

HABERSHAM COUNTY BOARD OF COMMISSION

EXECUTIVE SUMMARY

SUBJECT: Project-25 800MHz Radio System Network

DATE: September 13, 2021

BUDGET INFORMATION:

ANNUAL-

CAPITAL- \$9,654,534.89

☒ **RECOMMENDATION**

☐ **POLICY DISCUSSION**

☐ **STATUS REPORT**

☐ **OTHER**

COMMISSION ACTION REQUESTED ON: 9/27/2021

PURPOSE: Approve Award of RFP #2021-11, Project-25 800 MHz Radio System to Communications International, Inc./L3 Harris in the amount of \$9,654,534.89.

BACKGROUND / HISTORY: RFP #2021-11 was released on April 20, 2021 for the purchase of a 800MHz Radio System to replace the aging system the County currently has in place. TUSA Consulting Services is the County's Consultant on this project. The Bid opened on June 30, 2021 and the County received Proposals from three (3) Vendors. The review Committee along with TUSA Consulting began analyzing and scoring each proposal during July and August 2021. Once the committee and TUSA scored the proposals and ranked the vendors, negotiations were made to determine the final cost estimate of the Radio System Purchase and Installation to try and remain within the budget constraints of the County. Communications International, Inc / L3 Harris is recommended as the vendor for this project.

Funding will come from the following sources if approved by the Board:

\$7,200,000.00 – SPLOST VII

\$2,454,534.89 – Habersham ARP Reimbursement Funds

Total Contract Amount for 800Mhz Radio System - \$9,654,534.89

OPTIONS:

- 1) Approve the Award of RFP #2021-11 Project-25 800 MHz Radio System to CI/L3 Harris in the amount of \$9,654,534.89 and authorize the Chairman to execute contract documents.
 - 2) Deny the Award of RFP #2021-11 Project-25 800 MHz Radio System to CI/L3 Harris.
 - 3) Commission defined alternative.
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- 4) **RECOMMENDED SAMPLE MOTION:** Move to Approve the Award of RFP #2021-11 Project-25 800 MHz Radio System to CI/L3 Harris in the amount of \$9,654,534.89 and authorize Chairman to execute contract documents.
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DEPARTMENT:

Prepared by: Finance

Director ____ Tim Sims _____

**ADMINISTRATIVE
COMMENTS:** _____

County Manager

DATE: _____

Habersham County, GA



RFP EVALUATION

August 21, 2021

Submitted by

TUSA CONSULTING SERVICES



Tusa Consulting Services (TUSA) was retained by Habersham County, GA to provide consulting services for a needs assessment and provide a detailed specification to allow for a Request for Proposal (RFP) for a new P25 radio network.

On April 1st, 2021, the RFP was released by the County. On April 20th, 2021, a mandatory pre-proposal conference was held. Multiple vendors attended this meeting to include radio system vendors L3Harris, Motorola Solutions, JVCKenwood, and TAIT. Other supporting vendors also attended this meeting regarding the RFP release, such as Furniture and Network connectivity vendors.

On June 20th, 2021, detailed proposals, in response to the RFP, were presented to the County from radio vendors Communications International (Partnering with L3Harris), Motorola Solutions, and TAIT. JVCKenwood did not submit a proposal. These proposals were submitted in two sections, Specifications and Pricing. The typical recommended TUSA process in an RFP is to evaluate the specifications first and determine if compliance with the RFP has been met. If the vendor is compliant with the specifications presented, then the price is opened for final evaluation and cost comparison to the other vendors. It should be noted that Motorola Solution offered configuration options that would allow either a Stand-Alone system, or joining the existing Hall County, GA Motorola Solution P25 system. This report will elaborate in later sections with a detailed spreadsheet of the scoring and cost evaluation provided for reference.

Upon evaluation of the technical specification, evaluations and scores were presented and discussed with the County:

Upon completion of the weighted technical response, the vendors ranked as follows:

1. Communications International / L3Harris
2. Motorola Solutions
3. TAIT

After it was found that all three (3) proposals were compliant, TUSA requested the County to open and provide the pricing for all three (3) Vendors to TUSA for evaluation. Pricing is scored as a relative cost difference among all proposals, thereby providing an apples-to-apples price comparison. This is to say that the more discount a vendor provides, the further its price separates from a competitor's. Thus, increasing their pricing score.

The following were identified as Pros and Cons of each acceptable proposal:

Communications International / L3Harris

Pros

- Provided system coverage based on 8 site configurations for cost considerations
- Infrastructure is Phase 2 operational from the beginning
- 5 year warranty on subscribers
 - 3 year infrastructure warranty
- Completely County owned.
- Offered additional coverage guarantees above and beyond the base RFP requirement, therefore exceeding in this key area of coverage.
- Clear and detailed training description

Cons

- Has slightly higher maintenance
- Repeater / Base Radio not yet FCC type accepted, but scheduled to be by the time of implementation.

Motorola Solutions

Pros

- Lower Maintenance price
- Optimal interoperability with Neighboring 800 MHz systems
- 5 Year warranty on subscribers
 - 3 year infrastructure warranty

Cons

- Use of Lease sites, which may lower upfront costs, but drives up long term costs.
- Unwilling to outright accept some remedies
- Didn't guarantee parts or maintenance for 15 years as required by RFP
- Took exception to requirement of maintaining parts for 5 years, and no more than 6 contiguous grid failures
- DC battery backups not offered at Hall County sites.
- Didn't meet minimum coverage requirements with base proposal

Tait

Pros

- Least expensive maintenance pricing
- More sites to guarantee coverage.
- Microwave design exceeds uptime requirements
- Infrastructure and subscriber cost least expensive on a per site & per radio basis

Cons

- Only offered the minimum required 1 year warranty. While compliant, it lacks when compared to the 5 year/3 year both competitors offered.
- While more sites drives up coverage, it also drives up price.

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Scoring Summary:

	<u>C.I / L3Harris</u>	<u>Motorola Solutions</u>	<u>Tait</u>
Technical Raw Score	99.17	93.91	91.47
Technical Score w/.70 multiplier	69.42	65.74	64.03
Price Score w/.30 multiplier	20.36	19.67	19.96
Total Score	89.79	85.41	83.99

Negotiated Cost Summary:

	<u>C.I / L3Harris</u>
Infrastructure Equipment, PM, Engineering, & Installation Services	\$9,654,534.89

Recommendation:

TUSA recommends Habersham County award contract to Communications International per the evaluation criteria, best overall score, and final negotiated price.

