



**CITY OF CORAL GABLES**

405 Biltmore Way  
Coral Gables, FL 33134  
(305) 460-5102

**Finance Department / Procurement Division  
Request for Sole Source Procurement  
(Over \$25,000 requires Commission approval)**

Section 2-689 A contract may be awarded without competitive bids or proposals when the Procurement Officer, after conducting a good faith review of all available sources, determines in writing, pursuant to a written request from a department head, that the contract by its very nature is not suitable to competitive bids or proposals, as there is only one source for the required supply, service or construction item capable of fulfilling the needs of the city.

*Contract ID # SS 2020-047*

**PART I: Department/Vendor Information**

Division/Department	Police/Technical Services	Dept. Contact	Jason Swift	Requisition No.	
Suggested Vendor	Communications International	Service/Item Description	Microwave Connectivity - New Police and Fire HQ	Value	\$183,208

**PART II: Explanation (Supporting documentation must be attached)**

Sole Source Justification	<p>The City of Coral Gables currently operates a three site, two hop microwave radio route. This route is comprised of one radio at each of each hop, for a total of four radios. Each radio has a primary and, standby radio, for a grand total of eight radios. This equipment provides data connectivity for the City's Project 25 (P25) digital simulcast radio network. This equipment has proven to be reliable and, effective for the mission of providing connectivity throughout the P25 network. The equipment is made by Microwave Networks Incorporated (MNI)</p> <p>With the new Police and Fire Headquarters, it is necessary to implement an additional route, consisting of one hop, between 2800 Ponce de Leon Boulevard and, the new Police and Fire Headquarters. This hop will ultimately consist of four radios, including primary and standby.</p> <p>The City has an infrastructure in place to handle the MNI equipment. This includes a selection of spare parts and, proprietary a monitoring application and, server. Introducing a different vendor would necessitate stocking a different set of spares, an additional monitoring system and, having two different microwave service organizations.</p> <p>MNI has assigned Communications International (CI) as our sole source for their equipment (letter attached). This is a turn-key solution to include all services.</p>
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*[Signature]*  
 Department Head Signature

*[Signature]*  
 Procurement Officer Signature

*3/31/20*  
 Date

*4/9/20*  
 Date

*Note: Requires Commission approval. An agenda item must be submitted by the department.*



March 2<sup>nd</sup>, 2020

City of Coral Gables, Florida  
Attn: Jason Swift  
2801 Salzado St.  
Coral Gables, Florida

RE: Warranty and Extended Maintenance

This letter certifies that Microwave Networks Inc. (MNI) authorizes Communications International (CI) and is the Sole provider to sell our products to the City of Coral Gables, FL.

MNI also guarantees to extend support to the City of Coral Gables, FL for products and services sold by MNI through CI at the same terms and conditions that were provided to CI.

Furthermore, MNI guarantees support for the installed system for up to 17 years from the date of system acceptance by the City of Coral Gables, FL. During this period, MNI will repair or replace any failing components with its equivalent or better at MNI's discretion in accordance with MNI's technical support and repair policies and standard terms and conditions.

In addition, MNI recommends that the customer purchase the quoted spares kit to eliminate and/or minimize downtime in the event of a failure. Finally, MNI is working only with CI as it relates to the City of Coral Gables, FL.

Sincerely,

*Vikram Bala*, 3-6-2020

Vikram Bala  
Chief Operating Officer  
Microwave Networks, Inc.

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CONFIDENTIAL

4000 Greenbriar Drive, Stafford, Texas, USA 77477

Tel: 1.281.263.6500 Fax: 1.281.263.6400 Toll Free: 1.888.225.6429 [www.microwavenetworks.com](http://www.microwavenetworks.com)



# Quote

Date: 2/28/2020  
 Valid Until: 5/28/2020  
 Quote #: SWF012818E  
 Customer ID: Coral Gables

**Customer:**  
 City of Coral Gables  
 ATT: Jason Swift  
 2801 Salzado St  
 Coral Gables

**Quote/Project Description**  
 Public Safety Grade Hot Standby 11 GHz Microwave system to Link Bank Building Site to New Dispatch Center. Expand MPLS Equipment for New PSB Interfaces  
**Presented by:**  
 Steve Fisher Chief Engineer  
 John Gonzalez Account Manager

Item	Qty	Model	Description	Unit Price	Extended Sale
1	2	MNI Proteus MX	Proteus MX 11GHz Gigabit Ethernet Radio, Hot Standby Protected, High Power, All Indoor, w Microbus, DACC, 32 TDM Traffic Line Interface card, 50Mbps Throughput, Automatic Code Modulation, licensed for a 10 Mhz Channel. 19" Rack, 11 Ghz Waveguide Extension, Power Distribution Panel and Telect T1 Interface	\$ 30,395.29	\$ 60,790.58
2	1	Eupen	Eupen Waveguide, Connectors and Hardware	\$ 4,202.21	\$ 4,202.21
3	1	MW-Antenna	Microwave Antenna Equipment, Mounts, Hardware and Materials	\$ 13,465.46	\$ 13,465.46
4	1	Eltak	DC Power Battery Plant for Dispatch Center	\$ 4,405.60	\$ 4,405.60
5	1	Nokia	MPLS Router w Fiber Interfaces for PSB & Expansion Modules for Bank Site	\$ 21,865.95	\$ 21,865.95
7	1	CI-PS	FCC Licensing and Path Studies	\$ 3,600.00	\$ 3,600.00
8	1	CI-TC	Tower Crew Services Includes Permitting Fees & Engineer Drawings	\$ 23,426.00	\$ 23,426.00
9	1	CI-MNI	Add ACM Feature to Existing MNI Microwave Radios	No Charge	
9	1	CI-S	Installation and Engineering Services	\$ 51,452.00	\$ 51,452.00

**Special Notes and Instructions**  
 Prices Per Hillsborough County Sherilifs Office RFP-10-26  
 800 Mhz Radio Contract

**Total** \$ - \$ 183,207.81

**Assumptions**  
 All structures are capable of supporting new microwave equipment.  
 No structural analysis is required or included in this proposal  
 DC Power Plant and Dehydrator at the Bank Site will support the new equipment  
 Existing Grounding at sites meets current Harris Specifications and requires no upgrades

Quote subject to Ci standard terms and conditions.  
 Submit Purchase Order to:  
 Communications International  
 4450 US Highway 1  
 Vero Beach, FL 32967  
[www.ask4ci.com](http://www.ask4ci.com)

Quote accepted:

Signature \_\_\_\_\_ Date \_\_\_\_\_  
 Print Name \_\_\_\_\_ Title \_\_\_\_\_



**QUOTE TERMS AND CONDITIONS:**

1. Quotes are exclusive of all installation and programming charges unless expressly stated and all applicable taxes.
2. Title will pass upon shipment, risk of loss will pass upon delivery to purchaser's facility.
3. Ordered equipment may be returned for a full refund, less a 25% restocking fee, if the equipment is returned unused and undamaged in its original packaging within six months after shipment.
4. Prices quoted are valid for the duration as noted above.
5. Net 30 days after invoice
6. Manufacturer's standard equipment warranty (which will be furnished upon request) applies to all ordered equipment. Communication International, Inc. DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.
7. Communication International, Inc.'s TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED, IN NO EVENT WILL COMMUNICATIONS INTERNATIONAL INC. BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.
8. These terms will prevail over any inconsistent or additional terms on any purchase order submitted by the purchaser.