

## **Executive Summary – Evaluation and Award Recommendation 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 responders. Proposal evaluations are 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 multiple category product awards. Other vendors receiving a more limited award include: Icom America, Kenwood, Relm Wireless and Tait. Other radio equipment awards will be made to thirteen other vendors.

### **Executive Summary:**

- When awarded this new WSCA-NASPO contract 06913 will replace the old WSCA contract 02702. The old contract will continue through March 31, 2015 to allow customers time to complete PA’s with new contract vendors.
- During 2013, sixteen vendors reported WSCA contract 02702 sales worth \$100 million to customers located in 30 states.
- “Intent to Participate” forms were returned by 11 states with estimated annual purchases of \$55 million.
- 12 Sourcing Team Members from 8 states were involved in RFP development and proposal evaluations:
  - WSCA-NASPO Cooperative Purchasing Organization – Tim Hay and Richard Carlson.
  - Washington, Lead State – Dale Colbert, CPPO, Purchasing Manager, Robert Paulson, Jr., C.P.M., Contracts Specialist serving as Procurement Coordinator; and Tom Mahon (SME from Department of Natural Resources)
  - California – Cynthia Okoroike, (Procurement Division WSCA Contract Administrator); and John Lemmon and Fred Thomas, SME’s from California Technology Agency
  - Oregon – Tim Jenks, State Procurement Analyst
  - Alaska – Victor Leamer, Contracting Officer III
  - Arkansas – Jared Chaney, Buyer, IT Contracting
  - Delaware – Rebecca Lovin, State Contract Procurement Officer
  - Idaho – Robert Hugi, SME from Statewide Interoperability Coordinator
  - Nevada – Richard Brooks, SME from Department of Transportation
- A Request for Information (RFI) was released September 6, 2013 seeking vendor information and feedback. Twenty-three vendors provided feedback.
- Only equipment manufacturers were permitted to submit proposals. Product categories listed in the RFP: Radios (including: portables, mobiles, desktops, base station/repeater and in-vehicle repeater), Gateway Devices, Microwave Radios, Dispatch Consoles, Microwave Antennas, Mobile Radio Antennas, Base Station/Repeater Radio Antennas, RF Transmission Lines, and RF Filtering Equipment.
- RFP 06913 was posted on Washington’s bidder notification website on March 13, 2014. 456 registered vendors were notified including certified minority and women owned businesses. Participating states also were contacted so they could notify their registered vendors of this bidding opportunity.
- The pre-proposal conference was held April 9, 2014. Thirty-two representatives from 23 companies were in attendance, as were two SME sourcing team members.
- Four RFP amendments were released responding to vendor questions and providing clarification.
- On July 16, 2014 proposals were received from 31 vendors. One proposal was rejected for being late, one proposal has an updated revision, and one proposal was listed twice.
- Twenty-eight vendors submitted proposals on time for one or more of the 22 available product categories/subcategories and each was independently evaluated and awarded. One of these proposals was rejected for improperly completed pricing sheets.

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- Vendor responsiveness to RFP requirements and vendor’s reference scores were evaluated and compiled by the Procurement Coordinator.
- Sourcing team members met in Tacoma, Washington August 18-22, 2014 to complete proposal evaluations. Evaluators were broken into two evaluation teams. One team evaluated non-cost factors and awarded evaluation points which were applied to all bid categories. Second team (made up of SME members) evaluated compliance with product specification requirements and the correctness of completed price worksheets. Reasons for category rejections included: 1) did not meet specification and/or price worksheet requirements; 2) vendor did not manufacture product offered as required; and 3) extended warranty was not priced and price analysis could not be completed.
- Evaluators determined proposal clarification was required for two product categories – gateway devices and dispatch consoles. Vendor clarification has been obtained and evaluations have been completed and incorporated in this award.
- Competitive awards were made by category/subcategory based on “best value” analysis using evaluation points: 200 points for references, 200 points for management and performance plan, 100 points for nationwide network of dealers/distributors, and 500 points for price. Total of 1,000 evaluation points were available.
- Multiple competitive vendor awards were made by category/subcategory within a competitive range (i.e. within 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) of the number of proposals received (but not less than three where practicable). However for radio product subcategories only, a Vendor also may receive an award for other subcategories provided they otherwise received an award for at least two of these subcategories. This was to meet customer requirements for equipment standardization and assured compatibility. Reference embedded Excel Spreadsheet for award results:
  
- Thus, twenty of 27 vendors submitting a proposal were successful in receiving an award for one or more product categories. Competitive awards by category/subcategory were:
  - Radios:
    - Portables: Motorola, Harris, EF Johnson, Kenwood, Relm, Tait, and Icom
    - Mobile: Motorola, Harris, EF Johnson, Icom, and Tait
    - Desktop: Motorola, Harris, EF Johnson, Kenwood, Tait, and Icom
    - Base Station/Repeater: Motorola, EF Johnson, Codan, and Tait
    - In-vehicle Repeaters: Harris and Pyramid
  - Gateway Devices: Raytheon JPS Communications
  - Microwave Radio: Aviat, and NEC
  - Dispatch Consoles: Zetron, Bosch Security Systems, and Avtec
  - Microwave Antennas: CommScope, and Ceragon
  - Mobile Antennas: Motorola
  - Base Station/Repeater Antennas: Telewave, and Sinclair
  - RF Transmission Lines: RSF
  - RF Filtering Equipment: Telewave, and Sinclair: