

**Executive Summary – Evaluation and Award Recommendation
For NASPO ValuePoint RFP 06913, Public Safety Communication Equipment
Revised 05/18/2015**

Overview:

A new national contract is being established on behalf of NASPO ValuePoint Cooperative Purchasing Program for Public Safety Communication Equipment to meet the needs of law enforcement and first responders. It will include a phased procurement. Initially Phase 1 included all radios and accessories, Phase 2 included non-radio items, for example; buildings, towers, testing, etc.

It will now be necessary to rebid a portion of Phase 1 procurement. This procurement will have the same contract number, but will be labeled 06913-1B. All phases of procurement will be combined into a single contract at the completion of all procurement phases.

While preparing to make awards, 4 concerns were identified, and submitted to the NASPO Sourcing Team for review, clarification, and decision. These concerns were:

Issue #1, Gateway Devices – During the Complaint, Debrief, and Protest period, a protest was received from Mutualink, attached below. Their protest was upheld and it was determined that the Gateway Devices Category would be rebid in the next phase of the procurement. Their protest and DES response is below:



Mutualink Protest -
Solicitation No 06913



06913 Protest
Response to Mutualink

Issue #2, Radio, Mobile – There were two Bidders that were rejected because they did not include a price for the “antenna”. They understood that they could not offer any equipment they did not actually manufacture, so did not think they could offer an antenna. My research revealed that no manufacturer of mobile radios actually makes antennas. They purchase them from a third party, and may, in some cases, put their “brand” on them, but they do not actually manufacture the antenna.

Issue #3, Microwave Radios – The two awarded bidders, NEC and Aviat, did not submit pricing as required in the RFP. For example,

Neither NEC nor Aviat included pricing for the following requirements:

- a) 13.1 - 1+1 Hot Standby including 1+1 Equipment Protection Switching (EPS)
- b) Requirement 13.2 – G.8032 Ring Protection for microwave ring topologies

Issue #4, Duplication of Pricing - A bidder, RELM, submitted pricing for two configurations. This is an issue because it would be impossible to order a radio with both configurations. See the example below. This was an obvious error. They were rejected. No clarification was request. In fairness, the Vendor should be afforded an opportunity to provide clarification allowed to submit a single price for evaluation. Rebid of the mobile radio category will provide that opportunity.

Mobile Radio, single-band tier 1

- 1.1 Frequency Range (MHz) Model KNG-M800 submitted pricing = \$2,378.00
- 6.1.1 Station Chassis Configured for mounting in the trunk of a vehicle = \$1820.00

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DES Legal Counsel provided the following recommendations:

Issue #1, Microwave Radios – DES Legal Counsel recommended rebid the category because it is clear that a fair price comparison was not done due to the fact that specifications did not clearly identify a specific model of radio that was to be priced by the Bidder. Some Bidders offered a “high end” model compared to others that offered a “lower end” model; therefore it was determined that revising the specifications to have all bidders offer a specific single radio that would definitely facilitate a fair evaluation.

Issue #2, Mobile Radio – DES Legal Counsel recommended rebid because in the original RFP, it was required that bidders must only offer products that they manufactured. No manufacturer actually makes the antenna and bidders were rejected solely because they did not submit a price for this line item. Rebid of this category would also help to eliminate the potential for duplication in pricing, for example; instead of letting the bidders choose their option, all specifications would be the consistent and if awarded, they would be allowed to offer their other products in this category. With every Bidder offering pricing for the same radio specifications, it will facilitate a fair competition and following the award criteria, only those bidders within 80% of the lowest price will be awarded.

Washington has the ability to cancel all or part of procurement for:

- 1) If it is determined that no Vendor can meet a requirement, and
- 2) Specifications were flawed.

Summary

Based on the facts stated above and DES Legal Counsel, it was determined by the NASPO Sourcing Team that both the Mobile Radio and Microwave Radio Category would be rebid and included with the Gateway Devices. This procurement will be labeled 06913 Public Safety Communication Equipment, Phase 1B. It is anticipated this procurement will be posted in WEBS (Washington’s Electronic Business Solutions) by June 30, 2015 with an anticipated award date of September 1, 2015. The Sourcing Team will work on the Phase 2 procurement in conjunction with the Phase 1B procurement; however it will be necessary to extend the existing contract 02702 for an additional 6 months or through February 29, 2016. Washington will work to extend the current contract as management approval is received.

Original MTF

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For WSCA-NASPO RFP 06913, Public Safety Communication Equipment

Overview:

A new national contract is being established on behalf of WSCA-NASPO Cooperative Purchasing Program for Public Safety Communication Equipment to meet the needs of law enforcement and first responder voice communication equipment needs. Proposal evaluations are now complete and we are prepared to issue "Apparent Successful" notifications to awarded vendors. Three vendors: Motorola Solutions, Harris Corporation, and E.F. Johnson Company, will receive broad category product awards. Other vendors receiving a more limited award include: Icom America, Kenwood, Relm Wireless and Tait. Radio and support equipment awards also will be made to thirteen other vendors.

Background – Previous Contract 02702:

- The current WSCA contract 02702 for Public Safety Communication Equipment was led and is currently administered by the state of Washington. It was awarded on October 30, 2003 for an initial maximum term of 10 years, i.e. through October 29, 2013. The contract has subsequently extended through March 31, 2015 (with 14 of 16 vendors, and through September 30 2015 with 2 other vendors) to provide sufficient time to award a replacement contract and to allow purchasing entities an opportunity to execute Participating Addendums with new contract vendors.
- Contract awards were made in two phases: Phase I awards were made to meet the needs of government purchases where the purchase was exempt from the organization's competitive bid rules/laws under sole source or installed base of equipment justification; and Phase II contract awards were the result of a competitive bid contracting process.
- Awarded product categories included: portable, mobile, desktop and base station/repeater radios; aircraft radios; gateway devices; microwave radios; microwave antennas; communication towers; and radio test equipment.
- Vendor reported sales to all contract customers during the four-year period 2010-2013 totaled \$386,963,862.
- Sixteen contract vendors reported 2013 sales to 30 states totaling \$100,000,000.
- The seven vendors reporting the largest number of sales for this period were: Motorola Solutions \$245,526,298 (63.4%), Harris Corporation \$38,573,327 (10.0%), Alcatel-Lucent \$30,749,653 (7.9%), Kenwood USA Corporation \$19,670,869 (5.1%), Aviat \$9,149,824, Tait North America \$7,235,375 (1.9%) and Aeroflex Wichita \$7,072,005 (1.8%) for a total of 92.5% of total contract sales.
- The seven states with the largest value of purchases during this period were: California \$65,356,630 (16.9%), Colorado \$43,977,389 (11.4%), Washington \$41,040,747 (10.6%), Oregon \$31,209,544 (8.1%), Oklahoma \$31,009,298 (8.0%), Wisconsin \$23,609,740 (6.1%) and Alaska \$23,212,800 (6.0%) for a total of 77.7% of total contract purchases. Reported sales by contract vendor and purchases by state are shown on the below embedded Excel Spreadsheet.



- Contractor performance during the past several years has been good and there are no unresolved contract performance issues or problems.

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Development of WSCA-NASPO Sourcing Team:

- The State of Washington was designated by WSCA-NASPO Cooperative Purchasing Organization to be the Lead State for the rebid of this contract. Dale Colbert, Purchasing Manager was designated Project Chair and Robert Paulson, Jr., C.P.M., Contracts Specialist was designated as Project Co-Chair (i.e. Procurement Coordinator).
- Formation of a WSCA-NASPO Sourcing Team began in December 2012 with Doug Richins, Chief Executive Officer, Cooperative Purchasing Organization, LLC notifying all state chief procurement officers about this project and seeking volunteers for the sourcing team.
- On March 12, 2013, the following list of suggested sourcing team members, mostly from the ten states with the largest contract spend, was submitted to Mr. Richins for approval:

WSCA/NASPO - Doug Richins, WSCA Cooperative Development Director

WSCA/NASPO – Richard Carlson, WSCA Cooperative Development Team Data Analyst

1. Washington – Lead State (Dale Colbert, Team Chair; and Robert Paulson, Jr., Team Co-chair and identified as the Procurement Coordinator)
 2. Oregon – Tim Jenks (State Procurement Analyst)
 3. California – Erlinda Ibarbia (Department of General Services)
 4. Oklahoma – Gary Rowland (Procurement Specialist)
 5. Alaska – Victor Leamer (Contracting Officer III) and Patrick Thornton (SME)
 6. Delaware – Rebecca Lovin (State Contract Procurement Officer)
 7. Utah – Garret Johnson (Purchasing Agent)
 8. Nevada – Richard Brooks (SME, Department of Transportation)
 9. New Mexico - Kathy Sanchez (Purchasing office,) and/or Clark Thompsett (SME)
 10. Idaho – Robert Hugi (SME, Statewide Interoperability Coordinator)
- On March 19, 2013, the first sourcing team conference call was made and the following award objectives were discussed. Subsequent sourcing team conference calls were schedules approximately every two weeks.

Award Objectives for New Contract:

1. Focus is on Public Safety customer needs (but also meet needs of other governmental customers where possible)
2. Voice communication equipment
3. Maximize competition among manufacturers
4. Contract performance direct from manufacturer and/or through authorized dealer network
5. Award by product category (including services where possible) – example: portable, mobile, base station radios, etc.
6. Best value awards (evaluation points for cost and non-cost factors)
7. Multiple vendor awards by category (i.e. awards within competitive range)

Request for Information (RFI)

- **Development of the RFI**

The RFI was developed, reviewed and approved by the sourcing team in an effort to describe this project and to obtain feedback from the vendor community. Issues addressed included:

1. An introduction and overview of the project
2. Provide background on the current WSCA-NASPO contract for public safety communication equipment
3. Describe the structure and evaluation process to be used for the upcoming RFP
4. Identify product categories and subcategories

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5. Seek vendor assistance and feedback
6. Provide a project timeline



RFI document:

- **Release of RFI**

On September 6, 2013 the RFI 06913 for Public safety Communication Equipment was posted to WEBS (Washington's Electronic Business Solutions) website and all registered vendors were notified of this posting and were encouraged to download a copy from the state's website. 356 total vendors were notified; of which there were: 6 minority owned businesses, 4 women owned businesses, 1 minority and women owned businesses, 36 Washington small businesses, and 6 veteran owned businesses).

Others notified of the WEBS posting included:

- Sourcing team members so they could direct their state's vendor's to Washington's website.
- WSCA Contract 02702 for Public Safety Communication Equipment contract vendors.
- Vendors who had contacted the Department of Enterprise Services during the past two years expressing an interest supplying this type of communication equipment.

- **Vendor feedback to the RFI**

Twenty-three vendors provided feedback to the RFI regarding one or more target product specifications for the product categories and subcategories identified in the RFI. All vendor feedback was forwarded on to the SME sourcing team member who reviewed the input and then drafted specification for use in defining target product specifications for use in the upcoming RFP document.

Reorganized Sourcing Team

- WSCA-NASPO Sourcing Team was reorganized as the need arose due to members dropping off, retirements and member reassignment. The reorganized sourcing team members listed below participated in RFP development. Members returned a signed Conflict of Interest and Confidential Information form regarding this project.
 - Washington, Lead State – Dale Colbert, CPPO, Purchasing Manager, and Robert Paulson, Jr., C.P.M., Contracts Specialist serving as Procurement Coordinator. (Such forms were not required because these issues are covered in state employment regulations for procurement officers.)
 - WSCA-NASPO Cooperative Purchasing Organization – Tim Hay and Richard Carlson from.
 - California – Purchasing/Contracting Professional, Cynthia Okoroike (WSCA Contract Administrator)
 - Oregon – Purchasing/Contracting Professional, Tim Jenks (State Procurement Analyst)
 - Alaska – Purchasing/Contracting Professional, Victor Leamer (Contracting Officer III)
 - Arkansas – Purchasing/Contracting Professional, Jared Chaney (Buyer, IT Contracting)
 - Delaware – Purchasing/Contracting Professional, Rebecca Lovin (State Contract Procurement Officer)
 - Washington – Subject Matter Expert (SME), Tom Mahon (Communications System Manager, DNR)
 - California – Subject Matter Expert (SME), John Lemmon and Fred Thomas (California Technology Agency)
 - Idaho – Subject Matter Expert (SME), Robert Hugi (Statewide Interoperability Coordinator)
 - Nevada – Subject Matter Expert (SME), Richard Brooks (Department of Transportation)

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Request for Proposals (RFP)

- **Development of the RFP**

- Only equipment manufacturers may submit proposals. Only manufacturers who offered public safety communication equipment in one or more of the following equipment categories/subcategories were considered for contract award. Multiple vendor awards by product category/subcategory would be made within a defined competitive range.

1. Radios – LMR (Land Mobile Radios)
 - Portable (single-band and dual-band)
 - Mobile(single-band and dual-band)
 - Desktop (single-band and dual-band)
 - Base Station/Repeater
 - In-vehicle Repeater
2. Gateway Devices
3. Microwave Radios
4. Dispatch Consoles
5. Microwave Antennas
6. Mobile Radio Antennas
7. Base Station/Repeater Radio Antennas
8. RF Transmission Lines
9. RF Filtering Equipment

- States who returned an intent to participated form and were named in the RFP included: Alaska - \$6,210,000/year; Arkansas - \$3,250,000/year; Delaware - \$4,030,000/year; Iowa - \$2,000,000/year; Nevada - \$4,000,000/year; New Hampshire - \$2,000,000/year; Oregon - \$13,000,000/year; South Dakota - \$100,000/year; Utah - \$495,000/year; Washington - \$12,000,000/year; California - \$8,000,000/year.

- **Release of RFP**

The RFP document was finalized by the sourcing team and on March 13, 2014, it was posted to WEBS (Washington's Electronic Business Solutions) website and all registered vendors were notified and encouraged to download a copy from the state's website. 456 total vendors were notified of which there were: 4 minority owned businesses, 2 women owned businesses, 2 minority and women owned businesses, 57 Washington small businesses, 0 Washington mini businesses, 0 Washington micro businesses, and 2 veteran owned businesses. Other interested parties notified of the RFP posting included:

- Sourcing team members so they could direct their state's vendors to Washington's website.
- Vendors who had responded to the RFI.
- States who had submitted an "intent to participate" form so they could notify their state's vendors of this bidding opportunity.

Reference embedded copy of the RFP solicitation document:

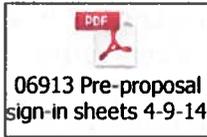


- **Pre-proposal conference**

The pre-proposal conference was held on Wednesday, April 9, 2014 at 9:00 am at the Seattle Marriott Sea-Tac Airport (Conference Room), 3201 S. 176th Street, Seattle, WA 98188 (206) 241-2000. In

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attendance were 32 representatives from 23 companies; plus sourcing team members – John Lemmon and Tom Mahon, Tim Hay from WSCA-NASPO, and Dale Colbert, Robert Paulson and Wendy Walker from DES. See embedded pdf document of the sign-in sheet for this meeting.



- **RFP Amendments**

- Amendment #1, posted to WEBS April 22, 2014 rescheduled proposal due date. Reference embedded Word document of Amendment #1:



- Amendment #2, posted to WEBS May 19, 2014 amended the RFP document to address Bidder comments and questions received during and after the pre-proposal conference. Reference embedded Word document of Amendment #2:



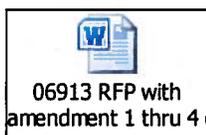
- Amendment #3, posted to WEBS May 29, 2014 rescheduled proposal due date. Reference embedded Word document of Amendment #3:



- Amendment #4, posted to WEBS June 23, 2014 amended the RFP document to address Bidder comments and questions received after release of Amendment #2. Reference embedded Word document of Amendment #4:



Additionally, Amendment #4 provided Bidders an unofficial consolidated and updated RFP document showing changes/revisions made by Amendment #2 (highlighted in yellow) and changes/revisions made in Amendment #4 (highlighted in blue).



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Evaluation of Proposals:

- **Proposal Receipt:**

On July 16, 2014 at 2:00 PM all proposals received for this RFP were opened by the Bid Clerk and two support staff. Vendors returned one hard copy original and eight copies as requested. Also as requested, most vendors also provided an electronic copy of their proposal on a disk or thumb drive. (However, in a few instances the electronic copy or a portion of it was missing and had to be requested from the vendor. This was considered a minor informality as the hard copy would prevail over any discrepancies.)

Thirty-one (31) proposals were listed as having been received; one of which was late (Exalt Communications which could not be considered for award), one proposal was an updated replacement for a previously submitted proposal – both of which were listed (NEC Corporation of America), and one vendor was listed twice – Relm Wireless. Thus, twenty-eight (28) proposals actually were received from Vendors for one or more product categories, were evaluated, and were considered for award. Proposals received are listed on the following embedded pdf document.



- **Initial Determination of Responsiveness:**

The following embedded Excel spreadsheet lists all 28 vendors who submitted proposals. Each proposal was reviewed and checked for responsiveness (reference RFP Part I Section 8.1.2). Issues reviewed and recorded included: e-copy of proposal submitted or subsequently received, signed offer page, amendments returned, exceptions to terms and conditions identified, reciprocity in accordance with Washington state law, prompt payment discount offered, purchasing card accepted, customer references listed, Appendices E Contract Management and Performance Plan, F National Network of Subcontractors/Dealers/Distributors, G Specifications, and H Price Worksheets. For Appendices G and H under the vendor's name an "X" was shown for the product category or subcategory for which a response was submitted.



- **Reference Evaluations:**

RFP (Part I Section 4.10 Customer References) specified that vendors were to send a copy of Appendix I Customer Reference Questionnaire to their largest governmental or commercial customers for completion and submission directly to the Procurement Coordinator. Vendors also listed in Appendix D Bidder Information and Profile, the names of customers sent questionnaires, name of customer contact person, their telephone number, and the equipment categories/subcategories purchased by them.

On returned questionnaires customers identified the different types of product categories purchased from the vendor. They also evaluated and scored the vendor's performance on ten different performance issues using a scale from a high of 5 for "exceptional" service to a low of 1 for "un-satisfactory" service. A copy of Appendix I Customer Reference Questionnaire is provided here as an embedded document.

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In accordance with RFP (Part I Section 8.1.5 Reference Evaluation) returned questionnaires were used to score the vendor's past performance. Customer reference scores for all ten issues were summed (for a maximum of 50 available evaluation points) for each product category. For each equipment category the first six returned questionnaires were considered by the Procurement Coordinator and the four highest scoring references were used to determine a total evaluation score with a maximum of 200 evaluation points being evaluable. (Procedures were specified to address the problems of: scoring issues left blank, more than six customer questionnaires being returned for the same product category for the same vendor, follow-up on unreturned customer reference questionnaires, etc.)

If a questionnaire from a customer reference listed by the vendor in Appendix D was not received by DES, the Procurement Coordinator (or designee) attempted to contact the reference and request submission of the missing questionnaire. Efforts to obtain missing questionnaires have been documented in the following embedded document.



In accordance with RFP (Part I Section 8.1.10 Evaluation and Awards within Competitive Range) for each category and subcategory the vendor with the highest raw customer reference total score was awarded the maximum of 200 evaluation points. Vendors with a lower raw customer reference total score received proportionally fewer evaluation points (i.e. lower reference score divided by the highest reference score times 200 evaluation points – rounded to whole number.)

During the evaluation process it was determined that a vendor's reference scores should not be considered nor used in the scoring of the category when the vendor's offered product was rejected for failing to meet specification or pricing requirements, or when the vendor did not manufacture the product offered. The following embedded Excel spreadsheet summarizes scoring results.



• **Evaluation Teams:**

Sourcing team members were split into two evaluation teams. One evaluation team focused on the evaluation and scoring of the vendor proposals regarding the non-cost factors identified in Appendix E Contract Management and Performance, and Appendix F Use of National Network of Subcontractors/Dealers/Distributors. This evaluation team was made up of the following purchasing professionals:

- California – Cynthia Okoroike,
- Oregon – Tim Jenks,
- Alaska – Victor Leamer, and
- Arkansas – Jared Chaney.

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The second evaluation team focused on the evaluation of the vendor proposals regarding Appendix G Specifications and Appendix H Price Worksheets. This evaluation team was made up of the following subject matter experts:

- Washington – Tom Mahon (Communications System Manager, DNR)
 - California – John Lemmon and Fred Thomas (California Technology Agency)
 - Idaho – Robert Hugi (Statewide Interoperability Coordinator)
 - Nevada – Richard Brooks (Department of Transportation)
- **Posting of electronic copy of proposals for evaluation**

The Procurement Coordinator posted the vendor's completed Appendix E Contract Management and Performance, and Appendix F Use of National Network of Subcontractors/Dealers/Distributors with supporting documentation on a secure National Association of State Procurement Officials (NASPO) website for use by sourcing team evaluators. Evaluators were advised that if not all available points are awarded for each evaluation topic the evaluator should explain why in the comment section. The following two scoring templates were provided to assist evaluators in scoring vendor's proposal.



On a second secure NASPO website the Procurement Coordinator posted the Appendix G Specifications and Appendix H Price Worksheets with supporting documentation portion of each vendor's proposal for use by sourcing team evaluators. Evaluators were asked to determine whether the product offered meet the target product specifications and whether the corresponding pricing quoted was correctly shown.

The following two scoring templates were provided evaluators to assist with scoring each vendor's proposal.



- **Tacoma Evaluation Meeting:**

The week of August 18-22, 2014 sourcing team evaluators met in Tacoma, Washington to complete the evaluation of vendor proposals. Each evaluation team member brought with them the results of their own review and scoring of assigned portions of each vendor's proposal.

One evaluation team met with Dale Colbert to discuss each team member's scoring of each vendor's non-cost factors for Appendix E Contract Management and Performance Plan and Appendix F Nationwide Network of Subcontractors/Dealers/Distributors. Following several days of discussion a single team score sheet was completed for each vendor's responses to Appendix E and Appendix F. These consolidated team score sheets were then used in the evaluation of proposals and the assignment of evaluation scores.

A second evaluation team met with Robert Paulson to discuss each team member's evaluation of each vendor's compliance with requirements specified in Appendix G Specifications and Appendix H Price Worksheets. Following several days of discussion a single team score sheet was completed for use in assessing vendor's pass/fail compliance with specifications and the evaluation of price worksheets.

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During evaluation of vendor's proposals for gateway devices and dispatch consoles it became apparent to everyone that vendors did not have a clear understanding of target product specifications nor how to complete the corresponding price worksheets for these two categories. Based on team consensus it was decided that the target product specifications and corresponding price worksheets should be redrafted and clarification should be sought from those vendors who had originally submitted proposals for these two categories. The discount percentage offered would remain unchanged and the non-cost evaluation scores for references, contract management and performance plan, and use of nationwide network of subcontractors/dealers/distributors would be used to complete the evaluation and award of these two product categories.

- **Evaluation of Specification Compliance and Pricing:**

In accordance with RFP (Part I Section 8.1.7 Specification Evaluation) evaluators analyzed each proposal and determine whether the product offered met the target product specifications on a pass/fail basis for the identified category/subcategory (Appendix G Specifications). In addition the Procurement Coordinator requested that evaluators consider whether the corresponding pricing quoted for each specification line item was appropriately included in the proposal (Appendix H Price Worksheets). Evaluators were then asked to complete an evaluation sheet for each vendor's offered product in response to the RFP specified target product by category/subcategory.

- **Evaluation of Non-Cost Factors:**

The following scoring strategy was used by the evaluation team in determining and assigning evaluation points to the vendor's response to Appendix E Contract Management and Performance Plan and Appendix F Nationwide Network of Subcontractors/Dealers/Distributors.

Higher Points	Response indicates excellent capability and support of the contract. Response meets all requirements and expectations. There are no critical shortfalls.
Fewer Points	Response is above or exceeds expectations. May have shortfalls in a few <u>non-critical</u> areas.
Fewer Points	Response is at expectation and for most areas meets desired quality. May exhibit some shortfalls in a few <u>non-critical</u> areas.
Fewer Points	Response meets minimum expectations and is generally adequate. May exhibit shortfalls in <u>non-critical</u> areas.
Fewer or Zero Points	Response information is incomplete or deficiencies exist. Fails to establish minimum expectations and serious shortfalls exist.

Contract Management and Performance Plan (200 maximum available evaluation points) Evaluation and scoring was as follows:

- Organizational chart identifying key people - (20 maximum evaluation points)
- Company experience and history - (30 maximum evaluation points)
- Plan to provide contract customers with product and service information - (60 maximum evaluation points)
- Plan to provide contract customers assistance - (10 maximum evaluation points)
- How customers will be provided service support - (80 maximum evaluation points)

Use of Nationwide Network of Subcontractors/Dealers/Distributors (100 maximum available evaluation points) Evaluation and scoring was as follows:

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- Contract management and communication plan - (20 maximum evaluation points)
 - Plan to use a network of subcontractors/dealers/distributors - (20 maximum evaluation points)
 - Subcontractor/Dealer/Distributor names, addresses, etc. - (50 maximum evaluation points)
(Although not a factor in evaluation and scoring, identify any anticipated MWBE participating in planned contract performance.)
 - Plan for removing unsatisfactory subcontractors/dealers/distributors - (10 maximum evaluation points)
- **Evaluation of Contract Management and Performance Plan and Use of Nationwide Network of Subcontractors/Dealers/Distributors:**

In accordance with RFP (Part I Section 8.1.10 Evaluation and Awards within Competitive Range) for each category and subcategory the vendor with the highest raw evaluation score for its “Contract Management and Performance Plan” was awarded the maximum of 200 evaluation points. Vendors with a lower raw score were awarded proportionally fewer evaluation points (i.e. lower raw score divided by the highest raw score times 200 evaluation points – rounded to whole number.)

Additionally, in accordance with RFP (Part I Section 8.1.10 Evaluation and Awards within Competitive Range) for each category and subcategory the vendor with the highest raw evaluation score for its “Use of Nationwide Network of Subcontractors/Dealers/Distributors” was awarded the maximum of 100 evaluation points. Vendors with a lower raw score were awarded proportionally fewer evaluation points (i.e. lower raw score divided by the highest raw score times 100 evaluation points – rounded to whole number.)

During the evaluation process it was determined that a vendor’s raw/evaluation score should not be considered for category scoring when the vendor’s offered product was rejected for failing to meet specification or pricing requirements. The following embedded Excel spreadsheet summarizes these scoring results.



- **Evaluation Scoring of Specification Compliance and Pricing:**

To establish bid prices vendors identified the specific manufacturer product price list used for the product offered to meet the RFP’s target product specifications. Vendors then specified a fixed percentage discount to be applied to all products offered, including the target product used for price comparison during the evaluation process. Net pricing (i.e. list price less percentage discount) for each vendor’s target product was used for price comparison and scoring. The percentage discount will be held firm during the contract period for all products sold in the designated product category or subcategory awarded on the contract.

In accordance with RFP (Part I Section 8.1.9 Cost/Price Evaluation) the Procurement Coordinator reviewed the “Proposal Evaluation Team Score Sheet” completed for each vendor’s response to Appendix G and Appendix H to assure the consistent application of team decisions. (Example: for the category of Portable Radio, Single-Band, Tier II, the evaluation team concluded line items 9.6, 9.7, 9.7.1 and 9.7.2 should not be considered for specification compliance nor considered during price analysis. It was determined these line items were included in error and should not be considered during proposal

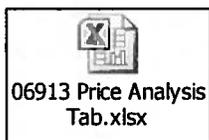
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evaluation.) Such corrections and adjustments were fully annotated by the Procurement Coordinator on the vendor's evaluation score sheet.

Bid prices were adjusted to factor in Washington State in-state preference—there is none for these products—and reciprocity requirements (RFP Part I Section 1.9 In-State Preference/Reciprocity) and qualifying prompt payment discount. These adjustment elements are highlighted in yellow for ease of identification.

For each product category/subcategory the lowest evaluation price is highlighted in yellow and was awarded 500 evaluation points. Higher evaluation prices received proportionally fewer evaluation points. Rejections resulted for the following reasons: 1) Product offered did not meet specification and/or price worksheet requirements—there were 17; 2) Vendor did not manufacture bid item offered—there were 9; or 3) Extended warranty was not priced and price analysis could not be completed—there were 2.

The embedded Excel spreadsheet below shows results of specification and bid price analysis by vendor and product category.



- **Award Results:**

In accordance with RFP Part I Section 8.1.10 Evaluation and Awards within Competitive Range, contract awards were made to multiple vendors for each product category and subcategory based on a “best value” analysis factoring in evaluation points for: 1) references (200 points available); 2) contract management and performance plan (200 points available); 3) use of nationwide network of subcontractors/dealers/distributors (100 points available); and 4) price (500 points available). There were a maximum of 1,000 evaluation points available for each product category/subcategory.

Multiple vendor awards by category and subcategory were made provided the Vendor's total evaluation score was determined to be within a competitive range of twenty percent (20%) of highest evaluated score. Additionally, the maximum number of awards for a category/subcategory was allowed up to two-thirds (2/3) (rounded to the whole number, but not less than three where practicable) of the number of bidders competing for the category/subcategory.

However for radio subcategories of: portable radio (dual-band, single-band tier I, single-band tier II, or single-band tier III), mobile radio (dual-band, single-band tier I, single-band tier II, or single-band tier III), desktop radio (dual-band, single-band tier I, or single-band tier II), and base station/repeater radio (single-band tier I or single-band tier II), a vendor also may receive an award for other subcategories provided they otherwise received an award for at least two of these subcategories. As stated in the RFP Section 8.1.10, “(t)his additional award consideration is necessary to provide contract customers with an opportunity to purchase all of these related subcategory radio products from the same vendor since they are often required by customers to assure equipment standardization and equipment compatibility.”

The embedded Excel spreadsheet below shows award results for vendors by category/subcategory. Twenty of twenty-seven vendors submitting a proposal were successful in receiving an award for one or more product categories.

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Listed below are the “Apparent Successful” vendors, percentage of highest evaluation points, and award results for categories and subcategories:

- **Radio**

- Subcategory: Portable, duel-band:

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
E.F. Johnson Company	100%	1 st – Award
Harris Corporation	99%	2 nd – Award
Motorola Solutions	93%	3 rd – Award

- Subcategory: Portable, single-band tier I:

Kenwood USA Corporation	100%	1st – Award
E.F. Johnson Company	95%	2nd – Award
Harris Corporation	93%	3nd – Award
Relm Wireless Corporation	86%	4th – Award
Motorola Solutions	85%	Added Award

- Subcategory: Portable, single-band tier II:

Harris Corporation	100%	1st – Award
E.F. Johnson Company	99%	2nd – Award
Kenwood USA Corporation	94%	3rd – Award
Icom America, Inc.	94%	4th – Award
Motorola Solutions	91%	5th – Award
Tait Corporation	90%	Added Award

- Subcategory: Portable, single-band tier III:

Kenwood USA Corporation	100%	1st – Award
Motorola Solutions	67%	Added Award
Harris Corporation	62%	Added Award
Icom America, Inc.	58%	Added Award

- Subcategory: Mobile, duel-band:

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Motorola Solutions	100%	1st – Award
Harris Corporation	97%	2 nd – Award

- Subcategory: Mobile, single-band tier I:

Motorola Solutions	100%	1st – Award
Harris Corporation	97%	2nd – Award

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E.F. Johnson Company	91%	3rd – Award
○ Subcategory: Mobile, single-band tier II:		
Motorola Solutions	100%	1st – Award
Icom America, Inc.	91%	2nd – Award
Harris Corporation	88%	3rd – Award
Tait Corporation	80%	4th – Award
E.F. Johnson Company	77%	Added Award
○ Subcategory: Mobile, single-band tier III:		
Icom America, Inc.	100%	1st – Award
Harris Corporation	71%	Added Award
○ Subcategory: Desktop, duel-band:		
<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Motorola Solutions	100%	1st – Award
Harris Corporation	88%	2nd – Award
○ Subcategory: Desktop, single-band tier I:		
Tait Corporation	100%	1st – Award
Motorola Solutions	99%	2nd – Award
E.F. Johnson Company	97%	3rd – Award
○ Subcategory: Desktop, single-band tier II:		
Motorola Solutions	100%	1st – Award
Icom America, Inc.	91%	2nd – Award
Kenwood USA Corporation	84%	3rd – Award
Tait Corporation	76%	Added Award
E.F. Johnson Company	70%	Added Award
○ Subcategory: Base Station/Repeaters, single-band tier I:		
<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Tait Corporation	100%	1st – Award
Motorola Solutions	90%	2nd – Award
○ Subcategory: Base Station/Repeaters, single-band tier II:		
Tait Corporation	100%	1st – Award
E.F. Johnson Company	96%	2nd – Award
Codan Radio Communications	85%	3rd – Award
Motorola Solutions	74%	Added Award

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- Subcategory: In-Vehicle Repeater, single-band tier I:

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Pyramid Communications	100%	1st – Award
Harris Corporation	85%	2nd – Award

- **Gateway Devices**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Raytheon JPS Communications, Inc.	100%	1st – Award

- **Microwave Radios**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Aviat, Inc.	100%	1st – Award
NEC Corp. of America	84%	2nd – Award

- **Dispatch Consoles**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Zetron, Inc.	100%	1st – Award
Bosch Security Systems, Inc.	95%	2nd – Award
Avtec, Inc.	91%	3 rd Award

- **Microwave Antennas**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
CommScope, Inc.	100%	1st – Award
Ceragon Networks	97%	2nd – Award

- **Mobile Radio Antennas**

Motorola Solutions	100%	1st – Award
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- **Base Station/Repeater Radio Antennas**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Telewave, Inc.	100%	1st – Award
Sinclair Technologies	94%	2nd – Award

- **RF Transmission Lines**

Radio Frequency Systems (RFS)	100%	1st – Award
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- **RF Filtering Equipment**

<u>Vendor</u>	<u>% of Highest Evaluation Points</u>	<u>Award Results</u>
Telewave, Inc.	100%	1st – Award
Sinclair Technologies	94%	2nd – Award

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Savings:

The fixed percentage discounts off the awarded vendor's/manufacture's product price list was substantial. Price discounts for the fourteen Radio subcategories varied by vendor from a low of 20% to a high of 37.25%. Price discounts for the ten other product categories varied substantially by vendor from a low of 20% to a high of 67%.

Price discounts offered through this new WSCA-NASPO contract will be slightly higher than the price discounts of the previous WSCA contract for basically the same vendors and products. However, the most significant benefit to contract customers will be that these higher price discounts will be locked in during the initial 2-year contract term and all subsequent contract extensions. (For example Motorola Solutions, the vendor with the largest portion of the market for public safety radio equipment, had a previous contract discount level of 25% while the new level of discount will increase to 27%. During 2013 Motorola contract sales were \$73 million. A 2% savings in discount would generate an aggregate annual savings of \$1.46 million to contract customers.)

To summarize, the previous WSCA-NASPO contract for Public Safety Communication Equipment had annual sales exceeding \$100,000,000 to 30 participating states and local purchasing entities. With these higher levels of price discount, contract purchases of this type of communication equipment is anticipated to continue to be high, especially as awarded vendors market the savings this newly awarded WSCA-NASPO contract affords its governmental customers.

