

PUBLIC SAFETY COMMUNICATIONS PRODUCTS, SERVICES AND SOLUTIONS – Washington State

Potential Term: 5 Years – Cooperative Contract Coordinator: Ted Fosket

BENCHMARKS

The current average percentage off list price is 29.09%. The new average percentage off list price is 24.31%.

Although the overall percentage is less, negotiations and the increase in suppliers has the potential to increase competition and drive cost down.

Current Suppliers: 22

New Suppliers: 19

Total Suppliers: 41

POTENTIAL VOLUME

- Number of ITPs: 16
- Current annual spend (2020): \$132M
- Current number of using states: 34
- Current number of Contractors: 31

POTENTIAL REVENUE

The contract includes a new “solutions option” e.g. radio, microwave radio, and power supply. We believe these additions will increase revenue.

SUPPLIER AWARDS *(Current suppliers are underlined)*

American Power Systems, Aviat US, Avtec, BK Technologies, Ceragon Networks, Codan Communications, EF Johnson, GenCore Candeo, ICOM America, InterTalk, JVC Kenwood USA, L3Harris, Microwave Networks, Mimomax Wireless, Motorola Solutions, Mutualink, Nokia Corporation of America, Power Products, Pyramid Communications, Saber Communications, SIAE Microelettronica, Tait North America, TASC Systems, Valmont Structures, and Zetron.

SUPPLIERS REJECTED

Bosch Security Systems, CCS-Mindshare, JPS Interoperability, Discount Two-Way Radio NorCal Battery, Tescoco, Vertiv

CATEGORY REBID

Category 8: TESTING EQUIPMENT

VENDORS IMPACTED - Freedom Communications, Locus Diagnostics, Signal Monitoring, PCTEL, Viavi Solutions

Category 10: DISPATCH CONSOLE FURNITURE

VENDORS IMPACTED - ErgoFlex-Xybix, Evans Consoles, Watson Furniture

KEY BENEFITS

- Being able to execute PAs easily of a variety of public safety communications equipment to promote end user competition.
- Streamlined procurement process.
- The possibility to integrate total solutions approach to problems.
- Facilitation of multijurisdictional investment in interoperable communications infrastructure by enabling system compatibility.
- Supports end of fiscal year purchasing.

CCC NOTES:

This is a rebid and combining two current NASPO ValuePoint Public Safety Radio portfolios. Based on the number of bids received, we anticipate increased participation and revenue; especially from state and local public safety entities.

SOURCING TEAM

- Washington (Lead)
- Washington (Technical Expert)
- Alaska (Procurement & Technical Experts)
- Oregon (Procurement Expert)
- Utah (Procurement Expert)
- Montana (Technical Expert)
- California (Procurement & Technical Expert)
- Colorado (Technical Expert)
- Nevada (Technical Expert)
- Tennessee (Procurement Expert)



SOLICITATION INFORMATION

- Number: 00318
- Released: 11/16/2020
- Closed: 02/08/2021
- Total days Posted: 85
- Amendments: 6
- Pre-Proposal Conference: 12/02/2019
- Supplier Attendance: 97

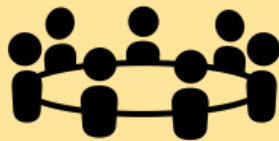
BACKGROUND

The NASPO ValuePoint Management Board approved rebid of the current Public Safety Communications Support Equipment (Phase Two) portfolio with the sole purpose of merging both the current Phase One and Phase Two portfolios into a single comprehensive Master Agreement for Public Safety Communications, Products, Services and Solutions.

EVALUATIONS

02/09/2021 – 04/30/2021

Virtual



EVALUATION CRITERIA

- Mandatory Technical Requirements (Pass/Fail)
- Solution Narratives (Scored)
- Experience, Qualifications & Services (Scored)
- References (Scored)
- Cost (Scored)
- Responsibility (Pass/Fail)

FINAL SCORING

The solicitation allowed for multiple vendor awards by category, sub-category and solution. Each category, sub-category, solution was evaluated and awarded separately. A list and title of categories, sub-categories and solutions can be found on the last page of this document.

NA=Not Applicable

UPDATE 02-07-2021. A protest was received and found with merit due to calculation errors in the bid tabulation resulting in a detailed review. The following errors, highlighted below, were identified and corrected in the 02-07-2021 bid tabulation.

VENDORS	TECHNICAL (Pass/Fail)	SOLUTION NARRATIVES (Scored)	EXPERIENCE (Scored)	REFERENCES (Scored)	COST (Scored)	PREFERENCES (Scored)	RESPONSIBILITY (Pass/Fail)	TOTAL POINTS	AWARDS
GenCore Candeo	Pass	NA	277.60	250.00	52.66	50.00	Pass	630.26	Sub-Cat 9.2
Pyramid Communications	Pass	NA	268.00	229.17	300.00	50.00	Pass	847.17	Category 3
SIAE Microelettronica	Pass	NA	326.67	208.71	300.00	50.00	Pass	885.38	Sub-Cat 5.1
	Pass	NA	326.67	229.55	300.00	50.00	Pass	906.22	Sub-Cat 5.2
	Pass	NA	326.67	208.71	300.00	50.00	Pass	885.38	Sub-Cat 5.5
Sabre Communications	Pass	NA	312.89	166.67	300.00	50.00	Pass	829.56	Sub-Cat 11.2
	Pass	NA	312.89	235.42	300.00	50.00	Pass	898.31	Sub-Cat 12.4
	Pass	NA	312.89	235.42	300.00	50.00	Pass	898.31	Sub-Cat 12.5
	Pass	NA	312.89	235.42	300.00	50.00	Pass	898.31	Sub-Cat 12.6
	Pass	NA	312.89	235.42	300.00	50.00	Pass	898.31	Sub-Cat 12.7
	Pass	NA	312.89	235.42	235.56	50.00	Pass	833.87	Sub-Cat 12.8
ICOM America	Pass	NA	257.33	237.50	91.26	50.00	Pass	636.09	Sub-Cat 1.1
	Pass	NA	257.33	237.50	106.84	50.00	Pass	651.67	Sub-Cat 1.2
	Pass	NA	257.33	237.50	122.86	50.00	Pass	667.69	Sub-Cat 1.3
	Pass	NA	257.33	245.83	300.00	50.00	Pass	853.16	Sub-Cat 2.1
	Pass	NA	257.33	237.50	300.00	50.00	Pass	844.83	Sub-Cat 2.2
	Pass	NA	257.33	250.00	300.00	50.00	Pass	857.33	Sub-Cat 2.3
	Pass	NA	257.33	239.58	262.80	50.00	Pass	809.71	Sub-Cat 2.4
Mimomax Wireless	Pass	NA	284.00	210.00	300.00	50.00	Pass	844.00	Sub-Cat 5.4
Motorola Solutions	Pass	NA	347.20	209.38	117.18	50.00	Pass	723.76	Sub-Cat 1.1
	Pass	NA	347.20	231.25	89.21	50.00	Pass	717.66	Sub-Cat 1.2
	Pass	NA	347.20	241.67	108.23	50.00	Pass	747.10	Sub-Cat 1.3
	Pass	NA	347.20	225.00	182.49	50.00	Pass	804.69	Sub-Cat 1.4
	Pass	NA	347.20	225.00	154.23	50.00	Pass	776.43	Sub-Cat 1.5
	Pass	NA	347.20	225.57	177.93	50.00	Pass	800.70	Sub-Cat 1.6
	Pass	NA	347.20	223.96	151.02	50.00	Pass	772.18	Sub-Cat 1.7
	Pass	NA	347.20	247.92	57.96	50.00	Pass	703.08	Sub-Cat 2.1

**AWARD RECOMMENDATION
EXECUTIVE SUMMARY**

	Pass	NA	347.20	241.67	35.50	50.00	Pass	674.37	Sub-Cat 2.2
	Pass	NA	347.20	250.00	56.94	50.00	Pass	704.14	Sub-Cat 2.3
	Pass	NA	347.20	236.46	47.48	50.00	Pass	809.71	Sub-Cat 2.4
	Pass	NA	347.20	241.67	300.00	50.00	Pass	938.87	Category 4
	NA	158.34	347.20	219.79	73.71		Pass	849.04	Radio Solution
Aviat Networks	Pass	NA	244.40	231.25	241.26	50.00	Pass	766.91	Sub-Cat 5.1
	Pass	NA	244.40	231.25	281.78	50.00	Pass	807.43	Sub-Cat 5.2
	Pass	NA	244.40	231.25	267.83	50.00	Pass	793.48	Sub-Cat 5.5
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.1 Indoor Solution
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.1 Outdoor Solution
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.2 Indoor Solution
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.2 Outdoor Solution
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.5 Indoor Solution
	NA	125.00	244.40	231.25	300.00	50.00	Pass	950.65	5.5 Outdoor Solution
BK Technologies	Pass	NA	264.00	225.00	92.54	50.00	Pass	631.54	Sub-Cat 1.1
	Pass	NA	264.00	204.17	71.30	50.00	Pass	589.47	Sub-Cat 1.3
	Pass	NA	264.00	229.17	27.55	50.00	Pass	570.72	Sub-Cat 2.2
	Pass	NA	264.00	229.17	34.32	50.00	Pass	577.49	Sub-Cat 2.3
Valmont Structures	Pass	NA	275.33	222.92	162.84	50.00	Pass	711.09	Sub-Cat 12.4
	Pass	NA	275.33	222.92	249.35	50.00	Pass	797.60	Sub-Cat 12.5
	Pass	NA	275.33	231.25	189.12	50.00	Pass	745.70	Sub-Cat 12.6
	Pass	NA	275.33	225.00	184.23	50.00	Pass	734.56	Sub-Cat 12.7
	Pass	NA	275.33	222.92	300.00	50.00	Pass	848.25	Sub-Cat 12.8
	Pass	NA	275.33	225.00	300.00	50.00	Pass	850.33	Sub-Cat 12.9
Avtec	Pass	NA	305.33	227.08	206.30	50.00	Pass	788.71	Category 4
Codan Communications	Pass	NA	322.67	218.75	267.48	50.00	Pass	858.90	Sub-Cat 1.7
	Pass	NA	322.67	239.58	58.24	50.00	Pass	670.49	Sub-Cat 2.4
TASC Systems	Pass	NA	236.80	237.50	300.00	50.00	Pass	824.30	Sub-Cat 9.2
Tait North America	Pass	NA	284.80	250.00	124.91	50.00	Pass	690.96	Sub-Cat 1.1
	Pass	NA	284.80	231.25	164.51	50.00	Pass	730.56	Sub-Cat 1.2
	Pass	NA	284.80	231.25	300.00	50.00	Pass	866.05	Sub-Cat 1.7
	Pass	NA	284.80	250.00	66.00	50.00	Pass	650.80	Sub-Cat 2.1
	Pass	NA	284.80	250.00	94.78	50.00	Pass	679.58	Sub-Cat 2.2
	Pass	NA	284.80	125.00	119.45	50.00	Pass	579.25	Sub-Cat 2.3
	Pass	NA	284.80	250.00	87.84	50.00	Pass	672.64	Sub-Cat 2.4
InterTalk Critical Information Systems	Pass	NA	309.33	203.47	131.49	50.00	Pass	694.29	Category 4
Microwave Networks	Pass	NA	294.22	239.58	55.31	50.00	Pass	639.11	Sub-Cat 5.1
	Pass	NA	294.22	239.58	62.52	50.00	Pass	646.32	Sub-Cat 5.2
	Pass	NA	294.22	239.58	300.00	50.00	Pass	883.80	Sub-Cat 5.3

**AWARD RECOMMENDATION
EXECUTIVE SUMMARY**

	Pass	NA	294.22	239.58	69.95	50.00	Pass	653.75	Sub-Cat 5.5
	NA	165.00	294.22	239.58	35.51	50.00	Pass	784.31	5.1 Indoor Solution
	NA	165.00	294.22	239.58	30.97	50.00	Pass	779.77	5.1 Outdoor Solution
	NA	165.00	294.22	239.58	40.34	50.00	Pass	789.14	5.2 Indoor Solution
	NA	165.00	294.22	239.58	39.89	50.00	Pass	788.69	5.2 Outdoor Solution
	NA	171.66	294.22	239.58	300.00	50.00	Pass	1055.46	5.3 Indoor Solution
	NA	171.66	294.22	239.58	300.00	50.00	Pass	1055.46	5.3 Outdoor Solution
	NA	165.00	294.22	239.58	36.07	50.00	Pass	784.87	5.5 Indoor Solution
	NA	165.00	294.22	239.58	31.09	50.00	Pass	779.89	5.5 Outdoor Solution
Ceragon Networks	Pass	NA	255.20	241.67	86.59	50.00	Pass	633.46	Sub-Cat 5.1
	Pass	NA	255.20	241.67	79.04	50.00	Pass	625.71	Sub-Cat 5.2
	Pass	143.34	255.20	241.67	141.56	50.00	Pass	831.77	5.1 Indoor Solution
	Pass	143.34	255.20	241.67	177.98	50.00	Pass	868.19	5.2 Indoor Solution
L3Harris	Pass	NA	319.20	222.92	62.22	50.00	Pass	654.34	Sub-Cat 1.1
	Pass	NA	319.20	245.83	38.22	50.00	Pass	653.25	Sub-Cat 1.2
	Pass	NA	319.20	222.92	224.79	50.00	Pass	816.91	Sub-Cat 1.4
	Pass	NA	319.20	245.83	137.67	50.00	Pass	752.70	Sub-Cat 1.6
	Pass	NA	319.20	222.92	97.97	50.00	Pass	690.09	Sub-Cat 1.7
	Pass	NA	319.20	202.80	141.56	50.00	Pass	713.56	Category 4
	Pass	163.34	319.20	239.58	104.03	50.00	Pass	876.15	Radio Solution
Nokia Corporation of America	Pass	NA	339.60	243.75	192.70	50.00	Pass	826.05	Sub-Cat 5.1
	Pass	NA	339.60	243.75	287.08	50.00	Pass	920.43	Sub-Cat 5.2
	Pass	NA	339.60	231.25	217.71	50.00	Pass	838.56	Sub-Cat 5.5
	NA	163.34	339.60	243.75	71.85	50.00	Pass	868.54	5.1 Indoor Solution
	NA	163.34	339.60	243.75	66.59	50.00	Pass	863.28	5.1 Outdoor Solution
	NA	163.34	339.60	243.75	69.58	50.00	Pass	866.27	5.2 Indoor Solution
	NA	163.34	339.60	243.75	60.69	50.00	Pass	857.38	5.2 Outdoor Solution
	NA	163.34	339.60	231.25	104.30	50.00	Pass	888.49	5.5 Indoor Solution
	NA	163.34	339.60	231.25	61.55	50.00	Pass	845.74	5.5 Outdoor Solution
Power Products Unlimited	Pass	161.66	216.80	230.49	242.67	50.00	Pass	901.62	7.1 Solution
	Pass	156.66	216.80	230.49	115.62	50.00	Pass	769.57	7.2 Solution
Mutualink	Pass	NA	314.00	229.17	300.00	50.00	Pass	893.17	Category 6
JVC Kenwood USA	Pass	NA	308.00	239.58	300.00	50.00	Pass	897.58	Sub-Cat 1.1
	Pass	NA	308.00	243.75	300.00	50.00	Pass	901.75	Sub-Cat 1.2
	Pass	NA	308.00	237.50	300.00	50.00	Pass	895.50	Sub-Cat 1.3
	Pass	NA	308.00	243.75	300.00	50.00	Pass	901.75	Sub-Cat 1.5
	Pass	NA	308.00	243.75	300.00	50.00	Pass	901.75	Sub-Cat 1.6
	Pass	NA	308.00	225.00	119.08	50.00	Pass	702.08	Sub-Cat 2.1
	Pass	NA	308.00	243.75	148.92	50.00	Pass	750.67	Sub-Cat 2.2
	Pass	NA	308.00	243.75	120.73	50.00	Pass	722.48	Sub-Cat 2.3

**AWARD RECOMMENDATION
EXECUTIVE SUMMARY**

	Pass	NA	308.00	243.75	300.00	50.00	Pass	901.75	Sub-Cat 2.4
Zetron	Pass	NA	320.00	250.00	93.60	50.00	Pass	713.60	Category 4
	Pass	NA	320.00	250.00	55.71	50.00	Pass	675.71	Category 6
E.F. Johnson Company	Pass	NA	313.60	220.83	77.18	50.00	Pass	661.61	Sub-Cat 1.1
	Pass	NA	313.60	220.83	73.17	50.00	Pass	657.60	Sub-Cat 1.2
	Pass	NA	313.60	220.83	84.16	50.00	Pass	668.59	Sub-Cat 1.3
	Pass	NA	313.60	220.83	300.00	50.00	Pass	884.43	Sub-Cat 1.4
	Pass	NA	313.60	220.83	137.21	50.00	Pass	721.64	Sub-Cat 1.5
	Pass	NA	313.60	220.83	129.58	50.00	Pass	714.01	Sub-Cat 1.6
	Pass	NA	313.60	220.83	140.17	50.00	Pass	724.60	Sub-Cat 1.7
	Pass	NA	313.60	237.50	39.82	50.00	Pass	640.92	Sub-Cat 2.1
	Pass	NA	313.60	237.50	37.26	50.00	Pass	638.36	Sub-Cat 2.2
	Pass	NA	313.60	237.50	58.24	50.00	Pass	659.34	Sub-Cat 2.3
	Pass	NA	313.60	220.83	120.39	50.00	Pass	704.82	Category 4
	Pass	158.34	313.60	235.42	71.60	50.00	Pass	828.96	Radio Solution
	American Power Systems	Pass	167.78	228.00	220.83	300.00	50.00	Pass	966.61
Pass		150.00	228.00	220.83	300.00	50.00	Pass	948.83	7.2 Solution

CATEGORY/SUB-CATEGORY/SOLUTION	
1.1	RADIO: SINGLE-BAND PORTABLE RADIO (P25)
1.2	RADIO: SINGLE-BAND MOBILE RADIO (P25)
1.3	RADIO: SINGLE-BAND DESKTOP RADIO (P25)
1.4	RADIO: MULTI-BAND PORTABLE RADIO (P25)
1.5	RADIO: MULTI-BAND MOBILE RADIO (P25)
1.6	RADIO: MULTI-BAND DESKTOP RADIO (P25)
1.7	RADIO: BASE STATION/REPEATER (P25)
2.1	RADIO: CONVENTIONAL ANALOG PORTABLE (NON-P25)
2.2	RADIO: CONVENTIONAL ANALOG MOBILE (NON-P25)
2.3	RADIO: CONVENTIONAL ANALOG DESKTOP (NON-P25)
2.4	RADIO: CONVENTIONAL ANALOG BASE STATION/REPEATER (NON-P25)
3.0	VEHICULAR REPEATER SYSTEMS (VRS) P25
4.0	DISPATCH CONSOLES
5.1	MICROWAVE: CARRIER GRADE, PACKET DATA (NATIVE IP)
5.2	MICROWAVE: NETWORK GRADE
5.3	MICROWAVE: NATIVE IP, SUB 5.925 GHZ
5.4	MICROWAVE: NATIVE IP, 900 MHZ
5.5	MICROWAVE: CARRIER GRADE, NATIVE TIME DIVISION MULTIPLEX (TDM)
6.0	INTEROPERABILITY GATEWAY DEVICES
7.1	POWER SUPPLY: DC POWER SYSTEM SOLUTIONS
7.2	POWER SUPPLY: VRLA (VALVE REGULATED LEAD ACID) BATTERY SYSTEMS SOLUTIONS
7.3	POWER SUPPLY: RACK-MOUNTED DISTRIBUTION PANELS
7.4.1	POWER SUPPLY: VOLTAGE CONVERTERS
7.4.2	POWER SUPPLY: INVERTERS
8.1	TESTING: MULTIFUNCTION RADIO TEST SET
8.2	TESTING: SPECIALIZED RF INSTRUMENTS
9.1	MONITORING & ALARM: ENVIRONMENTAL
9.2	MONITORING & ALARM: RADIO NETWORK
10.0	FURNITURE, DISPATCH CONSOLE
11.1	EQUIPMENT SHELTER: BALLASTED
11.2	EQUIPMENT SHELTER: CONCRETE
11.3	EQUIPMENT SHELTER: FIBERGLASS
11.4	EQUIPMENT SHELTER: FRAMED, LIGHT WEIGHT
11.5	EQUIPMENT SHELTER: OUTDOOR CABINET
12.2	TOWERS: ACCESSORIES & APPURTENANCES
12.3	TOWERS: DEPLOYABLE/TEMPORARY
12.4	TOWERS: GUYED
12.5	TOWERS: GUYED, LIGHT
12.6	TOWERS: LATTICE
12.7	TOWERS: LATTICE, LIGHT
12.8	TOWERS: MONOPOLE
12.9	TOWERS: PASSIVE MICROWAVE REPEATER