



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.

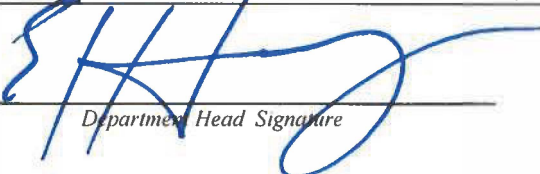
CONTRACT ID: SS2023-093

PART I: Department/Vendor Information

Division/ Department	Police Technical Services	Dept. Contact	Hector Avelino	Requisition No.	
Suggested Vendor	Communications International	Service/Item Description	CI Core Upgrade	Value	\$ 779,687.10

PART II: Explanation (Supporting documentation must be attached)

Sole Source Justification	<p>The City currently operates an APCO Project 25 (P25) standards-based radio network that was designed by both Communications International and L3 Harris and purchased by the City in 2015. At the heart of the City's radio network is an L3 Harris P25 10.3 VIDA Core that consists of computer network server equipment, operating systems, specialized software, and network switching components. The L3 Harris VIDA Core is a critical and proprietary piece of technology that processes two-way radio communications between the City's 911 dispatch centers, police, fire, and local government end-users. The City's radio system core needs to be upgraded to a compatible L3 Harris 10.7 VIDA Core in order address the end of life and support for the core components mentioned above. There are no other manufacturers' cores that are compatible with our current equipment of thirty L3 Harris MASTR V radio repeaters and twenty-five L3 Harris Symphony radio dispatch consoles.</p> <p>L3 Harris implements radio system upgrades and component purchases through authorized radio system integrators. Communications International is our assigned radio system integrator and the only authorized L3 Harris vendor to The City of Coral Gables. Therefore, Communications International is the sole source for L3 Harris equipment purchases and L3 Harris software services that are needed for the City's radio system.</p> <p>Note: This item requires Commission approval.</p>
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Department Head Signature

6/27/23

Date

Chief Procurement Officer Signature

6/27/23

Date



Quote

Date:	6/1/2023
Valid Until:	8/3/2023
Quote #:	SWF10072022F
Customer ID:	Coral Gables

Customer:
 Coral Gables Police Department
 21231 Salzedo St
 Coral Gable FL 33134
 ATT: Radio System Manager
 305-442-1600

Quote/Project Description	
Upgrade Mastr V Simulcast System to SR10a.7 Application Code. Replace End Of Life Network Equipment Upgrade VIDA Core to SR10a.7 Upgrade Symphony Consoles to SR10a.7 Application Code	
Presented by:	
John Gonzalez	Account Manager
Steve Fisher	Chief Engineer

Item	Qty	Model	Description	Unit Price	Extended Sale
1	1	L3H-MSWIN-10	Microsoft Windows 10 64B for Network Sentry	\$ 438.75	\$ 438.75
2	1	L3H	Network Sentry Application Code	Included	w SMS
3	1	CI-ES	Installation & Engineer Services	\$ 4,845.00	\$ 4,845.00
4	1	L3H-MSWIN 10	WIN 10 LTSB for Symphony Consoles	\$ 3,217.50	\$ 3,217.50
5	1	L3H	Symphony Application Code Upgrade	Included	w SMS
6	1	CI-CIS	Cisco Network Routers & Switches to Replace End of Support Units in Current Dispatch Locations	\$ 10,618.00	\$ 10,618.00
7	1	CI-ES	Installation & Engineer Services	\$ 31,240.00	\$ 31,240.00
8	1	L3H	Mastr V Simulcast Station Application Code Upgrade	Included	w SMS
9	1	CI-CIS	Cisco Network Routers & Switches to Replace End of Support Units in Current Simulcast Locations	\$ 16,271.00	\$ 16,271.00
10	1	CI-SS	Installation & Engineer Services	\$ 21,549.00	\$ 21,549.00
11	1	L3H	L3Harris SR10a.7 Upgraded Core	\$ 956,731.05	\$ 956,731.05
12	1	L3H	License Credits & Trade in Discount	\$ (429,210.00)	\$ (429,210.00)
13	1	CI-SS	Installation & Engineer Services	\$ 45,516.00	\$ 45,516.00
14	1	YR-SZ2B	Service Premium Tech Support License Management	\$ 42,344.00	\$ 42,344.00
15	1	YRGS5J	Service Priority TAC Support	\$ 27,695.00	\$ 27,695.00
16	1	MASS-ASN7N	Security Update Mgmt Service (SUMS)	\$ 47,500.00	\$ 47,500.00
17	1	MASS-BS6J	Software Management Services (SMS)	\$ 47,500.00	No Charge
			Installation Materials & Hardware		\$ 931.80

Special Notes and Instructions
 NOTE: The Old VIDA Core & Network Equipment Must be Return to CI after Cutover to New Equipment for the License Credits & Trade in Discount to Apply

Total \$ - \$ 779,687.10

Assumptions
 End User must have an Active SUMS & SMS Services Contract with L3Harris to receive the Application Codes Upgrade from SMS
 SMS Discount is for 1 year after Installation of New SR10a.7 Core

Quote subject to Ci standard terms and conditions.

Quote accepted:

Submit Purchase Order to:

Communications International

4450 US Highway 1

Vero Beach, FL 32967

www.ask4ci.com

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.
9. This proposal does not reflect (include) material/labor cost escalations beyond a standard inflationary rate (SIR) of 5%. We reserve the right to recover cost impacts above (SIR)



L3HARRIS™
FAST. FORWARD.

L3HARRIS TECHNOLOGIES, INC.

Communication Systems
221 Jefferson Ridge Parkway
Lynchburg, VA USA 24501-6952
Phone 1-800-368-3277

L3Harris.com

June 23, 2023

City of Coral Gables
ATTN: Chief Edward James Hudak, Jr
2151 Salzedo Street.
Coral Gables, FL 33134

Subject: Communications International, Inc., L3Harris Authorized Service Center and Dealer & Sole Source Provider

This letter serves as written confirmation that Communications International, Inc. with offices in Vero Beach, Florida, is a L3Harris Dealer and Regional Center of Excellence-Elite Partner in good standing with L3Harris Technologies, Inc. As such, Communications International, Inc. is authorized to resell L3Harris Public Safety and Professional Communications products as outlined in the L3Harris dealer agreement.

Additionally, Communications International, Inc. is a L3Harris PSPC Authorized Service Center (ASC) and is trained and certified to service & repair L3Harris PSPC products. Any services or repairs provided on L3Harris PSPC products by parties who do not hold ASC certification will automatically void the product warranty.

In addition to the above, Communications International, Inc. is the sole authorized service provider for the City of Coral Gables and their L3Harris communications equipment.

Please contact me if you have any questions.

Respectfully,

Phil McTigue

Phil McTigue
Sr Federal Channel Manager
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