

Issue Analysis Form

Date: 10/08/2019
Item: Award of Contract –
Public Safety Radio
System
Lead Department(s): Police Department, Fire/EMS,
Finance
Contact Person(s): Keith Early; Brad Owens;
Betsy Drewry



Description and Current Status

The Board of Supervisors received information regarding a recommendation of contract award for a new Public Safety Radio System during the September 24, 2019 Board meeting work session. See a copy of September 24 presentation as **Attachment A**.

RFP #18-0117-1 “P25 Public Safety Digital Trunked Radio System” was issued on January 17, 2018 with a May 17, 2018 closing date.

https://www.princegeorgeva.org/Prince%20George%20RFP%20Procedural%20Information_01-17-18%20v1.pdf

Two vendors, **P3Harris (formerly Harris)** and **Motorola** met pre-qualification requirements and submitted proposals. Proposal review, due diligence, evaluation and technical negotiation was conducted as follows:

- Proposal Review – May 2018 through October 2018
- Oral vendor presentations – October 2018
- Visits & Due Diligence – November and December 2018
- Technical Negotiations – October 2018 – April 2019
- Contract Development – August 2019 – September 2019

The staff panel consisted of:

Colonel Keith Early, Chief of Police
Brad Owens, Director of Fire/EMS
Captain Mike Taber, Police Department
Lieutenant Sean Moore, Police Department
Lieutenant Chris Taylor, Fire/EMS

Wayne Stack and Jaime Martinez with Altairis Technology Partners, provided technical consulting services to the committee.

The committee considered **compliance to technical specifications; quality of implementation services; experience and qualifications; price; and the quality of proposal and presentation**. The scoring of the firms is provided as **Attachment B**.

Committee members made visits to New Kent County and to the City of Chesapeake. They spoke with a representative from Spotsylvania County also. Information and feedback provided by those visits and discussions is found as **Attachment C**.

Pricing comparisons are shown below.

SYSTEM PRICING SUMMARY COMPARISON		
	L3HARRIS	MOTOROLA SOLUTIONS
SYSTEM PRICE	\$ 11,240,746	\$ 15,285,114
LMR SYSTEM MAINTENANCE & LIFECYCLE PRICING WORKSHEET		
	L3HARRIS	MOTOROLA SOLUTIONS
GRAND TOTAL	\$ 10,712,647	\$ 14,996,376
NUMBER OF REFRESHES	2 (complete core refresh including hardware replacement)	5 (may not include core replacement unless dictated by hardware obsolescence)

The committee unanimously selected L3Harris and staff is recommending award of contract to L3Harris.

Final turnkey system pricing for **L3Harris** with negotiated scope and equipment is **\$11,240,746**. *This price does not include a local contingency for unforeseen needs or to address any coverage concerns. Additionally, the price does not include the possible purchase of station alerting systems that the committee recommends.*

Sufficient funds to enter into the contract with L3Harris and to pay for consultant services for implementation have been borrowed.

Series 2017 (spring 2017): \$6,737,452
 Series 2018 (spring 2018): \$7,442,773
Total Bond Proceeds on Hand: \$14,180,225

Component	Price
Radio System [L3Harris turnkey price]	\$11,240,746
Consulting Services (AECOM & Altairis)	764,708
Alerting Systems [price could change; 08/19 quote]	425,797
Available Contingency	1,748,974

Board Action Requested:

Authorize County Administrator to execute a contract with L3Harris in the amount of \$11,240,746.

Government Path

Does this require IDA action? Yes No

Does this require BZA action? Yes No

Does This require Planning Commission Action? Yes No

Does this require Board of Supervisors action? Yes No

Does this require a public hearing? Yes No

If so, before what date? Yes No

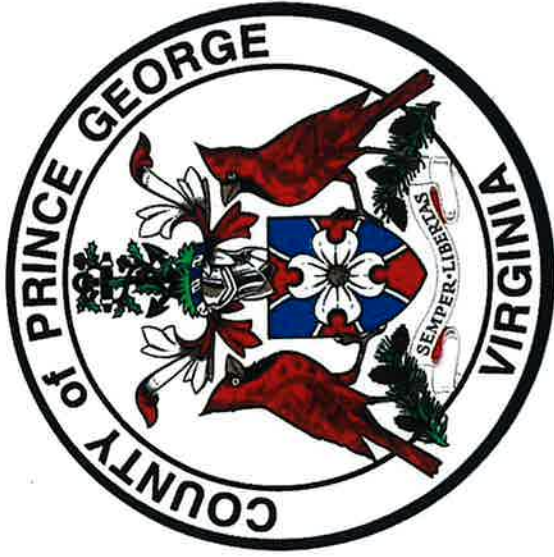
Fiscal Impact Statement

Sufficient borrowing has been done to accommodate contracted price with L3Harris leaving a contingency available to address unforeseen items.

County Impact

Award of contract will allow County to move forward with replacing the existing radio system (purchased in 2006).

Notes



Prince George County

PUBLIC SAFETY LAND MOBILE RADIO PROJECT
BOARD OF SUPERVISORS MEETING

09-24-19





ATTACHMENT

Project History

- January 2017 Radio System Needs Assessment (by AECOM)
- June 2017 Consultant (Altairis Technology Partners)
- January 2018 Release of Radio System RFP
- May 2018 Receipt of Vendor Proposals
- October 2018 Vendor Oral Presentations
- November, December 2018 Due Diligence: Existing Systems Visits
- October 2018-April 2019 Technical Negotiations
- August, September 2019 Contract Development





ATTACHMENT

Procurement Process

- Competitive Procurement Process with Vendor Prequalification
- Two Responsive Proposals: Motorola and L3Harris (formerly Harris)
- Meticulous Evaluation of Proposals
- Negotiations with Both Vendors
- County Evaluation Committee Scored L3Harris the Highest by a Significant Margin
- L3Harris was more Compliant with Requirements and Offered a Significantly Lower Cost
- The County Evaluation Team Recommends Award to L3Harris



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System Description

- P25 Digital Standard
- 9-Site 800 MHz Trunked Simulcast
- Highly Fault-Tolerant
- 5 Channels, 8 Simultaneous Conversations
- Enhanced Interoperability with Neighboring Jurisdictions
- Infrastructure Equipment
- Dispatch Center Equipment
- Asset Management System
- User Equipment



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Infrastructure Equipment

- 9 Radio Sites (3 new)
- Microwave Equipment (Interconnection of Towers)
- System Control Equipment
- Network/Fault Management Equipment
- Tower/Shelter/Facility Equipment





Dispatch Center Equipment

- Dispatch Consoles (6)
- Backup Consoles (6)
- System Alarm Consoles
- Voice Logging Recorder





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User Equipment

- Vehicular Radios (249)
- Handheld Radios (356)
- Pagers (200)





ATTACHMENT

20-Year Maintenance

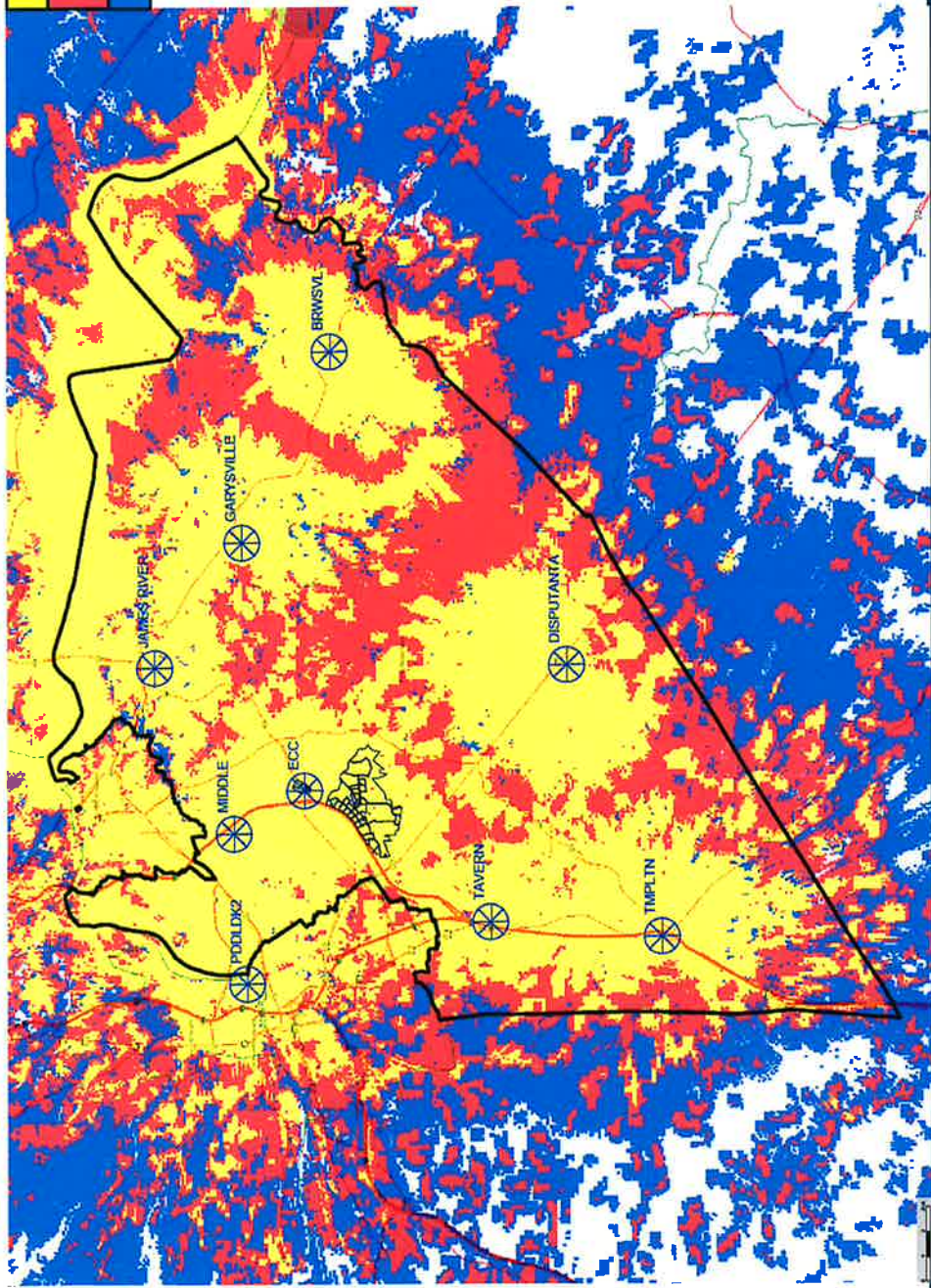
- Infrastructure Maintenance
- Microwave Maintenance
- Asset Management System Maintenance
- Hardware Refresh, Years 7 and 14
- Software Updates (Infrastructure & User Radios)
- Subscriber Maintenance
- Logging Recorder Maintenance and Refresh
- Annual Cost (19 years, fixed): \$563,824



Radio Signal Coverage

ATTACHMENT A

Heavier Commercial Buildings
Light Commercial / Residential Buildings
Handheld On-street (Outdoors)



For reference Only



ATTACHMENT

Cost Summary

SYSTEM EQUIPMENT SUBTOTAL	\$ 5,280,384
TOWER SITE EQUIPMENT, DEVELOPMENT, DESIGN, & INSTALLATION SUBTOTAL	\$ 1,917,314
USER RADIO EQUIPMENT & INSTALLATION SUBTOTAL	\$ 2,504,164
SYSTEM INTEGRATION SERVICES SUBTOTAL	\$ 2,419,632
SYSTEM EQUIPMENT LABOR/INSTALLATION SUBTOTAL	\$ 836,287
TOTAL SYSTEM DISCOUNT	<u>\$ (1,717,034)</u>
NET SYSTEM PRICE:	\$ 11,240,746





Project Schedule

- Completion of Detailed Design February 2020
- Completion of Manufactory Manufacturing June 2020
- Completion of Factory Testing September 2020
- Delivery to the County October 2020
- Completion of Installation April 2021
- Completion of Testing October 2021
- Cutover from Old to New System October 2021
- Final System Acceptance & Warranty Commencement December 2021
- Total Project Duration: 27 Months





ATTACHMENT

Questions?



Prince George County, VA

P25 Radio System Vendors Evaluation Criteria	Weight
TECHNICAL SPECIFICATIONS	30
<ul style="list-style-type: none"> • Compliance with System Technical Specifications • Demonstrated understanding of the Regional System and Sub-Systems' requirements for the County • Demonstrated understanding of Regional networking and expansion requirements. • System reliability and redundancy, Transport Network and System Network Management capabilities • Efficient System Coverage Design maximizing In-building portable coverage • Dispatch Consoles solution • Complement and capabilities of Subscriber Units offered • Extent to which the System provides an Intuitive End User Experience 	Harris: 25 Motorola: 20
PROJECT IMPLEMENTATION SERVICES	25
<ul style="list-style-type: none"> • Compliance with Project Implementation Services Specifications • Turnkey Project Management and System Integration approach for projects of similar size, scope, and complexity • Project Plan and Schedule, current workload, and ability to complete required work within the County's schedule • Detailed Design, System Staging, Acceptance Testing, Coverage Testing, Site Development, Deployment, Subscriber Installations • Seamless Migration Transition plan from existing to new System • Availability, location, and qualifications of: local service and maintenance facility • Quality of Training Services for maintenance and user group personnel • Approach and ability to provide on-going Support and System Lifecycle services to ensure a 20+ year System Lifecycle 	Harris: 25 Motorola: 20
EXPERIENCE AND QUALIFICATIONS	20
<ul style="list-style-type: none"> • Demonstrated past performance on complex P25 System Integration projects of similar size and scope • Extent to which the proposal addresses Offeror's experience and ability to provide services meeting the RFP requirements • Relevant experience, technical capabilities, competence and qualifications of the Offeror and all personnel assigned to the Prince George County project • Team organization and amount of experience as a team • Resumes of proposed staff • Customer References • Financial stability of firm 	Harris: 15 Motorola: 10

Prince George County, VA

PRICE	20
<ul style="list-style-type: none">• Initial Purchase Pricing: System Infrastructure; Subscriber Units; Implementation Services• On-going Subscriber Unit and Equipment Pricing• On-going System Operating Costs• On-going System Lifecycle Pricing• Pricing Transparency• Payment Terms• Warranty	Harris: 20 Motorola: 5
QUALITY OF PROPOSAL SUBMISSION AND ORAL PRESENTATION	5
<ul style="list-style-type: none">• Completeness, relevance, quality, conciseness, and insight displayed in response to the Request for Proposal	Harris:5 Motorola:3
TOTAL	Harris: 90 Motorola: 58

Site Visits to jurisdictions with Harris P25 systems:

New Kent site visit was Monday 11/19/18

Harris P25 System

POC – Sheriff Joe McLaughlin Email: jjmclaughlinjr@newkent-va.us

Est. Population serve: 21,682

- Had Motorola digital platform prior to switching to Harris P25
- Did have project installation team issues (contracted company, not Harris) at first – was fixed and became a smooth transition moving forward (we will not be using that company for our project)
- Currently deploying Harris subscriber radios (single band); no issues
- 4-tower sites to cover 223 sq. miles
- Only needed one (1) in-building solution (School)
- Pleased with operation of system – coverage increased with Harris system
- Satisfied with customer service
- Harris was much lower price
- Harris was recommended

Chesapeake site visit was Thursday 12/20/18

Harris P25 System

POC – Frank Allgood Email: fallgood@cityofchesapeake.net

Est. Population serve: 225,050

- Had Motorola digital platform prior to switching to Harris P25
- 4-tower sites system covering 350 sq. miles (flat)
- Currently deploying Motorola subscriber radios in field on Harris P25 system infrastructure
- System coverage improved with Harris system
- Satisfied with overall customer service, reliability, and functionality of system
- Harris was much lower price
- Harris was recommended

Spotsylvania (telephone interview only)

Harris P25 System

POC – Deputy Fire Chief Jason Irby

Est. Population serve 133,033

- Overall system performance is good – had some issues with Harris subscriber units on Fire/EMS side (not police side). Issue was resolved by Harris and was identified as a handheld mic issue, not a radio issue.
- PG Fire/EMS has more info if needed and has had contact with Spotsylvania Fire Department on above issue
- Limit information conducted over telephone was looking for overall satisfactory of system

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 8th day of October, 2019:

Present:

Vote:

Donald R. Hunter, Chairman
Floyd M. Brown, Jr., Vice-Chairman
Alan R. Carmichael, Jr.
Marlene J. Waymack
T. J. Webb

A-4

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

RESOLUTION; AWARD OF CONTRACT (\$11,240,746 PUBLIC SAFETY RADIO SYSTEM)

WHEREAS, On January 17, 2018 a Request for Proposals was advertised by the Police Department, Fire/EMS and the Finance Department to obtain proposals for replacing the existing Public Safety Radio System (RFP 18-0117-1). The RFP closed on May 17, 2018 with two (2) responses from pre-qualified vendors. The most qualified, highest scoring and firm with the best pricing was L3Harris. The final negotiated pricing with L3Harris for a turnkey system is \$11,240,746 and staff is recommending an award of contract to L3Harris for this amount; and

WHEREAS, \$11,240,746 is available from bond proceeds from Series 2017 and Series 2018 borrowings; and

WHEREAS, Staff is requesting authorization for the County Administrator to enter into a contract with L3Harris in the amount of \$11,240,746 to move forward with replacing the County's existing Public Safety Radio System.

NOW, THEREFORE, BE IT RESOLVED That the Board of the Supervisors of the County of Prince George this 8th day of October, 2019, hereby awards the contract for Public Safety Radio System replacement to L3Harris in the amount of \$11,240,746 and authorizes the County Administrator to execute a contract with L3Harris.

A Copy Teste:

Percy C. Ashcraft
County Administrator