

PORTFOLIO SNAPSHOT

PORTFOLIO TITLE: PUBLIC SAFETY
COMMUNICATIONS PRODUCTS,
SERVICES, & SOLUTIONS

LEAD STATE: Washington

OVERVIEW:

The Master Agreements (MAs) offer a portfolio of options for public safety communication equipment, services & solutions.

INITIAL TERM: 07/01/2021 - 12/31/2026

24-Month optional extension

TOTAL POSSIBLE TERMS: Seven (7) years

**Due to differences in the date of execution and other factors, individual master agreement terms may vary. Buyers should review the applicable master agreement and associated addenda to verify the term.*

SUPPLIERS	BK Technologies	Codan Communications	JVC Kenwood USA	Motorola Solutions	Tait North America	E.F. Johnson Company	L3Harris Technologies	ICOM America
1.1 Radio: Single-Band Portable Radio (P25)								
1.2 Radio: Single-Band Mobile Radio (P25)								
1.3 Radio: Single-Band Desktop Radio (P25)								
1.4 Radio: Multi-Band Portable Radio (P25)								
1.5 Radio: Multi-Band Mobile Radio (P25)								
1.6 Radio: Multi-Band Desktop Radio (P25)								
1.7 Radio: Base Station/ Repeater (P25)								
2.1 Radio: Conventional Analog Portable (Non-P25)								
2.2 Radio: Conventional Analog Mobile (Non-P25)								
2.3 Radio: Conventional Analog Desktop (Non-P25)								
2.4 Radio: Conventional Analog Base Station/ Repeater (Non-P25)								
SUPPLIERS	Pyramid Communications	JVC Kenwood USA	Motorola Solutions	Tait North America	E.F. Johnson Company	L3Harris Technologies	Avtec	
3 Vehicular Repeater Systems (VRS) P25								

SUPPLIERS		Zetron	Motorola Solutions	E.F. Johnson Company	L3Harris Technologies	Intertalk Critical Information Systems	Avtec
4. Dispatch Consoles		✓	✓	✓	✓	✓	✓
SUPPLIERS	Mimomax Wireless	Multiplex (TDM)	Ceragon Networks	Microwave Networks	Nokia Of America Corp	SIAE Microelettronica	Aviat US
5.1 Microwave: CarrierGrade, Packet Data (Native IP)			✓	✓	✓	✓	✓
5.2 Microwave: Network Grade			✓	✓	✓	✓	✓
5.3 Microwave: Native IP, Sub 5.925 GHz				✓			
5.4 Microwave: Native IP, 900 MHz		✓					
5.5 Microwave: Carrier Grade, Native Time Division Multiplex (TDM)				✓	✓	✓	✓
SUPPLIERS	Mutualink	Zetron	Battery Systems Solutions	American Power Systems	Power Products Unlimited	DC Power System Solutions	
6 Interoperability Gateway Devices	✓	✓					
7.1 Power Supply: Dc Power System Solutions				✓	✓		
7.2 Power Supply: VRLA (Valve Regulated Lead Acid) Battery Systems Solutions				✓	✓		
7.3 Power Supply: Rack-Mounted Distribution Panels				NO AWARDS MADE			
7.4.1 Power Supply: Voltage Converters				NO AWARDS MADE			
7.4.2 Power Supply: Inverters				NO AWARDS MADE			
SUPPLIERS					Bird Technologies, Inc.	Freedom Communications Technologies, Inc.	Viavi Solutions
8.1 Testing: Multifunction Radio Test Set						✓	✓
8.2.1 Testing: Watt Meters and Power Meters					✓		
8.2.2 Testing: Portable Antenna Test, Cable Fault, RF Cable Time Domain Reflectometer (TDR) and/or Vector Network Analyzers (VNA) with Spectrum Analyzer Capability					✓		
8.2.3 Testing: Microwave Antenna Alignment Equipment							✓
8.2.4 Testing: Radio System Real Time Over the Air RF Signal and/or Waveform Monitoring					NO AWARDS MADE		
8.2.5 Testing: Coverage Mapping, Indoor					NO AWARDS MADE		
8.2.6 Testing: Interference					NO AWARDS MADE		
9.1 Monitoring & Alarm: Environmental					NO BIDS RECEIVED		
9.2 Monitoring & Alarm: Radio Network							

SUPPLIERS	ErgoFlex dba: Xybix Systems	Watson Furniture Group	Evans Consoles	Russ Bassett Corp	Valmont Telecommunica- tions, Inc.	Sabre Communications
10. Dispatch Console Furniture	✓	✓	✓	✓		
11.1 Equipment Shelter: Ballasted	NO BIDS RECEIVED					
11.2 Equipment Shelter: Concrete						✓
11.3 Equipment Shelter: Fiberglass	NO BIDS RECEIVED					
11.4 Equipment Shelter: Framed, Light Weight	NO BIDS RECEIVED					
11.5 Equipment Shelter: Outdoor Cabinet	NO BIDS RECEIVED					
12.1 Overall Tower Specifications						
12.2 Towers: Accessories & Appurtenances	NO AWARDS MADE					
12.3 Towers: Deployable/Temporary	NO BIDS RECEIVED					
12.4 Towers: Guyed					✓	✓
12.5 Towers: Guyed, Light					✓	✓
12.6 Towers: Lattice					✓	✓
12.7 Towers: Lattice, Light					✓	✓
12.8 Towers: Monopole					✓	✓
12.9 Towers: Passive Microwave Repeater					✓	

SUPPLIERS	Aviat US	E.F. Johnson Company	Motorola Solutions	Ceragon Networks	Microwave Networks	L3Harris Technologies	Nokia Of America Corp
Radio Solution		✓	✓			✓	
MICROWAVE Sub-Cat 5.1 Indoor Solution	✓			✓	✓		✓
MICROWAVE Sub-Cat 5.1 Outdoor Solution	✓				✓		✓
MICROWAVE Sub-Cat 5.2 Indoor Solution	✓			✓	✓		✓
MICROWAVE Sub-Cat 5.2 Outdoor Solution	✓				✓		✓
MICROWAVE Sub-Cat 5.3 Indoor Solution					✓		
MICROWAVE Sub-Cat 5.3 Outdoor Solution					✓		
MICROWAVE Sub-Cat 5.4 Indoor Solution		NO BIDS RECEIVED					
MICROWAVE Sub-Cat 5.4 Outdoor Solution		NO BIDS RECEIVED					
MICROWAVE Sub-Cat 5.5 Indoor Solution	✓				✓		✓
MICROWAVE Sub-Cat 5.5 Outdoor Solution					✓		✓

SOLICITATION INFORMATION:

- Solicitation Number: 00318
- Posted On: Washington's Electronic Business Solutions
- Posting Link: <https://des.wa.gov/services/contracting-purchasing/doing-business-state>
- Solicitation Open - Closed: 11/16/2020 - 01/25/2021
- Number of Days Publicly Posted: 64
- Number of Amendments Posted: 4

STATES ON SOURCING TEAM:

- Washington (lead)
- Alaska
- California
- Colorado
- Montana
- Nevada
- Tennessee

VENDOR RESPONSES:

- Vendor Responses Received: 43
- Number of Non-Responsive Vendor Responses: 9
- Vendor Responses Evaluated: 34

PROCUREMENT BACKGROUND:

The State of Washington released the RFP for Public Safety Communication Equipment, Services and Solutions, on November 16, 2020. The Sourcing Team conducted evaluations and met as a Team multiple times between February 1st and February 26th to discuss each phase of the evaluation process and reached consensus regarding which Bidders would advance to the next phase. On April 26-30, 2021, the Team met to finalize the evaluation and make award recommendations.

PRICING:

Pricing structure is based on % off Manufacturer Suggested Retail Price (MSRP) which remains constant for the contract term.

KEY BENEFITS

- Being able to execute PAs easily for a variety of public safety communications equipment to promote end-user competition.
- Streamlined procurement process.
- The possibility to integrate total solutions approach to problems.
- Facilitation of multijurisdictional investment in interoperable communications infrastructure by enabling system compatibility.
- Supports end of fiscal year purchasing

Responses were evaluated based on the following Evaluation Criteria:

The Solicitation for allowed for multiple vendors to be awarded within each category or sub-category based on a phased evaluation approach. Bidders achieving 70% of the total technical/performance points available, advanced to the Price evaluation. The Vendors whose combined total points equal to or greater than 70% of the highest Bidder total combined points, received an award for that category/sub-category.

SCORING INFO:

Responses were scored according to the RFP's Evaluation Criteria as per Section 3.1