

**Lee County Board Of County Commissioners  
Agenda Item Summary**

Blue Sheet No. 20021291

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Approve sole source Bid Waiver # W-030115 to waive the formal quotation procedure, and allow the Lee County Division of Public Safety to purchase 40 mobile data computers and related accessories (including hardware, software and a 3 year warranty) as per the attached quotation from Motorola Inc.; at a price of \$224,480.00. Also approve the expenditure of a not-to-exceed amount of \$10,000.00 for such incidentals as miscellaneous hardware, overnight delivery service, etc.

**WHY ACTION IS NECESSARY:** Allows for a total turnkey solution with the necessary service and support to make these components successfully interface with the newly upgraded Computer Aided Dispatch (CAD) System and the new Motorola SCA data switch.

**WHAT ACTION ACCOMPLISHES:** Ensures compatibility between all technological upgrades currently underway within the County.

**2. DEPARTMENTAL CATEGORY:  
COMMISSION DISTRICT #**

*A7A*

**3. MEETING DATE:**

*11-19-2002*

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:  
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. CODE AC-4-1
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER
  - B. DEPARTMENT
  - C. DIVISION Public Safety
- BY: *John Wilson, Director*  
*FW*

**7. BACKGROUND:**

--BACKGROUND BEGINS ON PAGE TWO--

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>met 11-5-02</i>	<i>Janet Sheehan</i> <i>11-14-02</i>	<i>N/A</i>		<i>NO</i> <i>11/17/02</i>	<i>OA</i> <i>11/16/02</i>	<i>OM</i> <i>11/17/02</i>	<i>Risk</i> <i>11/17/02</i>	<i>GC</i> <i>11/16/02</i>	<i>W. B. ...</i>

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

**Rec. by CoAtty**  
Date: *11/5/02*  
Time: *1:30 pm*  
Forwarded To: *Budget*  
*11/5/02 3:03 pm*

RECEIVED BY  
COUNTY ADMIN.  
*11-5-02*  
*3:45*  
COUNTY ADMIN.  
FORWARDED TO: *BL*  
*11/7 1130*

--BACKGROUND CONTINUED FROM PAGE ONE--

On November 4, 2002, the Division of Purchasing received a request from the Division of Public Safety to waive the formal quotation procedure and purchase 40 mobile data computers and related accessories (including hardware, software and a 3 year warranty) as per the attached quotation from Motorola Inc.; at a price of \$224,480.00. It was also requested by Public Safety that Board approval be obtained for the expenditure of a not-to-exceed amount of \$10,000.00 for such incidentals as miscellaneous hardware, overnight delivery service, etc.

This request for a bid waiver is predicated on, and justified by, the following factors:

1. Proprietary/Sole Source Items. The County recently purchased and implemented a turnkey data solution from Motorola. This data offering included Motorola's Printrac CAD upgrade that includes an Automatic Vehicle Location (AVL) solution operating with Motorola's Premiere-MDC-client software through a new SCA Data Messaging Switch. These solutions utilize software that is proprietary to Motorola and is used only in Motorola's Mobile Data Applications. This system will allow Lee County EMS to be dispatched over the existing Motorola 19.2 RD-Lap data network. It should be noted that the 19.2 RD-Lap is proprietary to Motorola. (Please see Attachment #2.) The new laptops have the memory and processor speed required to work within this system.
2. Competitive Pricing on Panasonic Product. Panasonic has partnered with Motorola to ensure that Motorola can offer its customers Panasonic product as part of a total turnkey solution – at pricing that remains competitive against market levels. As a result of this partnership; Lee County is receiving a discount of \$561.00 per laptop computer – and a total discount/savings for 40 units of \$22,440.00 (40 units X \$561.00). (Please see Attachment #3.) It should also be noted that the Division of Purchasing verified with several other vendors that this is a significant discount, and is comparable to what the County could expect to receive if the Panasonic product were to be separately quoted.
3. Turnkey Solution. It would be advantageous to the County to pursue a total turnkey solution with the necessary service and support to ensure that these components successfully interface with the system already in place.

As there is not a significant cost benefit to breaking this project up, and several of the items are proprietary, approval of this bid waiver, which would allow the Division of Public Safety to pursue and achieve a turnkey solution, is being requested.

Funds are available: KF5260100100.506410

Please See Attachments:

- (1) The Division of Public Safety's Request for a Bid Waiver
- (2) Motorola's Statement of Proprietary & Licensing Agreement
- (3) Motorola's Statement of Laptop Discount
- (4) Quotation to Lee County for a Turnkey Solution from Motorola

MEMORANDUM  
FROM  
THE DIVISION OF PURCHASING

DATE: NOVEMBER 4, 2002

TO: JOHN WILSON  
PUBLIC SAFETY DIRECTOR

*Janet Sheehan*  
FROM: JANET SHEEHAN, CPPB  
PURCHASING DIRECTOR

RE: BLUE SHEET # 20021291

PROJECT: Forty (40) Panasonic Laptop PC's

TYPE: Bid Waiver

AWARDED TO: Motorola, Inc.

When you have finished your review of this package, please forward it to Kristie Kroslack in the County Attorney's Office.

If there are any questions or concerns with this package, please contact Bob Franceschini at 689-7385.

**ATTACHMENT #1****I N T E R****O F F I C E****MEMO****LEE COUNTY DIVISION OF PUBLIC SAFETY**

**To:** Robert Franceschini  
**From:** Michael Bridges, Deputy Director  
**Subject:** Mobile Data Computers for Public Safety  
**Date:** November 4, 2002

On May 5, 1998 the Board approved Bid Waiver #W980292 on Blue Sheet #980387 to waive the formal quotation procedure, and allowed the Lee County Division of Public Safety to purchase 39 mobile data computers and related accessories from Motorola Inc.

The Division of Public Safety would like to once again purchase mobile data computers to interface with the newly upgraded Computer Aided Dispatch System and new Motorola SCA data switch. The units selected are the Panasonic Model 28 impact resistant laptop computers. A quote from Motorola Inc., for these units is attached for your reference. The quote includes hardware, software and a 3-year warranty. Motorola is sending you a letter addressing cost savings and the proprietary architecture of the systems to be integrated.

Funds are available in the following line item:

KF5260100100.506410

**MOTOROLA****ATTACHMENT # 2**

November 1, 2002

Mr. Bob Franceschini  
Lee County Purchasing  
P.O. Box 398  
Ft. Myers, FL 33902

Dear Mr. Franceschini:

Lee County has recently purchased and implemented a Turnkey Data solution from Motorola. This Data offering includes Motorola's Printrac CAD upgrade that includes an Automatic Vehicle Location (AVL) solution and operating with Motorola's Premiere MDC client software through a new SCA Data Message Switch. These solutions utilize Software that is proprietary to Motorola and is used only in Motorola's Mobile Data Applications. This system will allow Lee Counties EMS to be dispatched over the existing Motorola 19.2 RD-Lap data network. (Note: the 19.2 RD-Lap is proprietary to Motorola)

The new Turnkey Data solution will require Lee County to upgrade the existing Panasonic Laptops purchased from Motorola in 1998 to a more powerful Panasonic Laptop with more memory and faster processor. Panasonic has entered into a contract with Motorola that allows us to provide Lee County with a proposal for new Panasonic Laptops at a reduced cost. The Laptops come with a Three-year warranty for Parts and Labor.

The proposal for the Panasonic Laptops includes the necessary ports to enable the VRM Modems and the GPS Receivers to connect to the laptops. The quote also contains the mounting hardware for the laptops.

Please contact me at 954-723-8898 if you have any questions concerning this letter.

Sincerely:

MOTOROLA, Inc.

A handwritten signature in cursive script that reads "Mike Bunting".

Mike Bunting  
Sr. Account Manager



**MOTOROLA**

**ATTACHMENT #3**

November 4, 2002

Mr. Bob Franceschini  
Lee County Purchasing  
P. O. Box 398  
Ft. Myers FL, 33902

Subject: Competitive Pricing on Panasonic Laptops

Dear Mr. Franceschini:

Motorola and Panasonic have a partnership allowing Motorola to sell Panasonic Products at a discounted cost as part of a turnkey package at competitive prices. As a result of this partnership, Lee County is receiving a discount of \$561.00 per laptop computer and a total discount of \$22,4400.00 (40 units X\$561.00).

Please contact me at 954-723-8898 if you have any questions.

Sincerely:

MOTOROLA, Inc.

A handwritten signature in cursive script that reads "Mike Bunting".

Mike Bunting  
Sr. Account Manager

Sent By: MOTOROLA;

9547238779;

29 Oct 02 5:18PM; Job 218; Page 2/2

**ATTACHMENT # 4****MOTOROLA**

10/29/2002

To: Michael Bridges  
 From: Mike Bunting  
 Subject: Panasonic CF28 Laptop Pricing

Item	Qty	Model / Description	Unit Cost	Ext. Cost
1	40	CF-28PBJAZPM / PIII 800 MHz, 12.1" TF SVGA/Touch, 256 RAM, 30 GB HD, Window 2000, (Includes 3 year warranty)	\$4,522.00	\$180,880.00
2	40	DSCFWEB273CBL / Mounting Dock Station with Port Replicator with High Gain Pass Through Cable (Includes two ports for GPS and VRM Modem)	\$510.00	\$20,400.00
3	40	DSCFVCD271W / 24x CD ROM	\$340.00	\$13,600.00
4	40	DS30904 / Universal Mounting Bracket	\$190.00	\$7,600.00
5	40	DSPOLE / 5" Mounting-Pole	\$50.00	\$2,000.00
<b>TOTAL</b>				<b>\$224,480.00</b>

**Panasonic Laptop Options**

1	1	DSCFWMBA81256 / Additional 256 RAM	\$115.00	\$115.00
2	1	DSCFWMKB281 / Backlit Keyboard	\$340.00	\$340.00

You can reach me at 954-723-8898 if you have any questions.

MOTOROLA, Inc.

Mike Bunting  
 Account Manager