



**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 2020-049*

**PART I: Department/Vendor Information**

Division/Department	Police/Technical Services	Dept. Contact	Jason Swift	Requisition No.	
Suggested Vendor	Communications International	Service/Item Description	Control Stations for the new PSB	Value	\$846,643

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

**Sole Source Justification**

The City currently operates an APCO Project 25 (P25) standard based radio system. One of the features is encryption in order to facilitate communications security. Encryption keys are sent to radios, and can be changed, remotely, over the air, utilizing Over The Air Rekeying (OTAR). There are two vendors making radios capable of receiving OTAR messages from the P25 radio system. These vendors are L3Harris (Harris) and, Motorola Solutions.

These radios will be mounted in a rooftop equipment room. Remote controllers will be located throughout the Public Safety Building (PSB); including, Police, Fire, E911 and, the EOC. Due to the desire to isolate potential lightning strikes from the rest of the building, these remote controllers will be connected via fiber optic cable. Fiber optic cable does not conduct electricity and, therefore cannot conduct lightning strikes throughout the PSB. As such, the radios must utilize an ethernet type connection to connect the radios to their remote controllers.

Motorola Solutions does offer this ethernet connection technology, however, their radios do not have this capability built in. Their radios utilize an external convertor, and a cabinet, which occupies a whole rack shelf for each radio. L3Harris' XL series mobile radios have this ethernet capability built directly into them, therefore there is no need for external convertors or, cabinets. This will allow for two radios per shelf. Since space is at a premium in the new PSB radio equipment, larger equipment simply does not fit. The Motorola product is 1206 cubic inches versus 211 for the L3Harris offering. Further the L3Harris solution has less components to stock spares and support. There are no other vendors offering a radio that can be remotely controlled via ethernet connection.

The L3Harris XL mobile radios are the newest generation of P25 OTAR capable radios and, will likely become a standard for our

*[Signature]*  
Department Head Signature

*3/30/20*  
Date

*[Signature]*  
Procurement Officer Signature

*4/9/20*  
Date

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



**L3HARRIS™**

March 2, 2020

City of Coral Gables  
ATTN: Jason Swift  
2801 Salzado St  
Coral Gables, FL

**RE: Communications International (Ci)**

This letter is to certify that Communications International (Ci) is an authorized L3Harris Corporation Public Safety and Professional Communications Channel Partner, Warranty Service Provider and is authorized to sell and service L3Harris portfolio of products.

Communications International (Ci) is the authorized L3Harris Channel Partner assigned to provide regional sales and service support. Orders for L3Harris equipment, service, repairs and calibrations for L3Harris products, and associated accessories should be placed through Communications International (Ci).

If you have any further questions or concerns, I encourage you to call me at my office. Thank you again for choosing L3Harris and Communications International (Ci) for your communications needs.

Regards,

**David B. Muñiz**

**Regional Channel Manager – South East Region**

**Indirect Channel Management**

**COMMUNICATION SYSTEMS / L3HARRIS TECHNOLOGIES**

Mobile: +1 941 218 9253

[www.L3Harris.com](http://www.L3Harris.com) / [David.Muniz@L3Harris.com](mailto:David.Muniz@L3Harris.com)

5857 Imbe Street / North Port, FL 34286 / USA



**L3HARRIS™**



***David Gee, Sheriff***

HILLSBOROUGH COUNTY  
TAMPA, FLORIDA 33601

PURCHASING OFFICE  
P.O. BOX 3371  
PHONE 813-247-8050  
FAX 813-247-0907

December 28, 2010

Office of the Comptroller  
2008 E. 8th Avenue  
Tampa, FL 33605

Johnny Page, Buyer  
813-247-0025

**PROPOSAL TITLE: 800 MHz COMMUNICATIONS SYSTEM**

**PROPOSAL NUMBER: RFP 26-10**

**INSTRUCTIONS TO PROPOSERS**

Included herein are General Terms and Provisions (Part A); the Special Provisions (Part B); the Technical Specifications (Part C); and the Proposal Response (Part D), which together with all attachments, constitute the entire "Proposal Package". Said proposal package must be the basis upon which all proposals are offered and the same (the entire proposal package) must be kept together and returned, intact, by the time and at the place herein specified. The proposer must manually sign the General Terms and Provisions (Part A) and Proposal Response (Part D). Any questions concerning this proposal package should be directed to the Buyer whose name appears above.

When awarded, the proposal package becomes the "**Contract Document**". The Proposer's signature on the proposal constitutes Proposer's agreement to the terms therein. The signature on the Proposal Package must be signed by an Officer of the Company or an individual authorized to commit the Company to a legal and binding contract. **READ THE ENTIRE PROPOSAL CAREFULLY BEFORE SIGNING.**

**NOTICE TO PROPOSERS**

**WHEN SUBMITTING A SEALED PROPOSAL, ALL PROPOSALS SHOULD BE CLEARLY MARKED AS A PROPOSAL DOCUMENT. THIS IDENTIFICATION SHOULD INCLUDE THE PROPOSAL NUMBER, PROPOSAL TITLE AND DATE DUE ON THE OUTSIDE OF THE ENVELOPE.**



Bid Renewal Review and Consent

Date: November 21, 2019

RE: BID No. & Title BID 26-10 800 MHz Communications System  
Initial Award Date: January 25, 2011  
Term: Initial: Five (5) Years Optional Renewals: Five (5) Annual  
Current Renewal Period: January 25, 2020 – January 24, 2021 (Renewal 5 of 5)

TO: Vendor/Provider: Communications International, Inc. Attn: Joe Ioco  
jioco@ask4ci.com

Please reply to the inquiry below and return the completed form to hbrewer@hcsso.tampa.fl.us or by fax at 813-242-1851. The information will be shared with the appropriate Bureau Commander for a decision regarding renewal based on your reply.

- Yes, we agree to renew the contract for an additional year under the same pricing, terms and conditions.
- Yes, we agree to renew the contract for an additional year but find it necessary to request a price increase. The necessary documentation is attached as per the terms and conditions of the contract.
- No, we do not wish to extend the contract for an additional one (1) year period. Reason below or attached:

Please select one: Payment will \_\_\_\_\_ will not X be accepted by Credit Card.

Signature James M. Reed Date 12/30/19  
Print Name & Title James M. Reed, Vice President of Service

TO HCSO Bureau Commander: Director Stephen D. Mitchell, General Services Bureau  
Following review of the vendor's performance and the information above:

- Consent to renewal of the contract for the additional term indicated above.
- Decline to renew the contract due to: (Please contact Buyer to determine next action)
  - Inadequate vendor performance or product quality issues
  - Unacceptable price increase
  - Other

Signature Stephen D. Mitchell <sup>636</sup> Date 1-2-20  
Stephen D. Mitchell, Director

The Financial Services Division acknowledges and accepts the above changes to the contract indicated.

Signature Christina R. Porter Date 1-7-2020  
Christina R. Porter, CPA, Chief Financial Officer



# Quote

Date:	2/28/2020
Valid Until:	5/28/2020
Quote #:	SWF100719G
Customer ID:	Coral Gables

**Customer:**

City of Coral Gables  
 ATTN: Jason Swift  
 2801 Salzado St  
 Coral Gables, FL

**Quote/Project Description**

Supply and Install 18 Multi-Band XL-200M Remote Control Stations & 44 XL-185M with Antenna Systems and Power Supply Rackups. Supply and Install Network Equipment to support Remote Ethernet Control Heads.

**Presented by:**

Steve Fisher Chief Engineer  
 John Gonzalez Account Manager

Item	Qty	Model	Description	Unit Price	Extended Sale
1	18	XL-200M	Harris XL-200M VHF,UHF,700/800 MHz Radios in a Remote Ethernet Control Configuration	\$ 5,999.45	\$ 107,990.10
2	44	XL-185M	Harris XL-185M 700/800 MHz Radios in a Remote Ethernet Control Configuration	\$ 5,999.45	\$ 263,975.80
3	62	XL-Mobiles	3 Year Extended Warranty for the XL-Mobiles Total of 5 Years Warranty	\$ 200.00	\$ 12,400.00
4	1	CI-ANT	VHF/UHF/700/800 MHZ Control Station Combiners with Dual Element Antennas, Antenna Mounts, DC Power Supplies, Equipment Shelves & Coaxial Surge Suppressors. Includes Standalone VHF Antenna & Filter for Intercity Base (See Attached Drawing for Details)	\$ 144,272.12	\$ 144,272.12
5	1	CI-NTW	Cisco Ethernet Switches w Single Mode Fiber Optic Fiber SFP Interfaces on each Floor for Remote Radio Control	\$ 34,578.42	\$ 34,578.42
6	1	CI-HW	Coax Cable, Connectors, Hangers, Enrty Boots, Grounds and Hardware	\$ 27,983.52	\$ 27,983.52
7	1	CI-S	Installation, Engineering, General Contractor , permit Costs and Project Management Services	\$ 245,114.00	\$ 245,114.00
8	62	XL Mobile	Desktop Microphone for the XL-185 & XL-200 Mobiles	\$ 166.60	\$ 10,329.20

**Special Notes and Instructions**

Coral Gables to Supply all fiber optic cable between equipment rooms on each floor. Coral Gables to provide all ethernet cabling for each radio remote from the equipment room on each floor to each office where a remote radio will be installed

Total \$ - \$ 846,643.17

**NOTE: Special One Time Pricing for the XL-185M & XL-200M radios.**  
**Pricing based on Drawing Set Supplied by Coral Gables**  
**Permits will be required to mount antennas to the roof top structure provided by the building contractor**  
**Prices Per Hillsborough County Sheriffs Office RFP 10-26 800 Mhz Radio Contract**

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](http://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.

# Overview Manual

MM-008069-001

*Rev. F, March 2015*



## Over-the-Air-Rekeying [OTAR] For P25 Systems



[HARRIS.COM](http://HARRIS.COM) | [#HARRISCORP](https://twitter.com/HARRISCORP)

11. The following information is put into the radio's personalities using Radio Personality Manager (RPM):
  - SLN Binding for System Key Crypto Net
  - SLN Binding for All Call Crypto Net
  - SLN Bindings for all encrypted Talk Groups
  - User ID / KMF and individual RSIs / and other OTAR options
12. The Trusted Technician takes the UKEK file and places it on the same computer as the Key Loader.
13. A subscriber unit is connected to the Key Loader and reports its Individual RSI and User ID programmed in Step 11.
14. This is compared to the UKEK file and the correct UKEK (or UKEKs) loaded into the subscriber unit. UKEKs normally do not change and only need to be reloaded if a device has been zeroized or the KMF database has been lost.

#### **Steps 15 thru 17, Warm Starting the OTAR Clients:**

Assuming data calls are functional, an OTAR client should be ready to participate in OTAR operations.

15. The CO uses the UAS to Warm Start devices.
16. The request for Warm Start is sent from the UAS to the KMF.

The radio, if so programmed, may allow the user to request a Reverse Warm Start or a ReKey request. However, Reverse Warm Starts are only effective after an initial Warm Start has been attempted at the UAS (to push information to the KMF).

17. The KMF generates a temporary TEK and sends it to the radio using the UKEK. The KMF then rekeys the radio with its Crypto Net TEKs. This process is repeated for each algorithm the radio supports. For more information see Section 5.3.

#### **5.2.2 Motorola Radio Key Management**

Support for OTAR of Motorola radios was added in the KMF version R2A. Although the mechanisms differ, the process of preparing the radio for OTAR is the same as for Harris radios. This includes configuring the OTAR parameters (Individual RSI, KMF RSI, KMF IP address, KMF port, and Message Number Period) and bindings (Talk Group to SLN mappings) and loading the UKEK. Motorola radios use the Motorola Key-Variable Loader (KVL) to load the UKEK into the radio. OTAR of Motorola radios requires a system capable of SNDCP data. Please refer to Section 5.3.3.3 and the Motorola documentation for more information.

At this time no other manufacturers' radios are supported.