



**DEPARTMENT OF FINANCE & BUDGET
PURCHASING OFFICE
INTEROFFICE MEMORANDUM**

TO: Board of County Commissioners

VIA: Terry Shannon, County Administrator *THS*
Tim Hayden, Director, Department of Finance & Budget *TH*

FROM: Roberta L. Baker, Purchasing Officer *R. Baker*

DATE: February 18, 2016

SUBJECT: RFP Number – Purch 2015-078
Design, Delivery, Installation, and Testing Public Safety Radio System
AWARD RECOMMENDATION

Background. The purpose of this contract is to provide a Project 25 (P25) compliant land mobile radio system and a 20-year lifecycle, maintenance, and support of the system. Calvert County currently owns a five site, five channel analog 800 MHz system which was designed and constructed in the mid-1990s and is the oldest 800 MHz system in the State of Maryland. The new system will be state-of-the-art to provide reliability, redundancy, and improved interoperability. On October 1, 2013, the Board awarded a contract to Altairis Technology Partners, LLC as the consultant to develop specifications for a new P25 compliant Public Safety 800 MHz radio system. A Request for Proposal (“RFP”) with over 6,000 requirements was released on May 5, 2015. Two proposals were received by the due date, August 6, 2015 and distributed to the Evaluation Committee for review and evaluation. (See attached acknowledgement of receipt of proposal.)

Discussion. The two proposals were reviewed by an evaluation committee consisting of members from Public Safety, Control Center, Sheriff’s Office, Fire/Rescue/EMS, Technology Service, County Attorney’s Office, Finance & Budget, and Purchasing Office in conjunction with the County’s consultant, Altairis Technology Partners, LLC. Proposals were evaluated on the basis of responsiveness to the RFP demonstrating the companies’ understanding of, approach to, and overall compliance with the technical requirements, past experience providing relevant services, qualification of staff members, adequacy of personnel, overall compliance with commercial terms and conditions, project implementation, knowledge of frequency and regulatory coordination, financial stability, and price. Interviews were conducted and evaluated. In addition, best and final offer meetings were conducted with both companies.

After review and careful consideration of the proposals, it was determined to be in the County’s best interest to make an award to the most responsive, responsible bidder, Motorola Solutions, Inc. to include the 20-year lifecycle, maintenance, and support of the system. The cost for maintenance will increase the general fund budget by approximately \$200,000 - \$300,000 per fiscal year. These costs will start one year after final system acceptance.

Recommendation. It is recommended the Board award this contract to Motorola Solutions, Inc., Shamburg, Illinois, based on staff findings in accordance with the criteria as set forth at Section 6-101 of the Code of Public Local Laws (see Attachment A) in the amount of \$21,419,906.00 for the radio system and with a commitment for the 20-year lifecycle, maintenance, and support of the system contingent upon appropriation of funds.

Fiscal Impact. Funding for the radio system is available in the Public Safety System/800MHZ System account (4039). Funding for the 20-year lifecycle, maintenance, and support will be allocated in the Control Center Radio Maintenance account (115-27505).

Coordination

Jackie Vaughan, Director
Department of Public Safety

Initials and Date

Jackie Vaughan / *TH*

Department of Public Safety 800 MHz Radio System Presentation

March 1, 2016



Department of Public Safety

800 MHz Radio System

- **Purpose of presentation:**
 - Present the Board of County Commissioners with an update of the bid process for the upgrade and replacement of the Public Safety 800 MHz Radio System
 - Request support from the Board of County Commissioners on the contract award that is on your agenda today

Department of Public Safety

800 MHz Radio System

- The **most important communications system** in Calvert County
- Ensures reliable radio communications between 911 Center and emergency responders in the field, during the worst of times, when all other commercial-grade services (i.e. cell phones) are unreliable

Department of Public Safety

800 MHz Radio System

Purpose continued:

- Provides the most efficient manner for instant communications between hundreds of first responders
- Ensures that mutual aid supporters arriving to assist in a disaster are able to communicate immediately and directly with County emergency personnel

Department of Public Safety

800 MHz Radio System

- Current system has been operational in 1997
- Five tower sites
- Provided only in-street level radio coverage
- Five channels-limited to four simultaneous radio calls
- Calvert County has maximized its useful life of the current system

Department of Public Safety

800 MHz Radio System

- **Process taken to achieve award recommendation:**
 - Released RFP May 5, 2015
 - Bids returned August 6, 2015
 - Three rounds of technical questions/bidder revisions and clarifications

Department of Public Safety

800 MHz Radio System

- **Process taken to achieve award recommendation continued:**
 - Completion of technical review December 18, 2015; pricing opened
 - Two rounds of pricing questions/bidder revisions and clarifications

Department of Public Safety

800 MHz Radio System

- **Process taken to achieve award recommendation:**
 - Final revised submittals received January 8, 2016
 - Two-step Best and Final Offer process
 - Completion of evaluation February 18, 2016
 - Award recommendation to BOCC March 1, 2016

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - Highly Reliable Radio Coverage
 - Expansion from five sites to ten sites— replace the existing 5 towers with 5 new towers
 - Coverage design and testing to industry standards

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - 95% 8 dB Residential Coverage county-wide
 - 95% 12 dB Critical Coastal Coverage Band
 - 95% 20 dB Commercial Building Coverage in all town centers
 - 95% coverage in all 71+ Critical Buildings

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - 10-site, 10-channel Motorola P25 FDMA/TDMA digital system with voice encryption
 - Provides channel capacity for future growth
 - New VHF Fire Voice Paging Subsystem

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - New Dispatch equipment in 911 Centers and Mobile Command Vehicle
 - Automatic vehicle/personnel location

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - Reliable short-term and long-term emergency back-up power
 - Microwave path designs to 99.9999% availability
 - Enhancements to site security and access control
 - Encrypted voice capability for high security communications

Department of Public Safety

800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - Highly reliable System design with secure operations
 - County will now be in total control of system operation and reliability. No longer dependent on commercial-grade towers, communication shelters, generators and associated restoration response times

Department of Public Safety 800 MHz Radio System

- **What does Calvert County achieve with this project:**
 - Continued or Enhanced Interoperability with neighboring jurisdictions

Department of Public Safety

800 MHz Radio System

- **20-year System Maintenance and Life-Cycle Support Plan continued:**
 - Protection against technological obsolescence
 - Fixed Operating and Maintenance costs for 20-year lifecycle
 - Maintains new system infrastructure (break-fix)
 - Provides all annual upgrades in software, firmware and hardware equipment, as required

Department of Public Safety 800 MHz Radio System

- **20-year System Maintenance and Life-Cycle Support Plan continued:**
 - Maintains all 1100+ portable and mobile radios
 - Provides dedicated service support

Department of Public Safety

800 MHz Radio System

- **Transition and Migration Plan**
 - Additional radio channels strategically secured in 2014 will provide for a graceful and controlled cutover while providing channel capacity for the future
 - Minimizes impact to County radio system users
 - Minimizes impact to mutual aid supporter agencies

Department of Public Safety 800 MHz Radio System

- **Additional benefits to Calvert County:**
 - Maximizes the re-use of County capital assets
 - Reliability of radio system no longer depends on commercial service providers
 - Potential partnerships to share tower sites with State of Maryland

Department of Public Safety

800 MHz Radio System

- **Next steps after award:**
 - Contract execution March 15, 2016
 - Tower construction Nov 2016-May 2017
 - *Critical Path* - Radio coverage testing Summer 2017 with full foliage conditions
 - Project completion December 31, 2017

Department of Public Safety

800 MHz Radio System

In closing the Calvert County 800 MHz radio team requests support from the Board of County Commissioners by approving the recommendation before you today.

Questions?


Comments?

ATTACHMENT A

1. The ability, capacity, and skill of the Bidder to perform the Contract or provide the services required. **The most responsive, responsible bidder represents that it has been in business, doing the type of work prescribed, since 1928, and its customers have been very satisfied with their work.**
2. Whether the Bidder can perform the Contract or provide the service promptly, or within the time specified, without delay or interference. **The most responsive, responsible bidder represents it has sufficient resources to perform the service within the time specified and without delay or interference. No references gave staff reason to disavow this.**
3. The character, integrity, reliability, reputation, judgment, experience and efficiency of the Bidder. **The most responsive, responsible represents it has the highest character, integrity, reputation, judgment, experience, and efficiency. No references gave staff reason to disavow this.**
4. The quality of performance of previous contracts or services. **The most responsive, responsible bidder represents it has performed similar services for others with the highest quality. No references gave staff reason to disavow this.**
5. The previous and current compliance by the Bidder with laws and ordinances relating to the Contract. **The most responsive, responsible bidder represents it has complied with and continues to comply with laws and ordinances relating to this service. Neither research nor references gave staff reason to disavow this.**
6. Whether the Bidder is in arrears to Calvert County Government on any debt or contract, is in default on any surety to Calvert County Government, or is delinquent as to any taxes or assessments. **The most responsive, responsible bidder represents it is not in arrears to the County on any debt or contract, nor is it in default on any surety to the County, nor is it delinquent as to any taxes or assessments. No research gave staff reason to disavow this.**
7. Any other information that may have a bearing on the decision to award the Contract. **The staff's review of the most responsive, responsible bidder's submission did not reveal any other information which may have a bearing on the decision to award, but welcomes the Board's input in this regard.**

RFP NUMBER - PURCH 2015-078
DESIGN, DELIVERY, INSTALLATION, AND TESTING
PUBLIC SAFETY DIGITAL TRUNKED AND CONVENTIONAL ANALOG RADIO SYSTEM
AND ASSOCIATED EQUIPMENT, SUBSYSTEMS, AND SERVICES

Due Date/Time: Thursday, August 6, 2015 by 2:00 p.m.

ACKNOWLEDGEMENT OF RECEIPT			
Bidder	Location	Date/Time Received	Purchasing Staff Initials
Harris Corporation	Melbourne, FL 32919	08/5/15 10:50 a.m.	
Motorola Solutions, Inc.	Columbia, MD 21046	08/06/15 1:38 p.m.	