

DEPARTMENTAL INPUT
CONTRACT/PROJECT MEASURE ANALYSIS AND RECOMMENDATION

New
 OTR
 Sole Source
 Bid Waiver
 Emergency
 Previous Contract/Project No. RFP317
Contract
 Re-Bid
 Other
 LIVING WAGE APPLIES: YES NO
 Requisition No./Project No.: RQET1300012
 TERM OF CONTRACT 3 YEAR(S) WITH 3 3 YEAR OTRs
 Requisition /Project Title: Motorola Master Purchase Agreement

Description:
 The purpose of this acquisition is to establish a Master Agreement with Motorola Solutions, Inc. for the Information Technology Department to obtain Maintenance and Support Services on existing Systems as well as the ability to purchase future products and services as necessary to support County operations.

Issuing Department: ITD
 Contact Person: Beth Goldsmith
 Phone: 305-375-4417
 Estimate Cost: \$2,650,000 for initial term
 Funding Source:
 GENERAL -
 FEDERAL -
 OTHER Internal Service Funds

ANALYSIS

Commodity Codes:	<u>205</u>	<u>92045</u>	<u>91828</u>	<u>91829</u>
Contract/Project History of previous purchases three (3) years				
Check here <input checked="" type="checkbox"/> if this is a new contract/purchase with no previous history.				
	<u>EXISTING</u>	<u>2ND YEAR</u>	<u>3RD YEAR</u>	
Contractor:				
Small Business Enterprise:				
Contract Value:	\$	\$	\$	
Comments:				
Continued on another page (s): <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO				

RECOMMENDATIONS

	Set-aside	Sub-contractor goal	Bid preference	Selection factor
Basis of recommendation:				
<u>See scope.</u>				
Signed: Beth Goldsmith			Date sent to SBD: <u>3/8/2013</u>	
			Date returned to ISD Procurement:	

RECEIVED
 SBD
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Justification/Input Document for "Bid Waiver"

Title: Motorola Master Agreement for Maintenance Support, Professional

ITB # _____

It is the policy of Miami-Dade County, to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes DPM can help to avoid delays and to facilitate effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to the CA Office for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process.

Purchase Requisition No. RQET1300012 Contract # BW Date Required: ASAP Est. Value: \$2,000,000.00 (3years)
 Proposed Vendor: Motorola Solutions, Inc. Previous Contract # RFP317 Estimated Cost: _____ Comm. #: _____ BCC Date: 12/17/2002

1. Purpose of the purchase. Please describe your minimum requirements, and the benefits of making this acquisition.

Master contract agreement to allow the County to engage Motorola for maintenance support of the existing CAD 911 system, professional services, and purchase of additional related products as needed. This master contract is a replacement to RFP317 approved by the BCC on 12/6/2002 under R-1491-02. A Settlement in the form of Change Order containing the terms mutually agreed upon to close open deliverables under contract RFP317 (subject to BCC approval) will accompany this BW before Committee and BCC.

2. Best interest of the County. Please give a detailed description why a waiver of formal bidding is in the county's best interest (e.g. product standardization, compatibility, proprietary access or distributor support). Please note that a lack of advance planning is not an acceptable justification for a bid waiver.

Miami-Dade County has made a major investment, both monetary and in personnel costs, in the purchasing, installation, and training of Motorola's Computer Aided Dispatch (CAD) system, Premier CAD and the Premier Mobile Data Computer, which allows field units to receive, process, and send information electronically. These applications have been in use since August 2005. These systems have been merged into the business process of the Miami-Dade Police and Miami-Dade Fire Departments and supported by the Information Technology Division. As Motorola is the intellectual property owner of the CAD system and is the only company able to provide maintenance support to maintain the continuity of services currently in place. There are no other parties, which could service the Motorola suite of products currently in use in Miami-Dade County. The Motorola suite of products is used as a public safety system allowing from the transmit and servicing 911 emergency and non-emergency calls. Establishing this master contract is essential to the delivery of service for public service. If applicable, this master contract agreement may allow for the consolidation of other Motorola County contracts once the proper due diligence/review is completed. *g*

3. Market Research. Please describe your market research and the results thereof. This should include a description of other similar solutions/products available in the market, if any, and why they are not acceptable.

While there are other companies that have similar CAD products, Motorola is the intellectual property owner of the installed CAD system, which has been merged into the business practices of the County's public safety departments. As such only Motorola can provide maintenance support to their suite of products in use in the County.

4. Proposed Actions. Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

There is no ability to overcome the barrier presented as Motorola is the intellectual property owner of the installed CAD system.

Contact Person and Phone # _____


Department Director's Approval

2/15/2013
Date Approved

Team 2
NON-COMPETITIVE REVIEW SUMMARY

Requisition: RQET1300012

Type of Non-Competitive Request: Bid Waiver

Committee/Committee Date: May 2013

Projected BCC Date: June 2013

Purpose of the Acquisition:

The purpose of this acquisition is to establish a Master Agreement with Motorola Solutions, Inc. for the Information Technology Department to obtain Maintenance and Support Services on existing Systems as well as the ability to purchase future products and services as necessary to support County operations.

Recommended Action:

Proceed with establishing a long term Bid Waiver contract to procure the required Maintenance and Support Services as well as additional products and services as necessary. This contract will be used to support the Premier Computer Aided Dispatch (CAD) that supports County emergency response services via 911 operations.

Contract Term: Initial 3 year term with three additional 3 year options to renew

Contract Amount: \$2,650,000 for initial three-year term

Background:

In 2002, the County entered into Contract No. RFP317 with Motorola Solutions, Inc (Motorola) for the purchase of the Motorola Premier Computer Aided Dispatch (CAD) system and Premier Mobile Data Computer. These applications are used by the Miami-Dade Fire Rescue (MDFR) and Police (MDPD) departments to provide emergency response services. The Information Technology Department (ITD) assists in and coordinates support of the CAD System for both MDPD and MDFR operations.

MDFR and MDPD began using the CAD system in 2005; however, due to deficiency in some areas, final system acceptance was never completed. In 2009, the County established Contract No. BW9007-5/16 to purchase support services for the CAD system and other related third party software licenses used in conjunction with the CAD system for 911 operations. Support fees have been paid, however, maintenance payments have never occurred due to the lack of final system acceptance.

Continued efforts by both Motorola and the County to address the ongoing deficiencies have been unsuccessful. As a result, a settlement in the form of a change order to Contract No. RFP317 is under negotiation between ITD, the County Attorney's Office, MDFR, MDPD, and Motorola in parallel with this Master Agreement. Under the terms of the change order, Motorola will waive the final acceptance payment as well as payments for milestones that have not been accepted by the County. This will constitute final system acceptance, therefore closing out Contract No. RFP317.

Maintenance fees for the CAD system will be reinstated under this Master Agreement and become due in October 2014. The Master Agreement will incorporate mutually agreed upon terms and conditions for the maintenance and support of the CAD system as well as allow the County to purchase future Motorola products and services. Additionally, ITD staff will continue to review existing contracts with Motorola to determine if additional consolidation should be completed. Contract No. BW9007-5/16 will remain in place for the support of third party software products until such time as an alternative contract source is identified.

Market Research:

Motorola is the intellectual property owner of the CAD system. Market research has identified multiple companies with similar product offering, including TriTech Software, MIR3, Inc., Global Public Safety Software, and Intergraph Corporation. However, moving to a new system would require an entire System replacement including the purchase of software licenses, implementation services, custom development and training. The County has invested a substantial amount of both financial and personnel resources into the Motorola systems. Motorola is the intellectual property owner of the CAD system and is the sole provider of Maintenance and Support Services to ensure the continuous system availability to support County emergency operations.

Recommendation:

It is recommended that this request be approved as a non-competitive procurement to establish a Master Agreement with Motorola for the purchase of required maintenance and support services on existing product implementations as well as to purchase future products and services as necessary. The Master Agreement will be inclusive of the mutually agreed upon terms negotiated as a result of the change order, including the waiver of an excess of \$2 million in outstanding milestone and final system acceptance payments.

Beth Goldsmith
Procurement Officer

3/04/2013
Date