

Issue Analysis Form

Date: 11/26/19
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. A recommendation for award of contract was provided to the board on October 22 and was tabled.

Following the presentation on September 24, the Fire/EMS Advisory Board met (October 1) and expressed interest in more radios for volunteers. Those increased numbers were provided to Brad Owens, Director of Fire/EMS. Those increased quantities of radios (59 additional portable radios and 14 additional mobile radios) result in an **increased cost of \$273,625.17** (net of increased discount).

Original proposal \$11,240,745.96
Revised proposal total \$11,514,371.13
Increase - \$273,625.17

As a result of these additional radios, the cost of the maintenance agreement also increased by \$53,493 in total; \$2,815.42 annually, years 2-20. Original maintenance agreement total \$10,712,647; revised total \$10,766,140.

Please see October 22 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. RFP and related documents can be seen using the link below.

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

Two vendors, **L3Harris (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.**

Updated pricing comparisons are shown below.

SYSTEM PRICING SUMMARY COMPARISON			
	L3HARRIS UPDATED*	L3HARRIS Original	MOTOROLA SOLUTIONS
SYSTEM PRICE	\$ 11,514,371	\$ 11,240,746	\$ 15,285,114
LMR SYSTEM MAINTENANCE & LIFECYCLE PRICING WORKSHEET			
	L3HARRIS UPDATED*	L3HARRIS Original	MOTOROLA SOLUTIONS
GRAND TOTAL	\$ 10,766,140	\$ 10,712,647	\$ 14,996,376
NUMBER OF REFRESHES	2 {complete core refresh including hardware replacement}	2 {complete core refresh including hardware replacement}	5 {may not include core replacement unless dictated by hardware obsolescence}
*WITH ADDITIONAL VOLUNTEER RADIOS [NOT IN MOTOROLA TOTALS]			

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

Final **updated** turnkey system pricing for **L3Harris** with negotiated scope and equipment, **including additional volunteer radios**, is **\$11,514,371.13**. *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 Bonds (spring 2017): \$6,737,452

Series 2018 Bonds (spring 2018): \$7,442,773

Total Bond Proceeds on Hand: \$14,180,225

Component	Price
Radio System [Updated L3Harris turnkey price]	\$11,514,371
Consulting Services (AECOM & Altairis)	764,708
Alerting Systems [price could change; 08/19 quote]	425,797
Available Contingency	1,475,349

Board Action Requested:

Authorize County Administrator to execute a contract with L3Harris in the amount of \$11,514,371.13.

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

Series 2017 and 2018 bond proceeds are sufficient 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

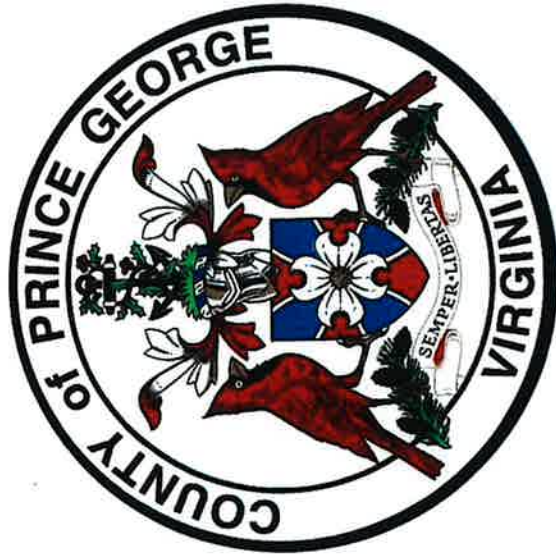
Radio Quantities - Prince George County

Department	Proposed with New System			Current Quantities**		
	Handheld	Vehicular	Pagers	Handheld	Vehicular	Pagers
Police (Including ECC, Sheriff and Animal	104	85	0	87	84	0
Fire/EMS (with EMS and Emergency Management)	269	71	200	197	74	150
General Services (includes General Services, Garage, Utilities)	17	3	0	0	1	0
Schools	22	108	0	22	108	0
CDCC				6	3	0
TOTAL	412	267	200	312	270	150

**Current Quantities of radios on hand do not necessarily reflect those purchased with 2006 system. Some radios could have been purchased since 2006 system installation. Additionally, radios that were purchased in 2006 could have been taken out of service as vehicles in use in 2006 were surplus, or as handheld radios broke or did not function properly.

Chief Early indicated that there is a cache of radios being purchased that will be available for use during emergency situations (EOC Activations).

ATTACHMENT A



Prince George County

PUBLIC SAFETY LAND MOBILE RADIO PROJECT
BOARD OF SUPERVISORS MEETING

10-22-19

Same presentation for November 13, 2019

ATTACHMENT A

System



- 9 Towers
- County-wide In-Building Coverage
- 911 Dispatch Center Equipment
- User Radios
- 20-Year Maintenance



ATTACHMENT A
User Equipment

Police (with ECC, Sheriff, Animal Control)

Handheld 104
Vehicular 85

Fire (with EMS and Emergency Management)

Handheld 269
Vehicular 71
Pagers 200

General Services

Handheld 17
Vehicular 3

Schools

Handheld 22
Vehicular 108

Grand Totals

Handheld 412
Vehicular 267
Pagers 200



ATTACHMENT A Changes made after Fire/EMS Advisory meeting

- Handheld Radios Increased by: 59 (From 210 To 269)
- Vehicular Radios Increased by: 14 (From 57 To 71)
- System Cost Increased by \$273,625
- System Total, Original: \$11,240,746
- System Total, Revised: \$11,514,371
- Maintenance Cost Increased By \$53,493
- Years 2-20 Total Original: \$10,712,647
- Years 2-20 Total Revised: \$10,766,140



ATTACHMENT A

Cost Summary

SYSTEM EQUIPMENT	\$ 5,280,384
TOWER SITE EQUIPMENT, DEVELOPMENT, DESIGN, & INSTALLATION	\$ 1,917,314
USER RADIO EQUIPMENT & INSTALLATION	\$ 2,819,434
SYSTEM INTEGRATION SERVICES	\$ 2,419,632
SYSTEM EQUIPMENT LABOR/INSTALLATION	\$ 836,287
TOTAL SYSTEM DISCOUNT	\$ (1,758,679)
TOTAL SYSTEM PRICE:	\$ 11,514,371



ATTACHMENT A

20-Year Maintenance

- Infrastructure Maintenance
 - Hardware Refresh, Years 7 and 14
 - Software Updates (Infrastructure & User Radios)
 - User Radio Maintenance
 - Annual Cost (19 years, fixed): \$566,638
-

Total Maintenance Cost: \$10,766,140



ATTACHMENT A

Project Timeline

Total Project Duration: 27 Months

- Completion of Detailed Design Feb 2020
- Completion of Manufacturing Jun 2020
- Completion of Factory Testing Sep 2020
- Delivery to the County Oct 2020
- Completion of Installation Apr 2021
- Cutover from Old to New System Oct 2021
- Final System Acceptance & Warranty Commencement Dec 2021



ATTACHMENT A

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 26th day of November, 2019:

Present:

Vote:

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

T-1

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

RESOLUTION; AWARD OF CONTRACT (\$11,514,371.13 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 \$11,514,371.13, with additional Fire/EMS radios, and staff is recommending an award of contract to L3Harris for this amount; and

WHEREAS, \$11,514,371.13 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 \$11,514,371.13 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 26th day of November, 2019, hereby awards the contract for Public Safety Radio System replacement to L3Harris in the amount of \$11,514,371.13 and authorizes the County Administrator to execute a contract with L3Harris.

A Copy Teste:

Percy C. Ashcraft
County Administrator