street.
- Ci noted a single location on the critical building list as not having the required 12 dB signal margin.
- Motorola provided a coverage guarantee of 98% mobile and 96% portable on street as well as within critical buildings (limited to 12 dB)
  - Also indicated that if 800 MHz Non-NPSPAC frequencies were utilized, coverage guarantees could be improved to mobile -98% and portable outdoors to 97%.
- WCI proposal included the use of 800 MHz Non-NPSPAC frequencies. 700 MHz coverage information was not provided.
  - Noted that coverage was provided to portables using 1/4 wave antennas.
  - Coverage guarantees provided are: 96% Portable outdoors 1/4 wave on hip, 95% portable indoors within 6 dB buildings, 98% mobile unity antenna, 95% portable within 20 dB buildings, 1/4 wave for cities of Bronson, Cedar Key, Chiefland, Inglis, and Williston. All critical buildings and fire stations covered



# Key Project Management Differences

- All vendors claimed compliance with all installation items contained within the compliance matrix.
- WCI proposal was the most lacking in details, Motorola provided the most information, Ci's detail level was in between these.
- Motorola provided the most information related to site and civil work.
  - Assumed a new and larger generator at the Bronson site and providing services to relocate the existing generator to the Gulf Hammock site.
  - Motorola included, "install up to 3 antennas for the RF system". Motorola to clarify if the third antenna is for the multiband control station or if they are expecting diversity receive antennas. No related info found.
- Schedule
  - Williams' schedule appears too aggressive, and some items appear to start too early, and dependencies appear to be incorrect.
  - Motorola's schedule is a bit more realistic with the Ci schedule being closest to achievable given current market conditions and supply chain issues.





# Key Cost Differences

TABLE C.1.A - RADIO SYSTEM PRICE SUMMARY	Ci	Motorola	Williams
SYSTEM EQUIPMENT, SERVICES AND CIVIL DEVELOPMENT TOTAL	\$ 5,004,441.31	\$ 4,048,013.92	\$ 4,707,038.51
SUBSCRIBER DEVICES DISCOUNTED PROPOSAL TOTAL	\$ 2,459,921.98	\$ 3,741,171.51	\$ 4,287,264.72
TOTAL BASE PROPOSAL PRICE	\$ 7,464,363.29	\$ 7,789,185.42	\$ 8,994,303.22
PROPOSED LIFECYCLE SUPPORT (Year 4 - 10)	\$ 2,502,285.04	\$ 1,990,476.72	\$ 2,048,244.15
10 Year TOTAL COST OF OWNERSHIP	\$ 9,966,648.34	\$ 9,779,662.14	\$ 11,042,547.37

- **Potential Cost Savings**

- Ci detailed that a partnership with SLERS would result in undefined cost savings. Ci also provided a letter from DMS where the State was open to this discussion.
- Motorola provided several cost sharing options, e.g., shared core with Citrus County, remove Williston site, reducing coverage testing requirements, etc. for a potential capital cost reduction of ~\$1.5M
- WCI proposed that the State of Florida would pay for County's site maintenance costs (est. @ \$2.4M) if the County allows SLERS users to utilize the Levy sites. Williams did not include a letter from the State and no detail was provided on how the proposed savings were calculated.



# Next Steps

- Evaluate proposals based on scoring matrix.

Evaluation		
Item	Category	Max Points
2.5.1	Executive Summary	5
2.5.2	Organization Information	5
2.5.3	Experience	5
2.5.4	Compliance Matrix	5
2.5.5	Proposed Design	30
2.5.6	Project Management, Implementation, and Migration	10
2.5.7	Warranty, Maintenance and Support	10
2.5.8	Additional Information	5
2.6	Pricing	25
	TOTAL	100

- Optional - Request presentations from proposers evaluated as in the competitive range
- Issue notice of intent to award
- Begin contract negotiations



# *Thank You!*

**Brad Barber**

**V.P., Special Projects**

**Email: [bbarber@fedeng.com](mailto:bbarber@fedeng.com)**

**Phone: 850-377-7707**



**TABLE C.1 - TOTAL PRICE SUMMARY**

TABLE C.1 provides a summary of the Total Base Proposal Price. Enter subsystem category totals from TABs C.2 - C.5

**TABLE C.1.A - RADIO SYSTEM PRICE SUMMARY**

	<b>Ci</b>	<b>Motorola</b>	<b>Williams</b>
<b>System Equipment (TAB C.2)</b>	<b>Discounted Price</b>	<b>Discounted Price</b>	<b>Discounted Price</b>
System Control Equipment, Software, and Licensing	\$ 724,035.67	\$ 626,020.70	\$ 374,607.64
Simulcast & Voting Equipment, Software, and Licensing	\$ 183,814.50	\$ 485,925.60	\$ 193,800.00
Radio Frequency (RF) Site Equipment, Software, and Licensing	\$ 2,016,334.28	\$ 1,692,049.32	\$ 2,042,017.80
Network Management Equipment, Software, and Licensing	\$ 58,833.05	\$ 88,358.30	\$ 125,454.07
Dispatch Equipment	\$ 450,289.65	\$ 599,257.77	\$ 473,493.70
Microwave Backhaul System	\$ 636,085.06	\$ 950,880.78	\$ 1,117,950.06
Other Equipment, Software, and Licensing	\$ 1,353.75	\$ -	\$ 174,198.44
Spare Equipment	\$ 105,891.76	\$ -	\$ 77,741.55
<b>TOTAL EQUIPMENT PRICE</b>	<b>\$ 4,176,637.70</b>	<b>\$ 4,442,492.47</b>	<b>\$ 4,579,263.27</b>
<b>System Services (TAB C.3)</b>			
System Installation Services	\$ 1,531,066.71	\$ 928,196.62	\$ 847,984.00
System Engineering Services	\$ 400,999.00	\$ 940,408.08	\$ 289,810.00
Project Management	\$ 327,976.00	\$ 403,274.87	\$ 184,800.00
System Training	\$ 131,200.00	\$ 57,227.27	\$ 113,450.00
Warranty Services	\$ -	\$ -	\$ 353,028.00
Performance Bond	\$ 48,000.00	\$ 65,607.00	\$ 133,060.00
<b>TOTAL SERVICES PRICE</b>	<b>\$ 2,439,241.71</b>	<b>\$ 2,394,713.85</b>	<b>\$ 1,922,132.00</b>
<b>Civil Development (TAB C.4)</b>			
Existing Site Improvements	\$ 652,613.75	\$ 1,110,807.60	
Greenfield Site Equipment		\$ -	
Greenfield Site Implementation Services		\$ -	
	\$ -	\$ -	
<b>TOTAL CIVIL DEVELOPMENT PRICE</b>	<b>\$ 652,613.75</b>	<b>\$ 1,110,807.60</b>	<b>\$ 511,462.24</b>
<b>SYSTEM DISCOUNTS</b>			
Discount, If Applicable	\$ (2,264,051.85)	\$ (3,550,000.00)	\$ (2,305,819.00)
Trade-in Value, If Applicable		\$ (350,000.00)	
<b>SYSTEM EQUIPMENT, SERVICES AND CIVIL DEVELOPMENT TOTAL</b>	<b>\$ 5,004,441.31</b>	<b>\$ 4,048,013.92</b>	<b>\$ 4,707,038.51</b>

**TABLE C.1.B - SUBSCRIBER DEVICES PRICE SUMMARY**

<b>Subscriber Equipment (TAB C.5)</b>	<b>Discounted Price</b>	<b>Discounted Price</b>	<b>Discounted Price</b>
Portable Radios	\$ 1,619,002.67	\$ 2,131,332.99	\$ 1,839,865.00
Mobile Radios & Control Stations	\$ 1,886,603.26	\$ 1,458,627.68	\$ 2,393,195.71
Others	\$ 67,205.70	\$ 151,210.84	\$ 54,204.00
<b>TOTAL SUBSCRIBER DEVICES PRICE</b>	<b>\$ 3,572,811.62</b>	<b>\$ 3,741,171.51</b>	<b>\$ 4,287,264.72</b>
Discount, If Applicable	\$ (1,112,889.64)		
<b>SUBSCRIBER DEVICES DISCOUNTED PROPOSAL TOTAL</b>	<b>\$ 2,459,921.98</b>	<b>\$ 3,741,171.51</b>	<b>\$ 4,287,264.72</b>
<b>TOTAL PROPOSAL PRICE</b>	<b>\$ 7,464,363.29</b>	<b>\$ 7,789,185.42</b>	<b>\$ 8,994,303.22</b>
<b>PROPOSED LIFECYCLE SUPPORT (Year 4 - 10)</b>	<b>\$ 2,502,285.04</b>	<b>\$ 1,990,476.72</b>	<b>\$ 2,048,244.15</b>
<b>10 Year TOTAL COST OF OWNERSHIP</b>	<b>\$ 9,966,648.34</b>	<b>\$ 9,779,662.14</b>	<b>\$ 11,042,547.37</b>
<b>COST OPTIONS</b>			

Ci detailed that a partnership with SLERS would result in cost savings. Items mentioned included using exchanging leased site costs to offset ongoing system maintenance e costs, SLERS covering software upgrades, system maintenance and NOC use. Ci also provided a letter from DMS where the State was open to this discussion.	TBD ?		
Motorola proposed a Shared core option. Levy County would not purchase a Master site and would utilize the Citrus County Master site.		\$	(639,351.95)
The use of Citrus County's Master Site will require connectivity between the Levy simulcast cell and Citrus County. Motorola provided annual costs for leased connections.		\$	40,821.22
Motorola provided a costs savings if removing the Williston RF Site		\$	(759,119.95)
Motorola provided a costs savings if increasing test tiles from 1/4 mile to 1/2 mile tiles.		\$	(255,883.64)
Motorola cost for implementing 800 MHz Non-NPSPAC design with TSB-88 portable specifications		\$	19,708.43
Williams proposed that the State of Florida would pay for all of the County's site maintenance costs if the County allows for SLERS users to utilize the Levy sites. It was also stated that the State would expand the Levy County channel counts. Williams did not include a letter from the State and there was no detail provided on how the proposed savings were calculated.			\$ (2,401,272.15)
	\$	9,966,648.34	\$
			8,185,836.25
			\$
			8,641,275.22