



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 4, 2020

Alex Sherman
Motorola, Inc.
341 Cool Springs Blvd., Suite 300
Franklin, TN 37067

Re: **RFQ# 19107, 800MHz P25 Trunked Simulcast Radio System Software Upgrade, Migration and Maintenance**

Dear Mr. Sherman:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 19107, 800MHz P25 Trunked Simulcast Radio System Software Upgrade, Migration and Maintenance. This letter hereby notifies you of Metro's intent to award to **Motorola, Inc.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Jerval Watson**, BAO Representative, at **615-862-5461** or at **jerval.watson@nashville.gov**.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Scott Ferguson** by email at **scott.ferguson@nashville.gov** Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ# 19107 - 800MHz P25 Trunked Simulcast Radio System Software Upgrade, Migration and Maintenance

Evaluation Criteria (Max Points)	Motorola, Inc.
Contract Acceptance	Yes, with exceptions
Solicitation Acceptance	Yes
Background Checks	Yes
Supported Obsolescence	Yes
Minimum Response Time Requirement	Yes
ISA Questionnaire Completed and Terms Accepted	Yes
Qualifications and Experience (25 Points)	23
Service and Infrastructure Management (40 Points)	36
Cost Criteria (35 Points)	35
Total (100 Points)	94.00

Strengths & Weaknesses

Motorola, Inc. (94 Points)

Strengths: Firm provided strong project team with complete resumes. Firm provided a complete migration plan with very specific details. Firm provided a thorough understanding of Metro's current dispatch and communications system capability. Firm provided a detailed and accurate scope of work that meets the requirements of the solicitation. Firm provided a technical proposal for replacement antennas that would provide Metro with the best radio coverage.

Weaknesses: Firm did not provide exact number of years in business. Firm did not provide exact number of years of experience for each of their 3 reference companies. Firm did not provide details regarding how warranty work will be performed.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
800MHz P25 Trunked Simulcast and Radio System Software Upgrade, Migration and Maintenance; RFQ# 19107			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Motorola, Inc.	\$24,501,606.00	\$400,000.00	28.00	7.00	35.00

BAO SBE Assessment Sheet

BAO Specialist: Jerval Watson
Contract Specialist: Scott Ferguson
Date: 02/03/2020

Department Name: ITS
RFP/ITB Number: 19107

Project Name: 800 MHx P25 Trunked Simulcast Radio System Software Upgrade, Migration

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Motorola, Inc.	\$24,501,606.00	\$400,000.00	YES	\$ 400,000.00	0.10%	The SBE participation is achieved via the use of subcontractors: Wireless Plus (\$150,000); Puckett Engineering (\$250,000); totaling in \$400,000.00 in SBE participation

*For ITBs, only apparent low bidder will be listed.