

METHOD OF SOURCE SELECTION

Waiver for Non-Competitive Procurement

NOTE TO PREPARER

The purpose of this form is solely for the department to justify why the requested purchase, over \$5,000, is not being competitively quoted or bid. Signature by the Procurement Manager or their designee on this form indicates only agreement as to the reasonableness of the specified selection method justified herein; it is not authority to make the purchase.

Department is required to route any contracts through City Attorney and Risk for the respective approvals.

CHECK ONE OF THE FOLLOWING: ☒ Initial MOSS ☐ Revised MOSS (state reason(s) for revision): _____

DATE: 03/25/19

DEPARTMENT: Fire Rescue
CONTACT: Adam Hinton Or Jeff Lane

DIVISION: Operations
EXTENSION: 5075

PURCHASE/PROJECT AMOUNT: \$682,629.12

COST TERM: _____ (annual, quarterly, etc.)

☒ ONE-TIME, SINGLE PURCHASE
☐ CONTRACT/PURCHASE ORDER/AGREEMENT/PROJECT TERM BEGIN/END DATES: _____ / _____

COMMISSION APPROVAL REQUIRED (OVER \$100,000): ☐ No, per Procurement Policy # _____ ☒ Yes, date: 04/04/19
Procurement Policy link: <http://www.cityofgainesville.org/Portals/0/bf/Procurement%20Policy%20Resolution%20170116-adopted%202017-07-06.pdf>

DESCRIPTION OF THE MATERIAL OR SERVICE TO BE PROVIDED: Motorola Radios - replacement of current equipment

VENDOR NAME: Tri-Co Communications, Inc.
ADDRESS: 5326 South Florida Avenue
CITY, STATE, ZIP: Inverness, FL 34450

☒ Vendor is already in Financial System -- VC0000003700 and ☒ Vendor Active Status is "Active"

Check one of the following selections:

☐ Other Agency¹ ☐ Professional Services² ☐ Continuing Contracts² ☐ Sole Source² ☒ Specified Source²

Note: For an Emergency Purchase complete the stand-alone *Emergency Purchase Request* form

¹Attach required documentation (ITB, Bid Record, Awarded Response, Complete Contract, and an executed "bridge agreement" or email from legal if not required, etc.)

²Refer to respective Procurement Policy for more information. Written detailed justification is required for these selections: (Please be specific) 1. GRUCOM recently chose Motorola for its new Trunked Radio System. Gainesville Fire Rescue has been using Motorola radios exclusively with the previous and recently replaced Motorola Trunked Radio System and have direct experience with the performance and quality that can stand up to the challenging demands of being used for Public Safety, specifically Firefighting, Hazardous Material mitigation, Technical and Confined space rescue as well as emergency medical environments.

2. There are data enhanced features only available with Motorola radios operating on the Motorola system.

3. In the event the entire inventory is not replaced interoperability and compatibility could only be achieved with Motorola radio.

4. Gainesville Fire Rescue works closely with Alachua County Fire Rescue, Gainesville Police Department, University of Florida and Alachua County Sheriff's office, all of whom use Motorola radios. Continuing to use Motorola would be in the best interest of Public Safety due to interoperability and compatibility with these agencies. Public Works, Gainesville Regional Transit and Utilities also have chosen Motorola as the preferred vendor.

5. Firefighter safety would be compromised by mixing radios of other brand or type due to familiarization, muscle memory and consistency across the Departments various units. It is of utmost importance when a Firefighter finds themselves in crisis to be able to communicate with the incident commander and other Firefighters for rescue. Another brand or type of radio could greatly compromise a firefighter's ability to utilize the functions of the radio necessary to call for help or coordinate the rescue of a downed firefighter.

6. Changing brands of radios would be an added cost to infrastructure of other components on the trucks, i.e. The vehicle headsets are not being changed and would need to be outfitted with new modules and connections to be compatible with a different brand of radio

7. Motorola radios are available only through the Motorola Direct Sales Organization or an Authorized Manufacturer Representative (Tri-Co Communications). See attached letter from Motorola.

Certification/Statement of Need:

The Requester hereby certifies that this proposed waiver of non-competitive procurement is based upon an objective review of the required product/service and appears to be in the best interest of the City. I know of no conflict of interest on my part or personal involvement in any way with this request or entity selected. No gratuities, favors or compromising action have taken place. Neither

has my personal familiarity with particular brands, types of equipment, materials or firms been a deciding influence on my request to waive competitive bidding on this purchase if other suppliers are known to exist.

Requester:

Adam Hinton

Printed Name/Signature

Adam Hinton (MTH)

3/25/19

Date

Department (Division) Head:

Jeff Lane

Printed Name/Signature

[Red Signature]

Date

Procurement Manager or Designee:

Printed Name/Signature

Date