

# **Public Safety Communications Board**

**Leon County  
City of Tallahassee  
Leon County Sheriff  
Tallahassee Fire Department  
Tallahassee Police Department  
Leon County Emergency Medical Service**

**(The following attachments are for the October 30<sup>th</sup> meeting)**

**Agenda**  
**Public Safety Communications Board Meeting**  
**October 30, 2007**

*Meeting Time and Location: 11:30 a.m. Renaissance Center, 435 North Macomb Street,  
2<sup>nd</sup> Floor Community Room*

1. Approval of the July 24, 2007 PSCB Meeting minutes (item)
2. Acceptance of the Status Report Regarding the Current 800Mhz System Operational Issues (item)
3. Status Report and Discussion on the Easterwood Site (item)
4. Discussion Regarding Status of the Program Manager RFP for the Construction of the Public Safety Communications Building (item)
5. Presentation of the Recommendations Regarding the 800 MHz Proposals Followed by Discussion Regarding the Recommendations (item)
6. Discussion Regarding the Next Steps for Joint Dispatch (no item)
7. New Business
8. Next meeting date:  
Date: T.B.A.  
Time: T.B.A.  
Location: T.B.A.
9. Possible agenda topics for the next meeting

**Minutes for the July 24, 2007  
Public Safety Communications Board Meeting  
11:47 A.M.**

Note: Sheriff Campbell, Tallahassee Police Chief Jones, and Leon County Emergency Medical Services Chief Quillin were in attendance. Three members of the PSCB were absent: County Administrator, Parwez Alam; City Manger, Anita Favors Thompson; and Tallahassee Fire Chief, Cynthia Dick. The County Administrator was represented by his alternate: Assistant County Administrator, Alan Rosenzweig. The City Manager was represented by her alternate: Assistant City Manager, Rick Fernandez. The Tallahassee Fire Chief was represented by her alternate: Deputy Chief Steve Anderson.

1. Approval of the May 17, 2007 minutes:

The Chief Quillin moved, seconded by the Deputy Chief Anderson, to approve the May 17, 2007 minutes. The motion passed unanimously.

2. 800 Mhz Issues:

a. Acceptance of the Status Report regarding the current 800Mhz System Operational Issues:

The Assistant City Manager moved, seconded by Deputy Chief Anderson, to approve the status report for the 800 MHz system. The motion passed unanimously.

b. Acceptance of Rebanding Status Report regarding the current 800Mhz Operational Issues:

The Assistant City Manager moved, seconded by Sheriff Campbell, to approve the status report for the 800 MHz system. The motion passed unanimously.

c. Inclusion of Red Cross on 800 MHz Public Safety Radio System:

Chief Quillin asked what frequency the American Red Cross would be using on the 800 MHz radio system. Don DeLoach, Chief Information Systems Officer, stated that Leven Magruder, 800 MHz Communications System Manager, will be developing standard operating procedures for the Red Cross for approval by the PSCB. Chief Quillin stated that he would like precautions taken in order to avoid situations similar to bringing Tallahassee Memorial Hospital on the 800 MHz system. Mr. DeLoach stated that measures are being taken in order to avoid such a situation.

The Assistant City Manager moved, seconded by Sheriff Campbell, to approve the status report for the 800 MHz system. The motion passed unanimously.

d. Status on the 800 Mhz Radio Communications RFP:

Mr. DeLoach stated that Tusa is currently reviewing the RFP for Radio Communications and more than likely will be finished evaluating the RFPs at the end of August. Chief Quillin asked if the RFPs are time sensitive. Mr. DeLoach stated that the RFPs are not time sensitive.

The Assistant City Manager moved, seconded by Deputy Chief Anderson, to approve the status report for the 800 MHz system. The motion passed unanimously.

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3. Discussion Regarding the Future Direction of the Public Safety Communications Project

Sheriff Campbell commented on the potential affects the property tax constitutional amendment could possibly have on the Sheriff's Office. Sheriff Campbell stated that he would choose to fund Deputies over technology, if put into a position where he needed to decide.

Sheriff Campbell recommended that the PSCB continue to move forward on the project but delay any fiscal decisions and commitment to agreements until after the January 29, 2008 Constitutional Amendment on Property Tax Reform.

Sheriff Campbell moved, seconded by the Assistant City Manager, to continue to move forward on the project but delay any fiscal decisions and commitment to agreements until after the January 29, 2008 Constitutional Amendment on Property Tax Reform. The motion passed unanimously.

4. Discussion Regarding the Position of the Public Safety Communications Director:

The Assistant City Manger asked if the applicants have been notified. Lillian Bennett, Human Resources Director for Leon County, stated that the applicants have been notified that the interviews were canceled. The Assistant City Manager stated the PSCB notify the applicants that PSCB is not currently hiring a Director and the PSCB should consider re-advertising the position after the January 29, 2008 Constitutional Amendment.

Assistant City Manager moved, seconded by Sheriff Campbell, to notify the applicants that PSCB is not currently hiring a Director and consider re-advertising the position after the January 29, 2008 Constitutional Amendment. The motion passed unanimously.

5. Status of the Program Manager RFP for the Construction of the Public Safety Communications Building:

Sheriff Campbell expressed his concerns over the media misrepresenting the cost of the Public Safety Communications Project. The Sheriff stated that quite often the cost of the radio communications is combined with the cost of the building. The Sheriff suggested creating a press release on the development of the project. The PSCB concurred that the Public Information Officers from the County, City, and Sheriff's Office should work together to draft a press release.

Sheriff Campbell moved, seconded by the Chief Quillin, to approve the evaluation committee comprised of County and City staff and direct staff to evaluate the proposal for the Program Manager for the construction of the Public Safety Communications Building and direct the Public Information Officers for the County, City, and Sheriff's Office to develop a press release on the Public Safety Communications project. The motion passed unanimously.

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6. New Business:

Chief Quillin inquired about the progress the Red Cross is making on their building. Chris Floyd, with American Red Cross, stated that a basic floor plan has been developed, a local engineer has been selected, and that Red Cross is still in negotiations with the County concerning the lease agreement. The Assistant County Administrator stated that the Comprehensive Plan Amendment is currently being processed. The Assistant County Administrator stated that in order to remain compliant with the comprehensive plan, the County and the Red Cross must enter into a long term lease agreement with a nominal annual payment (i.e. \$10 a year). Chris Floyd stated the National Red Cross is leading the negotiations and will be outsourcing the lease negotiation to a third party.

7. Next meeting date:

The next meeting of the PSCB will take place in October. The date, time, and location of the meeting have yet to be determined.

8. Possible Agenda Topics for the Next Meeting:

- i. Status Report regarding the current 800Mhz System Operational Issues
- ii. Evaluation of the 800 MHz system proposals.

Meeting adjourned at 12:02 p.m.

# MEMORANDUM

**DATE:** October 10, 2007

**TO:** Public Safety Communications Board

**FROM:** Leven Magruder, 800 MHz Communications System Manager, City of Tallahassee

**SUBJECT:** Monthly Status Report for the 800 MHz System

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**System:**

The system continues to perform satisfactorily for Public Safety and local Government personnel.

**Infrastructure:**

1. We experienced a catastrophic lightening strike at the Prime site.
2. The component damaged was the most vulnerable equipment in our Analog system, the 6809 Central Controller.
3. City of Tallahassee (COT) Risk management paid over \$40 K in repairs for the various types of equipment damaged.
4. We had some key boards repaired. No new additional controllers are available.
5. We purchased 2 surplus controllers from Seminole County several years ago.
6. We are now down to just the two spares. Another major lightening strike may be unrecoverable beyond our spare parts on hand.
7. This is a major consideration in the timely replacement of the Analog system with newer Digital technology.
8. Prime site redundant UPS failure on Efratom Simulcast timing device caused the Prime site only to drop Audio until the Satellite timing signal was restored.
9. The system did not go into Fail soft.
10. Audio in the Prime site was affected for approximately five minutes until the clocks re-synchronized.
11. This did not affect any other site or the entire system.

**Voice:**

1. Conducted Fail soft exercise on 10-11 successfully for the evening shifts
2. Investigated and determined un-authorized use of City E channel.
3. Conducted training for Solid Waste on proper radio use and protocol.
4. Added one talk group to all Star Metro busses and dispatch to improve communications for the increased bus routes expansion.
5. Created template and programmed approximately 50 portable radios for Leon Sheriff's office.
6. Delivered the spare 6809 controllers to First Communications for upgrade, repair and refurbishment.
7. Conducted a evaluation of E F Johnson portable radios for compliance to IO capabilities for future digital upgrade

**Data:**

No activity.

**Procurement:**

1. Completed the maintenance agreement for all 800 System Infrastructure and DATA as well as all subscriber equipment for City users
2. Completed the purchase order for the last remaining available 6809 spare boards
3. Completed purchase orders for the procurement of the DATA TAC Z firmware upgrade of the MDT system

**Installation/ Removal:**

1. We have now hired a full time person to conduct system equipment installation in city vehicles
2. This individual has been trained by City Fleet and TPD personnel in "standards" for approved wiring and acceptable equipment installation in TPD and TFD vehicles.
3. This will save the RCD budget significant funds in reducing the necessity of equipment removal and installation by outside vendors.
4. This will also ensure a more rapid process for equipment installation to keep personnel at work and not waiting for communications support.
5. Many TPD, TFD, Solid Waste and Electric vehicles have had equipment installed to the complete satisfaction of the users

**Interoperability:**

1. Continued Florida Interoperability Network (FIN) training to support RDSTF efforts within Region 2
2. Participating in IO meetings, planning and exercises to maximize the IO capabilities of Public Safety within Leon County.
3. Plan exercises outside of Leon County within the other 12 counties that make up Region 2- RDSTF to determine the GAP in IO capability
4. Deployed all IO equipment to Taylor County for a combined City, County and FDLE exercise for RDSTF Reg 2
5. The next training exercise is with Franklin County Nov. 29
6. Participating with TPD, TFD, LCSO and FDLE in grant writing for enhancement equipment and review and scoring of proposals for all state regions
7. Submitted to State of Florida the RDSTF Reg 2 proposal for the PSIC grant application for \$4.8 M for a P25, dual band 700/800 MHz IO solution
8. The final stages of Public Safety Interoperable Communications grant approval at the state level is going on in the next two weeks
9. City of Tallahassee and Leon County proposal are Region 2 finalists in the process

2

**800 MHz Replacement RFP No 0091-07-KR-RC:**

1. Qualified Vendors have provided the 4 required responsive proposals
2. Tusa Consulting, Inc. has completed evaluating the 4 proposals and has a numeric evaluation and recommendation to submitted to the Technical Sub Committee (TSC)
3. The TSC has approved this recommendation and forwarded to the PSCB
4. Tusa has made a strong recommendation for a particular vendor technology and will present the finding to the PSCB on 10-30-07

**Security:**

No activity

**Audit 6014:**

1. RCD comprehensive response comments have been made to COT Audit for inclusion of the final report
- 2.

**Red Cross:**

1. PSCB suggested changes and RCD modified the approved template
2. Submitted modified MOU and SOPs to PSCB members for final approval
3. Created the PSCB approved template and programmed the Red Cross radios

**Rebanding:**

1. The City of Tallassee is the license holder for all of the 800 System frequencies
2. The Planning Fund Agreement (PFA) has been completed and signed.
3. RCD is negotiating the creation of document for the Frequency Reconfiguration Agreement (FRA) with the various vendors and Nextel.
4. COT Legal will be involved in all aspects of the drafting and approval process.

**Options:**

1. Approve the October 2007 Status Report for the 800 MHz System.
2. Do not approve the October 2007 Status Report for the 800 MHz System.
3. Board Direction.

**Recommendation:**

Option #1

2

# MEMORANDUM

**DATE:** October 30, 2007

**TO:** Public Safety Communications Board

**FROM:** Alan Rosenzweig, Assistant County Administrator

**SUBJECT:** Status Report on the Easterwood Site

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On May 17, 2007, the PSCB approved the Easterwood location for the development of the Public Safety Communications Center and requested that the appropriate County and City staff initiate a comprehensive plan amendment and rezoning for the site to accommodate the Center. Subsequently, the Leon County Board of Commissioners ratified actions taken during the May 22, 2007 workshop on Joint Dispatch, which included establishing the Easterwood property as the location for the joint dispatch facility and directed staff to proceed with the appropriate comprehensive plan and rezoning processes.

County and City staff worked with the Planning Department to develop a comprehensive plan amendment to allow for the construction of the Joint Dispatch, Traffic Management Center, and the American Red Cross buildings on the Easterwood property. In August 2007, the Planning Commission voted 2-2, not to approve the comprehensive plan amendment due to the mountain bike paths located on the Easterwood property.

On August 30, 2007, the County and City Commissions held a joint public hearing regarding the comprehensive plan amendments. During the hearing, neither Commission took action on the amendment, however each commission agreed to continue to negotiate with the bicyclists on a plan that would include the Joint Dispatch, Traffic Management Center, the American Red Cross buildings and the bike paths all within the Easterwood property.

On September 18, 2007, the County Commission held a workshop to discuss the comprehensive plan amendments. During this workshop, the Commission directed staff to use 10.7 acres for the purposes of constructing the Joint Dispatch, Traffic Management Center, and the American Red Cross buildings and reserving 5 acres for future expansion. The Commission directed staff to draft an inter-local agreement with the City of Tallahassee for the maintenance of the mountain bike paths on the remaining 26 acres.

On September 19, 2007, the City Commission also held a workshop to discuss the comprehensive plan amendments. Upon reviewing the Easterwood comprehensive plan amendment, the Commission directed staff to 10.7 acres for the purposes of constructing the Joint Dispatch, Traffic Management Center, and the American Red Cross buildings and reserving 5 acres for future expansion. The City Commission's direction to staff is consistent with the direction requested by the County during their respective workshop.

On October 9, 2007, County and City Commission held a joint workshop on the comprehensive plan amendments. The County and City Commission indicated their support for the comprehensive plan amendment with the following conditions:

- 10.7 acres for the purposes of constructing the Joint Dispatch, Traffic Management Center, and the American Red Cross buildings.
- 5 acres for future expansion.
- draft an inter-local agreement between Leon County and the City of Tallahassee for the maintenance of the mountain bike paths on the remaining 26 acres.

County staff has completed the attached conceptual design which illustrates the Red Cross, Joint Dispatch, and the Traffic Management Center on the location designated for these buildings. This conceptual design was presented to the County and City Commissions during the October 9, 2007 Joint Comprehensive Plan Amendment Workshop. The acreage needed is slightly larger than the 10.7 acres; however, the conceptual plan still leaves a sufficient portion of the "corner" undisturbed. This portion of the site would be available for future expansion as well as the possible realignment of Weems Road. Staff anticipates being able to preserve the majority of the large trees located on the site.

The main purpose in preparing this information was to ensure that all the facilities and associated parking could be adequately addressed within the acreages. The site plan contemplates any stormwater to be accommodated as water features on the bike trail portion of the site and the bike trail portion of the site can be utilized for possible green space requirements. The facilities reflected on the drawing are all multi-story. These drawings are in no way intended to be considered final. The illustrations are based on facility footprints determined with the best available information. However, no programming has been done at this point to assess facilities needs, so the finished project design may depart significantly from them. Depending upon the actual phasing of the facilities, the Joint Dispatch and Traffic Management Center would ideally be one facility.

County and City staff are currently working to finalize an inter-local agreement for the maintenance of the mountain bike paths. In addition, staff is currently negotiating a lease agreement with the American Red Cross for their portion of the site.

**Options:**

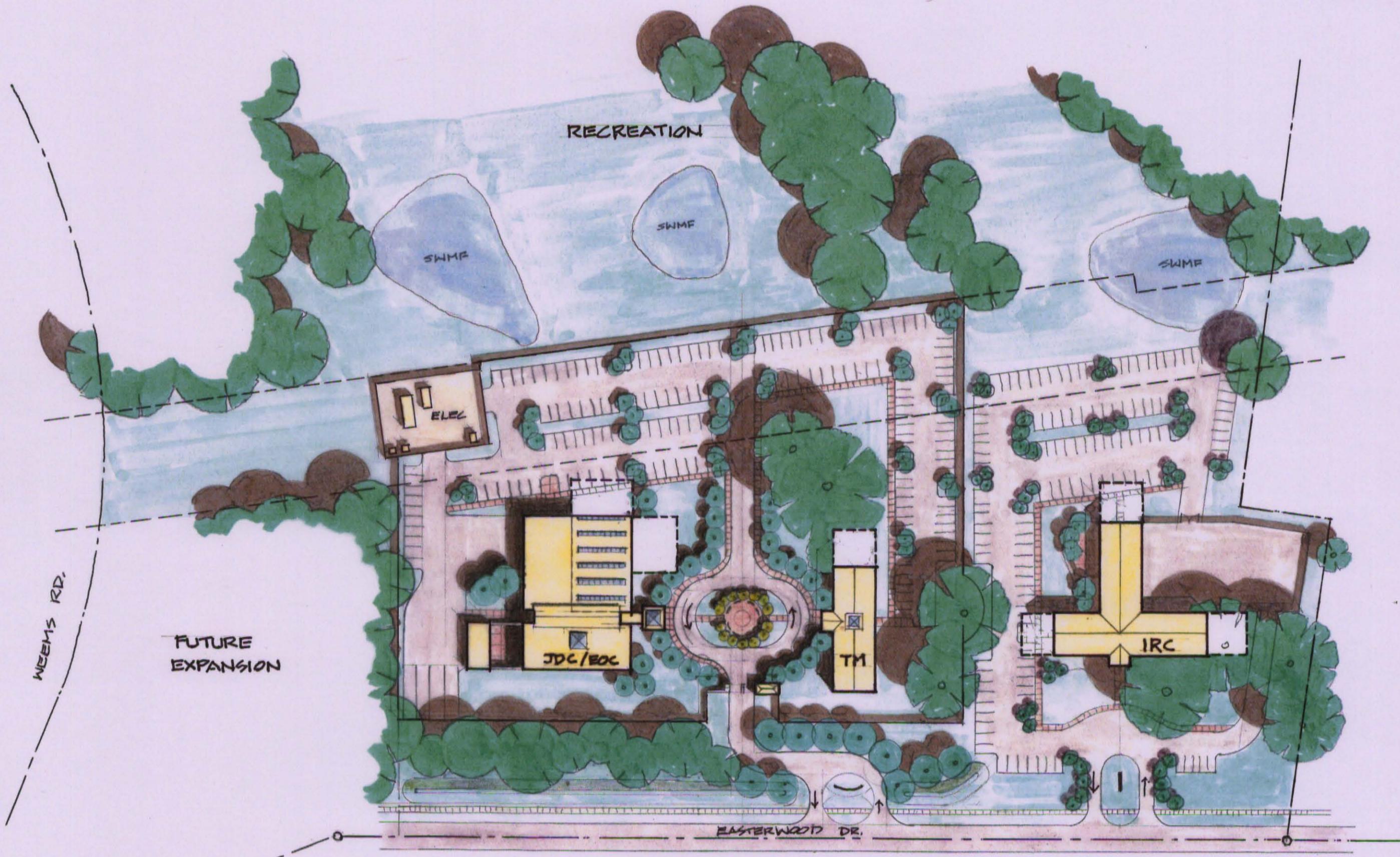
1. Accept Status Report on the Easterwood Site.
2. Do not accept Status Report on the Easterwood Site.
3. Board Direction.

**Recommendations:**

Option #1

**Attachments:**

1. Draft Site Plan
2. Draft Site Plan Overlaying Aerial





NOT TO SCALE

# MEMORANDUM

**DATE:** October 30, 2007

**TO:** Public Safety Communications Board

**FROM:** Site Selection Committee

**SUBJECT:** Proposals for the Construction of the Public Safety Communications Building

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**Background:**

On July 24, 2007 the PSCB directed the Site Selection Committee to evaluate the one proposal by HEERY International, Inc for the Program Manager Request for Proposals (RFP). The committee was also directed to give their recommendation to the PSCB, regarding the qualifications of the proposal and/or recommend that the PSCB re-issue the Request for Proposals.

**Analysis:**

On August 15, 2007 the Site Selection Committee met to discuss the HEERY International, Inc proposal. It was determined that the committee members would separately review the proposals and meet again in two weeks.

On September 6, 2007 the Selection Committee reconvened to discuss the HEERY proposal. During this meeting, Gabe Menendez, Director of the City of Tallahassee Public Works Department, stated that he recently met with officials at the Florida Department of Transportation (FDOT) to discuss the funding for the Traffic Management Center. Mr. Menendez stated that he discussed possibly locating the Traffic Management Center and Joint Dispatch center into the same building. According to Mr. Menendez, FDOT was receptive toward the concept.

The Selection Committee reached a consensus to not entertain the proposal. The original process presented to the PSCB contemplated the Red Cross located on the site, but separate from the other two facilities. Additionally, the original concept for the project anticipated the TMC and Joint Dispatch contained in one facility. Ideally, this approach could still be pursued, however, funding considerations would need to be resolved.

At this point in time, it appears the project may be proceeding in phases with the Red Cross and TMC moving first followed by the Joint Dispatch Facility. In order to keep the process moving forward, the next appropriate step would be to develop a PUD (planned unit development) for the site. This would allow a clear delineation to be identified for the individual projects. To accomplish this, the Site Selection Committee could utilize the services of a continuing supply civil engineer through either the City or County.

**Options:**

1. Approve the Site Selection committee's recommendation to reject the program manager bids.
2. Direct the Site Selection committee to proceed with procuring the services of a civil engineer through the continuing supply process of either the City or County in order to develop a PUD for the proposed site.
3. Board Direction.

**Recommendations:**

Options #1 & #2

4

# MEMORANDUM

**DATE:** October 30, 2007  
**TO:** Public Safety Communications Board  
**FROM:** Technical Subcommittee  
**SUBJECT:** 800 MHz Digital Upgrade Evaluation

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## **Statement of Issue:**

On August 25, 2006, the PSCB directed the Technical Subcommittee to design a RFP to upgrade our current Simulcast Analog 800 MHz System. Due to the specific technical requirements of this RFP, Tusa Consulting assisted in the drafting of the RFP. The PSCB directed the Technical Subcommittee to design an RFP that allowed open competition and would take into account all options that the PSCB should consider. After much discussion, the Technical Subcommittee decided that Tusa Consulting would design an RFP that would allow open competition on an APCO Project 25 Phase I 800 MHz System. The RFP was released on January 29, 2007 and two companies provided proposals, Motorola and Ma-COM. Tusa Consulting was asked to evaluate the proposals and provide the Technical Subcommittee their recommendations.

On September 20 and 21, 2007, Tusa Consulting presented the Technical Subcommittee the evaluation of the proposals for the 800MHz RFP. Mr. Tusa went over each proposal in detail identifying the pros and cons of each proposal. Mr. Tusa also provided a cost analysis of each proposal highlighting areas where he felt the vendor was deficient. Finally, Mr. Tusa provided the committee his ranking:

- Rank-I: Motorola Project-25 Proposal Submittal
- Rank-II: Motorola Project-25/Analog Proposal Submittal
- Rank III: M/A-COM Project-25 Proposal Submittal
- Rank IV: M/A-COM Alternative SLERS Proposal
- Rank V: Motorola Smartnet-II Analog Modernization

After some discussion and questions, the Technical Subcommittee voted to accept the rankings as provided by Tusa Consulting and to present these rankings to the PSCB for further action.

## **Fiscal Impact:**

\$24,000,000. Both Governments have sufficient funding to upgrade the current analog 800MHz system.

## **Historical Facts/Issues:**

On June 8, 2006, it was agreed upon by the PSCB that it would assume the responsibilities of the Management Oversight Committee for the 800 MHz system. The PSCB receives a status report on the operational issues of the 800 MHz system at every meeting. In addition, the PSCB appointed a Technical Subcommittee to advise the PSCB on the technical aspects of public safety communications. The subcommittee includes representatives from the County, City, Sheriff, and Police Departments.

On August 25, 2006, the PSCB directed that Technical Subcommittee to design a RFP to upgrade our current Simulcast Analog 800 MHz System. Due to the specific technical requirements of this RFP, a consultant assisted in the drafting of the RFP. The PSCB directed the Technical Subcommittee to design an RFP that allowed open competition and would take into account all options that the PSCB

should consider. After much discussion, the Technical Subcommittee decided that Tusa Consulting would design a RFP that would allow open competition on an APCO Project 25 Phase I 800 MHz System. This RFP was completed and was released on January 29, 2007 with responses due in June 12, 2007.

Tusa consulting has finished the evaluation of the proposals and has made a recommendation to the Technical Subcommittee (TSC). After some discussion and questions, the Technical Subcommittee voted to accept the rankings as provided by Tusa Consulting and to present these rankings to the PSCB for further action.

On October 12, 2007, Motorola responded to a letter issued by the Chairman of the PSCB requesting that the extension of the bid validity dates in response of the RFP (attachment #2). The extension was requested until after the outcome of the January 29, 2008 constitutional amendment on property tax reform was known. In the response, Motorola proposed to extend all current pricing through December 31, 2007. Motorola also stated that they will be able to accelerate the deployment schedule with no cost increases to the City and County to meet FCC rebanding deadline if a contract is received by December 31, 2007, producing a cost savings of up to \$1 million.

It is anticipated that FSU, FAMU, and TCC will be responsible for their costs associated with the upgrade to the APCO Project 25 Phase I 800 MHz system, such as radios and consoles. Staff does not anticipate FSU, FAMU, and TCC contributing to the cost of the infrastructure.

**Options:**

1. Approval to proceed with the Tusa recommendation and get City and County commission approval to negotiate and execute a contract with Motorola for an 800 MHz P25 Digital radio system.
2. Direct staff to negotiate a contract before Dec 31, 2007 to take advantage of merging the 800MHz rebanding project with the Digital upgrade. The cost savings could be as much as 1.0 million dollars and this cost savings would be realized by both governments.
3. Direct staff to notify FSU, FAMU, and TCC that their respective entities will be responsible for their costs associated with the 800MHz Digital Upgrade project.
4. Direct staff to write an Interlocal Oversight Agreement similar to the 800MHz management oversight agreement that identifies responsibilities for finances and day to day operations of the new 800MHz Digital system.
5. Provide alternative Direction to Staff

**Recommendations:**

Option 1, 2, 3, and 4

**Attachments:**

1. Tusa Report
2. October 12, 2007 Motorola Letter Regarding the Extension of Bid Validity

# City of Tallahassee/Leon County RFP No. 0091-07-KR-RC 700/800MHz Digital Trunked Radio Network Proposal Evaluation Report

## 1.0 Introduction

The City of Tallahassee (Florida) and Leon County jointly utilize an 800MHz Motorola Smartnet-II analog trunked radio communications system, serving the communication needs for both public safety and governmental operations. This system has been operational since 1998 and is generally reliable, yet key components of the system are no longer manufactured and maintenance support will likely become problematic in the future.

Smartnet-II is also a proprietary trunked radio protocol. As such, it does not lend itself to seamless interoperability whereby radio users could roam into nearby 800MHz trunked systems using other proprietary schemes, such as the State of Florida's Law Enforcement Radio System (SLERS). Fortunately, much progress has been made by the Association of Public Safety Communications Officials (APCO) and the federal government in spearheading efforts to develop digital trunked radio standards that allow seamless interoperability, user roaming and facilitate a competitive procurement environment.

The culmination of these planning efforts is the APCO Project-25 suite of digital radio standards. Correspondingly, those RFP 0091-07-KR-RC Specifications released by the City of Tallahassee, and its partner Leon County, encompass a turnkey approach structured to provide both with a shared digital simulcast trunked radio resource capable of meeting current and future communication needs, both reliably and functionally.



The City/County's public safety communications management is governed by a combined Public Safety Communications Board (PSCB), which includes agency and administrative representatives from both stakeholders. A key desire of PSCB is to transition away from proprietary radio solutions and to embrace new, emerging radio technology that is in full compliance with Industry-recognized open standards. A second, critically important aspect of this communications procurement involved infrastructure reliability and hardening in response to heightened terrorism activities, worldwide, and to regional natural and environmental hazards such as hurricanes and tornadoes.

In response to these Specifications, the Industry's two leaders in public safety communications networks: Motorola and Tyco Electronics (M/A-COM) have undertaken the challenge and have both furnished proposals based on Project-25 technology. Additionally, and at the City/County's request Tyco has provided a second proposal response that encompasses an expansion of the existing SLERS and has described that System's envisioned future migration path toward full Project-25 compliancy.

Finally, Motorola has submitted two additional proposals of its own for City/County consideration. One is a split Smartnet-II/Project-25 radio network that essentially embodies all of the coverage and reliability aspects of its base Project-25 proposal, but is geared only toward public safety operations (non-public safety operations would remain on analog). The second proposal is simply a technology refresh to those specific infrastructure elements of the existing Smartnet-II analog configuration that are approaching functional obsolescence.

In essence, the competing vendors have proposed the following:

- Wholly-owned new digital configurations based on Project-25 technology;



- A partnership and expansion of the existing SLERS configuration;
- A combined Project-25 digital/proprietary analog network that leverages the remaining useful life of the current Smartnet-II configuration;
- A technology refresh to the existing Smartnet-II infrastructure.

This Report describes, in a general sense, the technology and approach offered by each vendor as gleaned from their proposed solutions. Later, the underlying principals of the evaluation process are discussed. Next, consultant-scored evaluation worksheets for vendor submittals are introduced with summary comments provided. Finally, a recommendation of the order of proposal suitability is provided, as well as our technical recommendation of the best solution.

## 2.0 Evaluation Process

The process used by Tusa Consulting Services in the evaluation of this procurement's proposal responses follows that described by our previously published paper: *A Structured Approach for the Procurement of Radio Communication Systems*, which is contained in Appendix A. Each proposal was carefully read, multiple times, to gain a comprehensive understanding of the technology proposed, its configuration attributes, and the response's compliancy to stated RFP minimally acceptable, as well as mandatory, requirements.

In those instances where a Proposer's response was unclear or was seen to lack information that had been indicated as having been included, we would issue questions designed to gain better understanding or to retrieve missing documents. In one case, we traveled to a Proposer's headquarters to observe newly designed infrastructure equipment that had been proposed for this specific

procurement. Included in Appendix B, C and D of this Report are the specific questions Tusa submitted to each Proposer as well as that Proposer's response.

Next, Tusa scored each Proposal Submittal using the 700/800MHz Radio Network Evaluation Worksheet, as approved by the Technical Services Committee. The scoring system used allowed for "exceeds-credit" points, whereby those specific areas where a response clearly exceeded the RFP's minimum specification, which rewarded Proposers for providing and enhanced service and/or capability. That being the case, for those proposals having many areas where key requirements were exceeded, it was possible to earn scores above the nominal value indicated for each category.

### **3.0 Motorola P-25 Proposal**

The Evaluation Worksheet Document, contained in Attachment I, embodies the results of our investigation and evaluation of the Motorola proposal encompassing APCO Project 25 technology. In essence, Motorola's response includes a digital renovation of all existing Smartnet-II sites and includes two new sites to improve radio coverage in areas identified by the RFP as being coverage-deficient.

A radio traffic study was undertaken by Motorola, using RFP data supplied from the existing radio system, to determine the number of radio channels necessary to support existing and future needs. In the end, Motorola determined that a total of eighteen channels were minimally required, but to provide a higher level of capacity during extraordinary circumstances decided to configure their proposed new radio system to use the total 22 channels available.

All sites in the proposed radio system are simulcast, in full compliance with the RFP's objectives and specifications. That is, every site has the ability to support

the same level of radio traffic and all conversations conducted throughout the system are broadcast throughout the entire coverage area. Furthermore, Motorola has agreed to provide and guarantee the audio quality levels required by the RFP. Motorola took very few exceptions to the stated requirements and fully accepted the RFP's penalties for response time failures.

The Motorola proposal guarantees radio coverage performance within the RFP's stated 101 critical buildings. Furthermore, they have identified where only a small subset of the city/County's critical buildings (approximately 10%) would not likely experience coverage deficiencies below that level by their coverage prediction and would require in-building amplification systems. These building amplifier systems have been provided in their design and thus, Motorola was credited as being fully coverage-compliant to the RFP specifications.

All equipment offered in the Motorola proposal is in current production and is FCC type accepted for operation on the frequencies licensed to the City/County. The project's implementation time proposed is fifteen months, three months less than the RFP's not-to-exceed eighteen month time period.

The proposed network configuration includes renovation of the Myers Park facility and a new greenfield site on Easterwood Drive. Since the existing Myers Park site already contains a 325 ft. self-supporting tower, no FAA or zoning delays for its construction are anticipated. The new Easterwood site does require FAA and zoning approval. A preliminary FAA determination completed by Motorola shows no obvious conflicts with nearby airport facilities. The cost to construct both sites, inclusive of towers, has been provided.

An unusual twist to the Motorola proposal, and one that we believe will become more probable as Project-25 radio systems and equipment become more commonplace, is the suggested use of M/A-COM radios for those operations requiring both direct interoperability with the SLERS ProVoice technology *and*



primary operability on the proposed City/County Project-25 radio system. By so doing, users requiring that level of communications effectiveness could do so without the need for carrying/installing two different radio devices. This approach eliminates the need for costly duplication of communications equipment and simplifies maintenance. Furthermore, this concept of multiple user equipment sources is a key benefit of Project-25 technology and can be embraced by the City of Tallahassee/Leon County...no matter which vendor's infrastructure technology is ultimately implemented.

Motorola has proposed a comprehensive set of manager, dispatcher and user training for this project, inclusive of 100% public safety user training for newly provided radio equipment (mobile, portable and related accessories).

#### **4.0 Motorola Alternative Proposal**

A set of two alternative proposals was presented also by Motorola. The first alternative embodied the concept of a split analog/Project-25 radio network. A second alternative considered only the modernization of those elements of the existing Smartnet-II analog system that were technically obsolete or whose ability to be expeditiously maintained was questionable.

The idea of a split analog/Project-25 radio network was born of the potential need to minimize initial implementation costs through maintenance of existing governmental, non-public safety users on a ten-channel subset of the existing analog system. The remaining twelve channels would be dedicated to public safety operations and converted to full Project-25 functionality.

As this new twelve-channel Project 25 configuration is identically the same as that described by the base Motorola P-25 solution, the evaluation scores for that

base proposal also apply here. The additional advantages of the split system approach are:

- Lower initial deployment costs;
- Ability to “refarm” existing analog public safety radios for local government uses;
- Public safety and local government users would have interoperability through console links or, in the case of public safety, through selecting a different system on their user radios;
- Potential to leverage more of the remaining capability of the old radio system.

But the approach also has a set of disadvantages to be considered:

- Maintenance costs for the combined technologies would be higher than for a single-technology scheme;
- The coverage footprint for the two systems would be strikingly different;
- The cost to later convert the old channels to Project-25 technology would be higher due to remobilization costs;
- Local government users could initiate interoperable communications with public safety counterpart resources only through console patches and not at the user level.

So, while the desired operational needs of public safety users could be achieved through the split system approach, the current ability of both public safety and non-public safety/local government users to seamless interoperate on a shared, single system would be greatly diminished. That is, while the new Motorola P-25 radios could be programmed to operate on both this new digital and Smartnet-II analog systems, the older analog radios used by local government operations could not communicate or initiate calls directly to their P-25 counterparts. Such



communications could be supported only through a third party (dispatcher-initiated patch) or via conventional mutual aid channels.

The second alternative proposal, structured to replace aged portions of the existing Smartnet-II analog radio system, offers nothing new from a functionality standpoint. This "option" was already available to the City/County as part of normal and routine maintenance. While the City/County's implementation of this approach could certainly improve the hardware reliability of the existing Smartnet-II analog radio system, it does nothing to improve known coverage deficiencies or cause the elimination of the radio system's existing single points of failure. Finally, it does nothing to support the desired goal of achieving APCO Project-25 digital radio functionality or interoperability.

### 5.0 M/A-COM Project-25 Proposal

The Evaluation Worksheet Document, contained in Attachment II, embodies the results of our investigation and evaluation of the M/A-COM proposal encompassing APCO Project 25 technology. In essence, M/A-COM's response includes a digital renovation of all existing Smartnet-II sites and includes three new sites. The focus of their design was to greatly enhance building coverage within the RFP's defined Urban Service Area in a manner that could reduce dependency on building amplifier devices. This core element of the radio network, within the Urban Service Area, would utilize simulcast infrastructure technology. Two outlying infrastructure sites providing coverage for principally county users would utilize multisite technology, but are each operable on a small subset of radio channels as compared to the simulcast infrastructure serving the Urban Service Area.

A radio traffic study was undertaken by M/A-COM, using RFP traffic call data supplied from the existing radio system, to determine the number of radio



channels necessary to support existing and future needs. In the end, M/A-COM determined that, using their proposed infrastructure scheme, a total of fourteen channels were required for the core simulcast system, based on the RFP's 40% growth factor criteria. The two outlying sites, using assumptions made by M/A-COM engineers, were allocated only four radio channels each.

All sites in the proposed radio system are not simulcast, thus the M/A-COM solution is an exception to the RFP's objectives and specifications. As configured, with the simulcast system having fourteen sites while the remaining multisites having only four, all sites do not have the ability to support the same level of radio traffic and numbers of conversations conducted throughout the entire coverage area.

The M/A-COM proposal assumes that county radio users have little need to monitor or participate in calls within the Urban Service Area. Therefore City/County managers of the radio system would be required to determine which subset of the total number of talkgroups allowed in the simulcast subsystem could be mapped to the two multisite subsystems. Without doing so, one of two possibilities exist. If all sites are required to support all talkgroups, then the capacity of the combined network (simulcast plus multisite subsystems) is limited by those sites having the fewest numbers of channels. Thus, if all three working (voice) channels of the multisites were occupied handling calls, users would have to wait in queue even though many more channels were free on the simulcast subsystem.

Alternatively, the simulcast subsystem could be configured to allow calls to be placed even if the multisite channels were already occupied. This means that users in areas covered by the multisite towers would potentially miss calls being conducted over the core simulcast subsystem.



In short, the proposed M/A-COM split multisite/simulcast configuration could be managed into a workable solution, and potentially could be fielded at lower cost; however, the risk of having some calls blocked by the limited capacity of the two multisites exists. This then becomes a new technical/management challenge for the City/County involving a problem that did not exist with the older, analog countywide-simulcast configuration.

We noted, even with the addition of three infrastructure sites, where M/A-COM took exception to the RFP requirement to provide and guarantee delivered audio quality to a DAQ 4.0 for mobile radio operations. M/A-COM, in its proposal response, had also taken exception to RFP-required performance and maintenance response penalties.

The M/A-COM proposal only guarantees portable radio coverage performance within the RFP's stated critical buildings provided that an optional cost indicated in their Pricing Proposal is accepted by the City. While such a response could be viewed as an exception, we have scored the response as compliant provided that the cost for such services is considered by the City/County in the evaluation of proposed project costs. That is, should the City/County fail to accept such costs, the RFP technical evaluation (and resultant scoring) should be modified to show that building coverage compliancy requirement has not been satisfied.

While some equipment offered in the M/A-COM proposal is in current production, the key MASTR-V base station infrastructure component and most user equipment elements offered for sale by this proposal response are in various stages of technical development. The MASTR-V base station, certainly the most critical type of equipment in the proposed radio system's scheme, is not scheduled for design completion until Summer 2008. Furthermore, FCC type acceptance certification for operation on the 800MHz frequencies licensed to the City/County has not been achieved for the MASTR-V base station, the P5400 portable radio, the P-25 vehicular repeater and the M7300 mobile radio.

The FCC requires that specification literature for newly designed equipment that has not been FCC type accepted/certified must be marked as follows:

*“This device has not been authorized as required by the rules of the Federal Communications Commission. This device is not, and may not be, offered for sale or lease, or sold or leased, until authorization is obtained.”* (See Appendix E for the complete text of the relevant FCC Rule, Title 47; Part 2.803: *Marketing of Radio Frequency Devices Prior to Equipment Authorization*)

Curiously, we found where M/A-COM's specification sheets for equipment which had not been so certified contained only the following language:

*“This device is not, and may not be, offered for sale or lease, or sold or leased, until authorization is obtained.”*

Our initial review of FCC Rules and Regulations covering the certification of intentional radio frequency radiators, as detailed by Title 47, Part 2.803 clearly defined a restricted, specific set of circumstances whereby radio equipment could be sold prior to FCC certification. However, none of the limited areas of exception (principally involving the display of such equipment at trade shows and field stocking through a network of dealers and agents) appeared to apply to governmental bodies or public safety agencies.

Tusa subsequently retained the telecommunications law firm of Shulman, Rogers, Gandal, Porody & Ecker, et al; to contact the Federal Communications Commission to gain further insight and meaning of the Commission's position relative to equipment certification. The work of investigating this matter was assigned to Laura Smith, Esq. who in turn contacted Mr. Jules Knapp, head of the FCC's Office of Engineering and Technology.



Mr. Knapp advised Mrs. Smith where a vendor's inclusion of non-certified equipment in a proposal to furnish and install goods and services, and the award of such a project by an Owner/Licensee (coupled with a customary and normal project execution payment), would constitute a sale. This action of sale is forbidden by FCC Rules (see Appendix D). Mr. Knapp researched the Commission's past determinations on questions involving type acceptance/certification and found in no instance had rules and requirements for equipment certification been relaxed for a governmental body or agency. Furthermore, Mr. Knapp strongly recommended that we advise clients not to purchase non-certified equipment.

The reason for the FCC's certification process is to protect currently licensed radio system owners from the receipt of spurious emissions that, in themselves, have potential to cause harmful interference. Additionally, the prohibition of use of non-certified equipment eliminates a potential source of self-interference to the Licensee/Owners radio network. In short, the requirements for equipment certification are necessary to protect and preserve the integrity of radio communication networks and services. The FCC's certification process requires manufacturers to provide hard, reproducible evidence where new designs and hardware implementations, in themselves, cause no harm to existing, licensed radio operations and services.

Tusa has been providing public safety consulting services continuously since 1991. This is the first instance where we have seen non-certified equipment offered for sale in this manner in any of our contracted public safety engagements. Accordingly, we have taken the extraordinary step to gain a current understanding of certification compliancy, as envisioned by the Federal Communications Commission, itself, and those risks associated with the City/County's potential purchase of such equipment. Clearly, Mr. Knapp's comments, considering his leadership position within the Commission, are a cause for concern.

M/A-COM's proposed network configuration includes no renovation or replacement of the existing Myers Park tower/shelter facilities. An engineering report completed by Pate Engineering Inc., in 2006, however, indicates that the existing Meyers Park tower is already overloaded, has suffered from internal corrosion and must be replaced (See Appendix F). Therefore, City/County consideration of the cost portion of M/A-COM's proposal must also factor the replacement cost of this existing tower to gain a meaningful assessment of the true cost to implement the proposed M/A-COM infrastructure configuration.

In our examination of the M/A-COM cost proposal we found that costs for a replacement tower at Meyers Park had not been included.

Only one new tower had been proposed by M/A-COM for this project's configuration and it is to be located as a replacement for one now operated by Williams Communications. Since the Williams site already contains a communications tower, no significant FAA or zoning delays for its construction are anticipated. In the current analog simulcast configuration, all towers are City/County owned property with no reoccurring revenue requirements other than routine maintenance.

Therefore, when the City/County considers the cost of M/A-COM's proposed Project-25 digital system solution, it is important to also factor annual tower access fees, if any, as well as the cost for the necessary replacement of the Myers Parks tower.

Motorola has proposed a comprehensive set of manager and dispatcher and training for this project, however, only a train-the-trainer program for newly provided radio equipment (mobile, portable and related accessories) had been proposed for the City/County's public safety users.

Finally, M/A-COM's proposed project implementation period is eighteen months, which is in compliance with the RFP's not-to-exceed eighteen month time period.

## 6.0 M/A-COM's SLERS Expansion Proposal

The City of Tallahassee requested M/A-COM to additionally supply a proposal that considers the full migration of City/County users onto SLERS, but in accordance with RFP requirements for coverage, capacity, reliability and performance. Additionally, M/A-COM was required to identify the future migration path envisioned for SLERS that embodies Project-25 digital radio compliance.

M/A-COM's enhanced SLERS configuration includes nine sites within Leon County. Five other sites within adjacent counties are part of the system which could be used to enhance interoperability. Actually, since SLERS exists throughout Florida, the ability to seamless interoperate is far beyond that required by the RFP. SLERS, however, is not Project 25 compliant. It is built using the older APCO Project 16 objectives that had spawned proprietary technologies such as Smartnet/Smartzone and EDACS/ProVoice.

M/A-COM had introduced in their Proposal an envisioned migration plan for SLERS that involved a 700MHz component and notes where some current users are already purchasing dual-band radios to support this future migration path. In fact, the proposal describes that the build-out of this P-25 700MHz overlay would likely commence in the northern portions of the State within the next two years.

Somewhat surprisingly, however, is that user radio equipment proposed to the City/County for this potential SLERS integration (P7100, M7100, P5100, etc) is capable of only 800MHz operations. These devices have no ready migration path to 700MHz, absent of full replacement. We have thoroughly reviewed the

corresponding M/A-COM cost proposal for this SLERS integration yet have found no cost information, or even a description, of optional 700/800MHz-capable user equipment.

Expansion infrastructure sites to existing SLERS configuration within Leon County include the City/County's existing 800MHz Panther Creek, Crooked Road and the Spray Field sites. Each of these sites would be configured for four trunked channels (as compared to the current 22-channel analog/simulcast configuration). The existing SLERS simulcast sites located within the Urban Service Area would be configured with ten additional trunked channels to support City/County operations (nine existing SLERS simulcast channels plus ten City/County channels for a total of nineteen channels).

M/A-COM's guaranteed level of delivered audio quality is DAQ 3.4 for both portable and mobile unit operations (note the RFP required DAQ 4.0 for mobile operations). There is no coverage guarantee given to the RFP's mandatory 101 critical buildings, however, informal test results from the existing SLERS configuration suggests that good to excellent coverage already exists. Yet, M/A-COM offers no guarantee of building coverage or no fixed cost to achieve such coverage if formal testing, of the scope typical for radio acceptance verification, identifies unacceptable coverage deficiencies. The cost for the development and implementation of such optional building coverage enhancements would, according to the Proposal, be at City/County expense.

All 800MHz equipment proposed by M/A-COM as part of the SLERS expansion is FCC type accepted for operations on those 800MHz channels currently licensed to the City/County. However, we are troubled that M/A-COM's proposed user equipment, as provided by the base SLERS expansion proposal, does not support both 700MHz and 800MHz band operations.

A number of notable deficiencies were observed in the proposed infrastructure configuration. The City/County's Project-25 RFP (which also served as the reliability, operability and functionality standard for alternatively-proposed solutions) required that all infrastructure sites be supported by battery backup systems sized for a minimum of eight-hours of operation, in lieu of commercial power. The proposed uninterruptible power systems, as operated by SLERS, are sized for only thirty minutes of power support. Generally speaking, radio sites that have such limited backup power capacity are highly reliant on the security and reliability of standby generator subsystems.

When initially installed, generators are reasonably reliable, however, with the passage of time and accumulation of run hours, reliability often degrades. (These generators rely on gas-powered automotive engines. As is the case for automobiles, the accumulations of miles...in this case run-hours...results in normal wear and a gradual loss of reliability.) That is, the likelihood of a generator over-crank or failure-to-start occurrence becomes more probable with the passage of time. Thus, the importance of allowing a sufficient UPS/battery plant run cycle to allow for field service of failed generators without losing a site/sites ability to sustain communications effectiveness cannot be over stated. It was for this reason that the City/County RFP Specifications called for an eight-hour battery run-cycle for its radio infrastructure sites. A thirty-minute UPS run time is an unreasonably short maintenance response period, and so, the loss of a tower site should both commercial and standby generator power fail is more likely.

The control point for the SLERS-Leon County radio infrastructure configuration is co-located at the Florida Highway Patrol Headquarters tower site. A number of SLERS simulcast sites serving the Urban Service Area are interconnected by a ribbon microwave system. Loss of the first microwave link (FHP-to-Bainbridge) would disable simulcast operations and result in single-site bypass functionality, with a large corresponding loss of coverage reliability. Should the City/County



determine a SLERS migration has cost and functional advantages beyond that considered by this evaluation, strong consideration should be given to reconfigure the Urban Service Area's microwave component into a protected loop configuration. By so doing, a critical, single-point failure mode affecting the Urban Service Area could be eliminated.

The City/County's P-25 RFP Specifications called for an optional simulcast network control point. The alternative proposal provided by M/A-COM for an expanded SLERS implementation does not consider or provide this desired redundancy. Should the City/County determine a SLERS migration has cost and functional advantages, M/A-COM should be requested to provide the cost and likely configuration hardware/software and interconnectivity of a redundant control point site.

In its invitation to M/A-COM to provide a proposal encompassing SLERS, M/A-COM was instructed to craft a response to satisfy the reliability, functionality, coverage, quality and operability requirements described in that RFP's Project-25 configuration. The only requirement relaxed in this request was the immediate use of Project-25 technology. That is, the RFP's requirements were to be met using Project-16 solutions now, but with a near-term migration to Project-25 described and supported by the proposed technology.

Unfortunately, the submitted SLERS proposal did not follow the City/County's instruction and the resultant M/A-COM proposal response is absent of many desired aspects of the City/County RFP, as has been described above.

## 7.0 Consultant's Recommendation

The City of Tallahassee, and its partner Leon County, have received multiple proposals for a next-generation digital trunked radio technology from the

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Industry's two principal vendors: Motorola and M/A-COM. While both vendors are capable of supplying public safety radio networks, and have a strong demonstrated history of product support, this evaluation of proposal submittals hinges on the concept of how well each proposed solution parallels or exceeds this client's desired minimum objectives (i.e. RFP-0091-07-KR-RC Specifications).

TCS utilized a point-based evaluation process that assesses vendor submittals relative to actual RFP requirements. Subjective consideration of vendor proposals has been avoided by targeting realities versus requirements. For example, in the case of coverage, if a coverage area or delivered audio quality objective was found to meet or exceed a proposal requirement, the result was either an acceptable-credit or exceeds-credit score. Correspondingly, proposals that failed to achieve RFP-required coverage performance, as indicated by a vendor's stated exception to requirements, received lower evaluation points for those excepted or otherwise deficient categories.

In the end, that proposal having the highest number of scored points was viewed as being most complaint and most advantageous.

In this instance, considering the two received primary Project-25 digital radio system proposals, Motorola's proposed solution was clearly the most technically advantageous. Their proposal took a minimum of RFP Specification exceptions. The critical coverage, audio quality, capacity and reliability aspects of their Proposal met or exceeded the RFP's requirements in numerous areas. By contrast, M/A-COM's Project-25 proposal response took exception to RFP completion/maintenance failure penalties, did not guarantee delivered audio quality to the extent desired by the City/County, utilized a non-approved mixture of multisite and simulcast technology design, provided only a train-the-trainer process for public safety departments and offered for sale infrastructure and user



equipment components that have not achieved FCC-required type acceptance certification.

A total of three alternative proposals were also received, of which Motorola offered both a split analog/Project-25 solution as well as infrastructure refreshment options for the City/County's Smartnet-II trunked configuration. M/A-COM provided a City/County-requested SLERS solution, based on its proprietary ProVoice trunked radio architecture, for consideration.

As Motorola's split analog/Project-25 solution was simply its primary Project-25 proposal configured with ten fewer channels dedicated solely to public safety, a new evaluation worksheet for this alternative was not considered necessary. Obviously, reliability aspects of the analog portions of the network would remain unchanged; however, Motorola offered a second alternative to replace those components in the analog network that would become difficult to maintain due to obsolescence. Thus, if the City/County desired to migrate toward P-25 technology using a staged approach, this Motorola alternative would support that goal, potentially at a lower initial cost. In no instance would Tusa recommend the singular modernization of the current Smartnet-II analog radio system unless the City/County has no intention to migrate public safety operations toward Project-25 technology for the foreseeable future.

M/A-COM's alternative SLERS proposal has merit if the City/County's desire is to enter into a long-term communications partnership with the State of Florida. If such a partnership was deemed necessary or desirable then this SLERS solution would allow for seamless, unit-to-unit interoperability with users dispersed throughout the State. But, the alternative proposal's technical submittal offered by M/A-COM included user equipment that is not conducive to SLERS' indicated 700MHz migration path to Project-25 technology. That being the case, a higher tiered segment of portable and mobile radios must be considered, but this segment appears to be beyond the scope of M/A-COM's submitted SLERS

proposal. Furthermore, the proposed configuration lacked many of the reliability, functionality, coverage and reliability aspects of the base Project-25 RFP Specification. For these reasons the SLERS alternative received a somewhat lower score, ranking and assessment of relative technical desirability.

Thus, our recommended order of ranking, as determined by this proposal evaluation process is as follows:

Rank-I: Motorola Project-25 Proposal Submittal

Rank-II: Motorola Project-25/Analog Proposal Submittal

Rank III: M/A-COM Project-25 Proposal Submittal

Rank IV: M/A-COM Alternative SLERS Proposal

Rank V: Motorola Smartnet-II Analog Modernization

Obviously, one might expect where M/A-COM could formally challenge the Federal Communications Commission on the issue of FCC Type Acceptance Certification and what constitutes a sale of equipment. Taking into consideration a potential relaxation of this type acceptance requirement by the FCC in their response to a presumed M/A-COM formal inquiry, in the immediate matter of proposal evaluation scoring Tusa has found where the remaining body of exceptions involving audio quality, configuration, site modifications, training and other RFP requirements within the M/A-COM P-25 proposal are of such scope where the numerical ranking of submittals, as described above, would not change.

In the matter of cost evaluation, a comparison of the costs associated with the two Project-25 proposals is straightforward as both vendors proposal responses

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were in concert with the City/County RFP Specifications. The Motorola proposal is seen to have a lower initial cost although it encompasses more infrastructure equipment than does the corresponding M/A-COM proposal. Operationally, the Motorola configuration is seen to cost somewhat more to maintain over a ten-year period, however, this is expected since it contains nearly twice the amount of infrastructure base station (transmitter/receiver) equipment.

Motorola's alternative split-system cost information is limited as they supplied only a lump sum cost for infrastructure and user equipment, absent of maintenance costs. In our evaluation, since the proposed split-system is in reality simply their P-25 proposal with a smaller subset of channels provided at each infrastructure site, we used appropriately scaled adaptations of their proposed P-25 maintenance costs for the purposes identifying a scale of project-anticipated costs.

The costs indicated by M/A-COM for the SLERS proposal were more difficult to evaluate since their approach did not fully follow the City/County's alternative proposal invitation guidelines. Specifically, their infrastructure cost contains an initial implementation cost for dispatch centers coupled with an annual user fee for a minimum level of subscribers (3,478 radios). The presumed period of SLERS subscription, to recover the costs associated with tower site enhancements, is at least ten years, although the cost proposal is unclear of the minimally-required term. An additional uncertainty with M/A-COM's cost proposal is the issue involving the need for 700/800MHz radios and what additional contribution, if any, is required of the City/County to support the SLERS envisioned 700MHz Project-25 expansion.

D. F. Tusa; September 24, 2007



Address Reply To:  
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(850) 894-0381 Fax

October 12, 2007

Mr. Kent Rickey  
Procurement Services Division, City Hall  
300 S. Adams Street  
Tallahassee, FL 32301-1731

**Subject: Extension of Bid Validity Dates in Response to RFP. No. 0091-07-KR-RC**

Dear Mr. Rickey:

In reply to your request for an extension of the price validity date of our proposals in response to RFP No. 0091-07-KR-RC, Motorola proposes to extend all current pricing through December 31, 2007. The Motorola proposals reflect a significant amount of civil work which is being provided by our local subcontractor partners. We have been able to secure our current subcontractor and supplier pricing through December 31, 2007. Therefore, Motorola is pleased to be able to extend the current RFP proposal pricing through the end of this calendar year.

More important than Motorola's pricing guarantee, the City and County have a tremendous opportunity this year to leverage significant funds through the rebanding process. The Sprint/Nextel rebanding effort is a critical initiative currently underway by the City of Tallahassee and Leon County with the Sprint/Nextel team. In an effort to minimize radio frequency interference, Sprint/Nextel is in the process of rebanding all 800MHz radio systems across the United States. This is an FCC authorized activity which impacts thousands of public safety agencies, including the existing Tallahassee/Leon 800MHz analog radio system. As part of this rebanding effort, Sprint/Nextel is obligated to pay the costs to reband all impacted 800MHz radio systems. ***In the case of the Tallahassee/Leon radio system, this rebanding cost to be paid by Sprint Nextel would most likely exceed \$1,000,000 based on similar rebanding contracts recently approved and contracted by Sprint Nextel.*** The opportunity to leverage these funds will only be possible should the procurement process for the new digital 700/800MHz radio system stay on track for a 2007 contract execution. If the City and County can produce an acceptable implementation schedule to the FCC for the new radio system, then the need to reband the existing radio system is eliminated, and the dollars received as the result of the rebanding initiative can be more appropriately applied to the purchase of new technology.

Currently the FCC requires that the existing analog equipment is rebanded by summer 2008. In order to elect to apply these funds to the new system, the City and County must commit to deploying the new digital stations by summer 2008 in lieu of rebanding the old analog equipment. Motorola has reviewed our currently proposed implementation plan for the new digital 700/800MHz radio system; and ***will be able to accelerate our deployment schedule with no cost increases to the City and County to meet the FCC rebanding deadline if we receive a contract by December 31, 2007.*** A Notice to Proceed in January would allow us to accelerate the infrastructure installation and guarantee the City and County an opportunity to leverage the rebanding funds.



Mr. Kent Rickey  
Procurement Services Division, City Hall  
Page 2  
October 12, 2007

We are optimistic that with the RFP evaluation process complete and with the tremendous support of this very important public safety project (as illustrated by the funding commitment made this month by both the City and County Board of Commissioners), that there is a real opportunity to facilitate this procurement by December 31, 2007.

Please consider the following critical points of our strong recommendation to facilitate this procurement before December 31, 2007.

- The RFP Evaluation Process Is Complete
  - Tusa Consulting formally recommended the Motorola P25 proposal as the top ranked solution for the City of Tallahassee and Leon County.
  - The PSCB technical subcommittee voted unanimously to accept the consultant's RFP proposal ranking evaluation and Motorola recommendation.
- Funding Support
  - Both the City and County have included funding for this project in their 2007/2008 Fiscal Year budgets.
- Motorola's Commitment
  - Motorola's proposal price extension through December 31, 2007
  - Motorola's commitment to accelerate project implementation at no additional cost to meet the FCC construction deadlines allowing the City and County to leverage rebanding funds
- Leverage Rebanding Funds
  - The Sprint/Nextel Rebanding Project will result in an opportunity to potentially leverage **more than \$1,000,000 in funding.**

Motorola is prepared to support the City of Tallahassee and Leon County in any way possible to ensure that all funding opportunities are leveraged. We look forward to working with you to ensure the success of this very important public safety initiative.

Sincerely,

**MOTOROLA, Inc.**

A handwritten signature in black ink, appearing to read 'Robert Schassler'.

Robert Schassler  
Vice President, Government Markets  
Government & Public Safety