

PURCHASING DEPARTMENT

Madison County Board of Supervisors 146 West Center Street Canton, MS 39046 / 601-855-5534 kesha.buckner@madison-co.com

October 7, 2019

To:

Board of Supervisors

From:

Kesha Buckner, Purchasing Clerk

Subject:

Purchase of Motorola Solution Radios

Emergency Management Director Albert Jones has requested purchase of MSWIN radios using State Contract procedures. The MSWIN State Contract was negotiated by the Department of Information Technology Services and is contract number MSWIN 3429.

These radios will be assigned to the Sheriff Department

Please consider authorization of this purchase using State Contract pricing on the (2) two quotes that are attached from Motorola Solutions.

- 1 APX 6500 radio, including programming \$5,045.25
- 1 APX 6500 radio, including programming \$4,361.00

Attachments: (2) two quotes



Karl Arndt Account Executive

karl.arndt@motorolasolutions.com

Prepared for: Sheriff Tucker Company: Madison SO

Contact:

Date 8/20/2019

Quote# MCSO82019a

MSWIN 3429 Contract Pricing

Qty	Model	Description	A	Un	it List	Ext	List	Unit MSWIN 3429	MS	SWIN3429 Total
		APX 6500 REMOTE MOUNT with 0	13 H	AND	HELD CONTR	OL H	EAD	《加拉州法律》		
1	M25URS9PW1 N	APX6500 7/800 MHZ MID POWER MOBILE	T	\$	2,438.00	\$	2,438.00	\$ 800.65	\$	800.65
1	G444	ADD: APX CONTROL HEAD SOFTWARE		\$	-	\$	-	\$ -	\$	-
1	G174	ADD: ANT 3DB LOW-PROFILE 762-870		\$	43.00	\$	43.00	\$ 36.55	\$	36.55
1	G90	ADD: NO MICROPHONE NEEDED	T	\$	-	\$	-	\$ -	\$	_
1	B18	ADD: AUX SPKR 7.5 WATT	T	\$	60.00	\$	60.00	\$ 51.00	\$	51.00
1	G78	ADD: 3Y ESSENTIAL SERVICE	T	\$	168.00	\$	168.00	\$ 168.00	\$	168.00
1	G806	ADD: ASTRO DIGITAL CAI OPERATION	T	\$	515.00	\$	515.00	\$ 437.75	\$	437.75
1	G361	ENH: P25 TRUNKING SOFTWARE APX		\$	300.00	\$	300.00	\$ 255.00	\$	255.00
1	G51	ENH: SMARTZONE OPERATION	T	\$	1,200.00	\$	1,200.00	\$ 1,020.00	\$	1,020.00
1	QA01648	ADD: ADVANCED SYSTEM KEY: HARDWARE KEY		\$	5.00	\$	5.00	\$ 4.25	\$	4.25
1	GA00580	ADD: TDMA OPERATION		\$	450.00	\$	450.00	\$ 382.50	\$	382.50
1	G72	ADD: APX 03 HANDHELD CH	T	\$	946.00	\$	946.00	\$ 804.10	\$	804.10
1	G170	ENH: RADIO TRACE	T	\$	75.00	\$	75.00	\$ 63.75	\$	63.75
1	G996	ENH: OVER THE AIR PROVISIONING	Т	\$	100.00	\$	100.00	\$ 85.00	\$	85.00
1	G67	ADD: REMOTE MOUNT MID POWER	T	\$	297.00	\$	297.00	\$ 252.45	\$	252.45
1	G843	ADD: AES ENCRYPTION	T	\$	475.00	\$	475.00	\$ 403.75	\$	403.75
1	W969	ADD: MULTIKEY	Т	\$	330.00	\$	330.00	\$ 280.50	\$	280.50

Notes Notes	
No programming/installation services are included.	7 -
	- 1

Equip Total @ MSWIN3429 Pricing	\$	5,045.25
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 Created By:
 mswin3429
 Cart Name:
 Currency:
 USD

 Created On:
 01 Oct 2019
 Contract:
 MSWN DIRECT

1. APX6500 03 REMOTE 3DB LP PACKAGE 8 TAB 3

Earliest Available Ship Date	Available	List Price	Your Price	Qty	Extended Price
12 Nov 2019	N	6,597.00	4,361.00	1	4,361.00

Package Consists Of

>> Model No. M25URS9PW1AN	APX6500 7/800 MHZ MID POWER MOBILE

>> Model No. M25URS9PW1AN	APX6500 7/800 MHZ	MID POWER MOBIL	E	
	List Price	Your Price	Qty	Extended Price
	6,597.00	4,361.00	1	4,361.00
Configuration				
1. M25URS9PW1AN	2,438.00	800.65	1	800.65
2. G174AD ADD: ANT 3DB LOW- PROFILE 762-870	43.00	36.55	1	36.55
3. G361AH ENH: P25 TRUNKING SOFTWARE APX	300.00	255.00	1	255.00
4. G51AU ENH: SMARTZONE OPERATION APX6500	1,200.00	1,020.00	1	1,020.00
5. QA01648AA ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	5.00	4.25	1	4.25
6. G806BE ADD: ASTRO DIGITAL CAI OPERATION	515.00	437.75	1	437.75
7. G78AT ADD: 3Y ESSENTIAL SERVICE	168.00	168.00	1	168.00
8. GA00580AA ADD: TDMA OPERATION APX	450.00	382.50	1	382.50
9. QA06397AA DEL: APX GPS ACTIVATION	0.00	0.00	1	0.00
10. G90AC ADD: NO MICROPHONE NEEDED	0.00	0.00	1	0.00
11. B18CR ADD: AUXILIARY SPKR 7.5 WATT	60.00	51.00	1	51.00
12. G67BB ADD: REMOTE MOUNT MID POWER	297.00	252.45	1	252.45
13. G72AD ADD: APX O3 HANDHELD CH	946.00	804.10	1	804.10
14. G444AE ADD: APX CONTROL HEAD SOFTWARE	0.00	0.00	1	0.00
15. G996AS ENH: OVER THE AIR PROVISIONING	100.00	85.00	1	85.00
16. G170AK ENH: ENH: RADIO TRACE	75.00	63.75	1	63.75

2. APX6500 03 REMOTE 3DB LP PACKAGE 8 TAB 3

Earliest Available Ship Date	Available	List Price	Your Price	Qty	Extended Price
12 Nov 2019	N	6,597.00	4,361.00	1	4,361.00

Package Consists Of

>> Model No. M25URS9PW1AN	APX6500 7/800 MHZ MID POWER MOBILE

	List Price	Your Price	Qty	Extended Price
	6,597.00	4,361.00	1	4,361.00
Configuration				
1. M25URS9PW1AN	2,438.00	800.65	1	800.65
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3. G361AH ENH: P25 TRUNKING SOFTWARE APX	300.00	255.00	1	255.00
4. G51AU ENH: SMARTZONE OPERATION APX6500	1,200.00	1,020.00	1	1,020.00
5. QA01648AA ADD: ADVANCED SYSTEM KEY - HARDWARE KEY	5.00	4.25	1	4.25
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8. GA00580AA ADD: TDMA OPERATION APX	450.00	382.50	1	382.50
9. QA06397AA DEL: APX GPS ACTIVATION	0.00	0.00	1	0.00



3771 Eastwood Drive Jackson, MS 39211-6381 Phone: 601-432-8000 Fax: 601-713-6380

www.its.ms.gov

Craig P. Orgeron, Ph.D., Executive Director

Memorandum

To: Customers purchasing Motorola Radios as part of MSWIN

From: Craig P. Orgeron, Ph.D., Executive Director of ITS

Vicki Helfrich, Executive Officer of the WCC

Date: July 2, 2010 (Revised July 27, 2017)

Re: MSWIN RFP 3429: Instructions for Use

1. Introduction

- 1.1 Information Technology Services (ITS) and the Wireless Communication Commission (WCC) issued Request for Proposal (RFP) 3429 for a statewide Digital Trunked Land Mobile Radio System service. In June 2007, the WCC executed a turnkey agreement with Motorola Solutions, Inc. ("Motorola") for the implementation of the statewide radio system to be known as the Mississippi Wireless Information Network (MSWIN).
- 1.2 This MSWIN RFP 3429: Instructions for Use Memorandum provides ITS and WCC customers authorization and instructions for making purchases using the MSWIN Motorola 3429 contract.
- 1.3 Who May Use: MSWIN RFP 3429 may be used in the acquisition of specific Motorola configurations of Mobile, Portable, and Dispatch Console units and accessories by Mississippi agencies, universities, community/junior colleges and governing authorities (cities, counties and school districts). This award meets Mississippi requirements for legal purchases.

1.4 Dollar Limitations of Use

- 1.4.1 Any procurement of wireless communication equipment and services which when combined with previous procurements during the current fiscal year exceeds \$100,000 requires prior approval by the WCC. The procedure for requesting approval is located on the WCC web site at http://www.wcc.ms.gov/.
- 1.4.2 Any use of RFP 3429 must have prior, written approval for all purchases over \$100,000 from the WCC, as described in Section 4 below.

Once the WCC has provided written approval, there is no maximum dollar limitation for use of RFP 3429. Radio purchases under \$100,000 may use the Two-Way Radio Express Products List, available at

http://dsitspe01.its.ms.gov/its/RadioEPLOnline.nsf/VendorPrint?OpenForm

- 1.4.3 For purchases under \$100,000 the WCC has delegated authority to purchase from RFP 3429 to the customer entity.
- 1.5 Effective Dates (Updated July 26, 2017)

RFP 3429 is effective from June 29, 2007 to June 30, 2017 June 30, 2021. Effective July 2, 2010, Motorola has created the special MSWIN RFP 3429 Website for customer price verification as described in the ordering process below.

2. How to Obtain Price Quotations from the MSWIN 3429 Website

- 2.1 Customers should first obtain a quotation for their project from Motorola or one of the approved Motorola Dealers listed in item 5 below.
- 2.2 Customer must then verify the pricing quotation from a specially created Motorola MSWN RFP 3429 website. Print a copy of the website pricing for your project file.
- 2.3 Shipping Costs are included in the MSWIN 3429 price.
- 2.4 The MSWIN 3429 Website is at this link: https://businessonline.motorolasolutions.com/default.asp



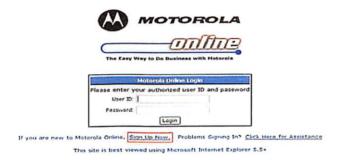


If you are new to Motorofa Online, Sign Up Now, Problems Signing In? Click Here for Assistance

- This site is best viewed using Microsoft Internet Explorer 5.5+
- 2.4.1 Enter USER ID –MSWIN3429
 Password MSWIN3429
 Passwords are case sensitive.
- 2.4.2 Note that this Login is a <u>generic</u> login that all Mississippi customers may use to view pricing. However, it is highly recommended that you get your own individual Login and Password in order to "Save

your Cart" and Configurations and ensure privacy regarding your purchase.

- 2.5 Setting up a Unique User ID and Password with Motorola Online At the same link as above, click the "Sign Up Now" link on the login page. https://businessonline.motorolasolutions.com/default.asp
 - 2.5.1 Upon clicking Sign Up Now, you will be redirected to fill out a form as displayed in the screen shot below. Once that form is filled out and submitted, the user id will be setup by Motorola and you will receive email confirmation when it is completed within 48 hours.



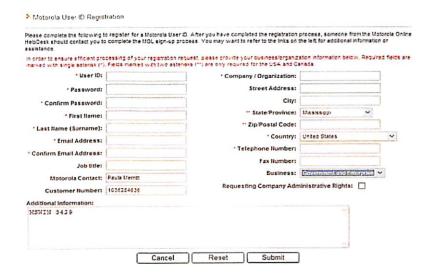
User ID Registration Screen

2.5.2.1

2.5.2

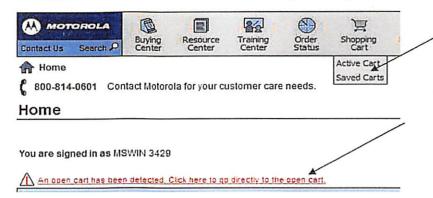
Fill in the ID Registration and "Submit". You can create your own User ID and Password. To identify yourself with the MSWIN contract pricing, fill in these fields as follows:

- -Motorola Contact: Paula Merritt
- -Customer Number: 1036284636
- -Comments: MSWIN 3429. You may also show additional comments as needed.



2.6 Using the Motorola Online Site to Check MSWIN 3429 Pricing

- 2.6.1 You can use either the State's "Generic" Login or the individual Login you create to access the MSWIN pricing, create a Cart/Configuration, or email your configuration to yourself and the Motorola Team as an "E-Quote."
- 2.6.2 Be careful when using the State's "Generic" Login when you save your configuration. Look for a warning sign in red: "An open cart has been detected. Click here to go directly to the open cart."



- 2.6.3 Click the RED link to go to the open cart OR under "Shopping Cart" on the top menu bar, click "Active Cart".
- 2.6.4 Delete the "Active Cart" to clear it before starting your own configuration.
- 2.6.5 If you do not clear the Active Cart, then your configuration will be added to the previous person's configuration.

- 2.6.6 If you have added items to your shopping cart but do not wish to Save the Cart, please delete your cart before logging off so that your quotes will not be there for the next user.
- 2.6.7 Note that any "Saved Cart" can later be accessed by choosing "Shopping Cart" on the top menu bar, and clicking "Saved Cart". Saved Carts are on the site for 30 days.

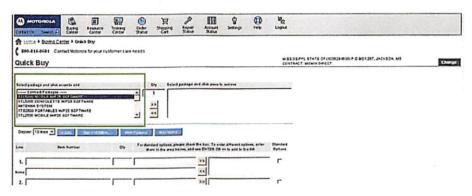
2.7 Radio/Accessory Pricing

You have two options for obtaining pricing in Motorola Online (MOL). You can go to the Quick Buy Screen for Quick Entry or you can utilize our Browse Catalog feature.

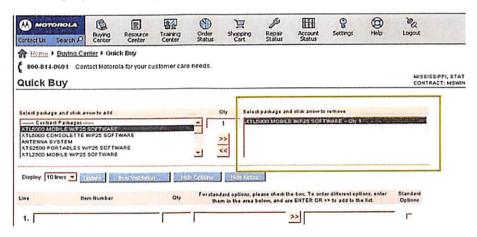
Quick Buy Function - Radios

You can find pricing for radios by going to Buying Center>Quick Buy. You will see the order entry page (see screenshot below) with the radio packages for your contract listed. You can view the pricing, by clicking on the package and using the arrow to add it to the box on the right. Once that is completed, you will need to click the "add to cart" button.

Cart Page (Radio)

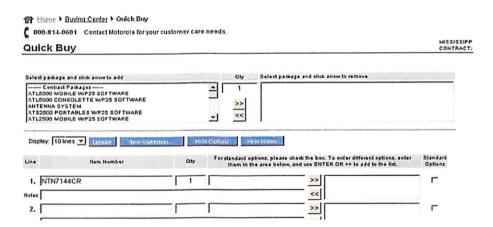


Cart Page (Add Package to Cart)



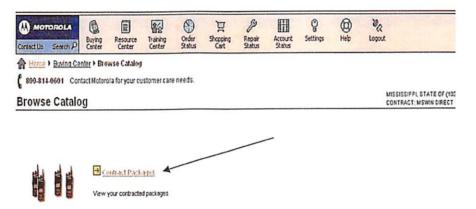
Quick Buy Function -- Accessories

This form of entry for accessories would be utilized if you know your part numbers and just need pricing. You can enter your part number in the blank boxes under Item Number (Screenshots are shown below for your reference). When you have entered all the parts you would like to price and their quantity, click the "add to cart" to be to be navigated to the cart page to view the pricing.



Browse Catalog - Radios

The path to utilize the browse catalog feature is Buying Center>Browse Catalog. For radios, you will want to click the "Contract Packages" link to view the radio packages available.



Browse Catalog - Accessories

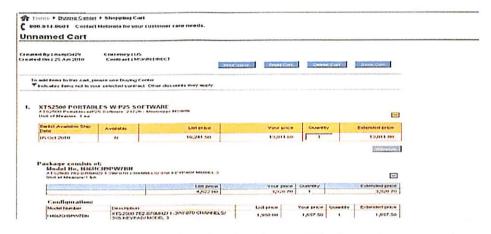
The path to utilize the browse catalog feature is Buying Center>Browse Catalog. For accessories, you will want to click "the 2 –Way Radios, Systems and Interoperability Solutions" link. Once the page expands, you can click on the radio model name that corresponds to the accessories you would like to find.



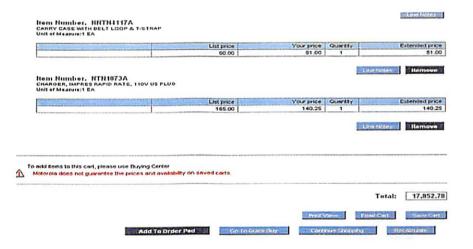
You can save or email your cart with in the cart screen. It is recommended that if you are saving your cart or configuration that you create a unique User ID and Password to ensure privacy.

2.9 Cart Functions

Once a radio or accessory is added to a cart, you will see the screen listed in the screenshots below. You will have several options on this page, such as emailing a copy of the cart, saving the cart (we recommend setting up an individual user id if you wish to use this function) and delete cart.



As well, there are other shopping functions within the cart page, such as continue shopping, recalculate if a quantity is changed. Some of the cart functions have been detailed out below. If you have any questions, please contact our MOL Support Line at 800-814-0601.



Email Cart

The email cart button allows you to email a copy of the cart to the user's email address and copy any necessary contacts within your organization. Put your email address and any other email addresses you want to receive a copy in the "CC" line, separated by commas.

Save Cart

The save cart button allows you to save work in progress. For example, you have created a customer configuration and need to ask someone a question prior to completing the cart you are working to build, you can click "save" and come back to the cart.

Continue Shopping

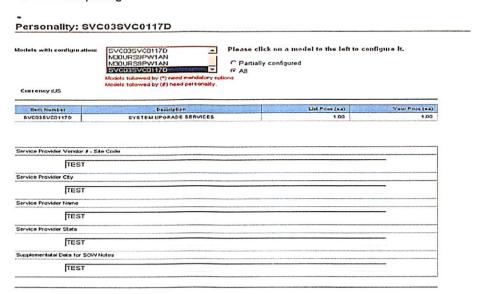
The "continue shopping" button allows you to return to the "Quick buy" screen and enter additional radios/part to your cart.

Recalculate

The recalculate button can be used if you need to update quantities in your cart screen to get an updated view of total pricing for items you are pricing.

Personality Information

If the radio or accessory part number requires personality/tech edit data, you will be re-directed to the screen listed below. Because no order is being placed while checking price, you can just enter the word test in all the open fields. After you have entered the text, click "continue" and you will be directed to the cart screen to view the pricing.



Configure Screen Information

In browse catalog and the cart screen, you may be prompted to use the configure screen to choose an option or to review the options you have chosen. On the configurator screen, you will see two different sections – Mandatory and Optional.

For the items in the section marked mandatory, you will need to select at least one per step (also referred to as option class).

For the items in the section marked optional, you can choose to include any of these options. If one is already marked as shown in the example of below or has a pencil (or X looking icon next to it) those are default items that are required by the package setup.

If you get a red error message that refers to a certain option that has not been selected, but is required by another option on the radio, you can click on the configurator to add the required option.



3. Use of Two-Way Radio EPL for Service Quotations and Other Purchases

- 3.1 ITS currently has two contracts covering Two-Way Radios. Either may be used as best fits the customer, project, and the purchase size.
 - 3.1.1 Two-Way Radio EPL 3744 is a multi-award Express Products List that includes many manufacturers and dealers. It has a \$200,000 per fiscal year spending limit without additional approval from ITS. For purchases over \$50,000, the customer MUST obtain quotations from two or more EPL sellers. For any acquisition that results in an expenditure over \$100,000 in a fiscal year, the customer MUST also receive written approval from the WCC. The Two Way Radio EPL includes both MSWIN compatible radios as well as non-MSWIN, from both Motorola as well as other Manufacturers.
 - 3.1.2 MSWIN RFP 3429 is a single award contract to Motorola and only includes products and bundles proposed as part of the MSWIN project. Its use requires approval from the WCC for over \$100,000. For purchases under \$100,000 the WCC has delegated authority to purchase from RFP 3429 to the customer entity.
 - 3.1.3 There is some redundancy as some of the same MSWIN products and bundles are available for smaller purchases on the Two-Way Radio EPL.
- 3.2 Work with the Motorola representative listed in item 5 to understand whether your radio purchase needs will be part of the statewide MSWIN system.
- 3.3 RFP 3429 pricing does not include the unit service costs for the installation or configuration of the radios. Please ensure that any installation pricing

proposed on the quotation from Motorola or a Motorola dealer is no more than the vendor's pricing on Two-Way Radio EPL 3744.

- 3.3.1 Two-Way Radio EPL Interactive Vendor Fees http://dsitspe01.its.ms.gov/its/RadioEPLOnline.nsf/VendorPrint?OpenForm
- 3.3.2 Services for Governing Authorities such as counties are governed under public purchasing law, but ITS highly recommends that you use the Two-Way Radio EPL approved rates as the not-to-exceed cost.

4. Delegation of Authority to Purchase Two-Way Radio Products and Services

4.1 Wireless Communication Commission (WCC)

Senate Bill 2514, 2005 Regular Session, established the Mississippi Wireless Communication Commission to ensure critical personnel have effective communications services available in emergency situations. The enabling legislation specifically directs the Commission to implement a statewide wireless communications system for state and local governments that enables interoperability between various wireless communications technologies. The Commission is further tasked with the responsibility for approving all wireless communication purchases within the state and for setting forth rules and regulations governing these purchases.

- 4.2 Dollar Limits. The WCC has delegated the purchase approval of wireless products lifecycle cost within certain ranges and has further established an approval process for procurements above these levels. All government entities in the state are under the WCC purview, both state and local.
 - 4.2.1 Lifecycle cost < or = \$100,000; no WCC review required. Normal public purchasing guidelines followed including use of ITS Express Products Lists (EPLs).
 - 4.2.2 Lifecycle cost > \$100,000 but < \$250,000; requires review and approval of WCC Review Committee. Normal public purchasing guidelines followed including use of ITS Express Products Lists (EPLs).
 - 4.2.3 Lifecycle cost > \$250,000; requires review and approval of WCC Review Committee AND the Commission. Normal public purchasing guidelines followed.
- 4.3 For more information on the Wireless Communication Commission, please visit their website: http://www.wcc.ms.gov/ or call 601-359-5333. The forms to request WCC approval for your project are available by choosing "Purchasing Rules, Guidelines, and Procedures."

4.4 Additional information about delegation of telecommunication purchases is available in the ITS Procurement Handbook, Section 011. The handbook is on the ITS website, http://www.its.ms.gov, then choose "Procurement."

5. How to Place Your Order (Updated July 26, 2017)

Please contact Motorola or an approved Motorola Dealer for RFP 3429 with questions.

All orders for MSWIN 3429 contract are placed directly with Motorola. Invoices will be from Motorola. Remittance will be to Motorola.

Woldfold. Reiffillance will be to woldfold		
Contact Information	Place Order To	Remit to
Motorola Solutions, Inc. Paula Merritt paulamerritt@motorolasolutions.com Mobile – (769) 610-3775 Fax – (601) 939-3693	Motorola Solutions, Inc. Attn: Paula Merritt 10 Canebrake Blvd. Ste. 350 Flowood, MS 39232	
Motorola Solutions, Inc. Karl Arndt karl.arndt@motorolasolutions.com Phone – (601) 760-0072	Motorola Solutions, Inc. Attn: Karl Arndt 10 Canebrake Blvd, Ste 350 Flowood, MS 39232	Motorola Solutions, Inc. PO Box 404059 Atlanta, GA 30384-4059
Motorola Solutions, Inc. Richard Shelby richard.shelby@motorola.com Phone – (251) 583-1071	Richard M. Shelby 21297 South Meadows Dive Fairhope, AL 36532	Motorola Solutions, Inc. PO Box 404059 Atlanta, GA 30384-4059

Motorola Dealers Approved to issue quotations under RFP 3429

- Integrated Communications, Inc.: Joseph D. Stringer, (662) 842-0234, jstringer@icitupelo.com
- Jackson Communications: Bill Roberts, (601) 519-1389, <u>broberts@jacksoncom.com</u>; Jay Cole (601)665-3249 jcole@jacksoncom.com
- Team One Communications, Inc: Jonathan Harkey, (228) 762-3721, jharkey@TeamOneComm.com

6. NIGP Codes

State agency customers will be required to use NIGP codes when purchasing through Mississippi's Accountability System for Government Information and Collaboration

(MAGIC). The following NIGP codes will need to be entered for the product categories for products purchased using the Two-Way Radio EPL.

NIGP Code:	Use For:
72689	Two-Way Radio Receivers, Transmitters, Transceivers: Mobile and
	Base Station (Audio Transfer)
72690	Two-Way Radio Supplies, Parts, and Accessories

7. What Goes in Your Purchase/Audit File

At a minimum include:

- 7.1 A copy of the purchase order.
- 7.2 A copy of the vendor quotation.
- 7.3 A copy of the approval letter from the Wireless Communication Commission.
- A copy of the product information from the MSWIN Motorola RFP 3429 website for each product being purchased.
- 7.5 Any additional project-related documentation or justification.

8. Report Problems or Request Assistance

8.1 If you have any questions about using this RFP, please contact the ISS Help Desk at (601) 432-8166, isshelp@its.ms.gov or the WCC at (601) 359-5333.

Copies of this document are available on the Internet at http://www.wcc.ms.gov.