



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #042021
Entitled

Public Safety Communications Technology and Hardware Solutions

The following advertisement was placed March 2, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and March 3, 2021 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Communications Technology and Hardware Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 20, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

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| 2Amplify | MKI Group, LLC |
| 3C Information Solutions, Inc. | MKJ Communication, Inc. |
| 9349-8350 Quebec, Inc. | Mobili-Fi, LLC |
| Airgain | Motorola Solutions, Inc. |
| AT&T Mobility National Accounts, LLC | MRF Geosystems Corporation |
| Atos Public Safety | Multipath Data, Inc. |
| Avèro LLC dba Avèro Advisors | Muska Electric Co. |
| Axon Enterprise, Inc. | Mutualink, Inc. |
| Bearcom | Mvation Worldwide, Inc. |
| Bell Canada | National Tek Services, Inc. |
| Carahsoft Technology Corporation | Nest Wireless Global |
| Changing Environments, Inc. | Netsync |
| Clutch Solutions | Network Innovations |

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| Communications Engineering Company | NEWCOM Wireless Services, LLC |
| Comtech Solacom Technologies | North South 804 Apps, LLC |
| Connected Solutions Group | Northland Business Systems, Inc. |
| ConvergeOne | Octernion Consultants, Incorporated |
| Cooperative Services, LLC | Off Duty Management |
| CrisisGo | Pierson Wireless |
| Cutcom Software, Inc. | Point Wireless Brokers, LLC |
| Daniels Electronics DBA Codan Communications | Portable Computer Systems, Inc. |
| DataRemote, Inc. | Power Products Unlimited, LLC |
| Deborah Alston | PowerTrunk, Inc. |
| Delco Automation, Inc. | Prairie Mobile Communications |
| Discount Two-Way Radio Corporation | Prime Vendor, Inc. |
| East Coast Awakening, LLC | PURVIS Systems, Incorporated |
| Electro Watchman, Inc. | RACOM Corporation |
| Eleven-x, Incorporated | RadioMobile, Inc. |
| Envisage Technologies | Rescue 42, Incorporated |
| Ergoflex Systems, Inc. dba Xybix Systems, Inc. | RoadHog, Inc. |
| Eventide, Inc. | Roadpost, Inc. |
| Exacom | Ron Turley Associates |
| Extreme Networks, Inc. | RUSD SOLUTIONS |
| Fleetcard, Inc | Samsung Electronics Canada |
| Gap Wireless | Saskatchewan Telecommunications |
| GetWireless, LLC | Siemens Canada, Limited |
| Helix Advanced Communications & Infrastructure, Inc. | Sufian Munir, Inc. |
| HQE Systems, Inc. | SWISSPHONE, LLC |
| HydeInfoTech | Telnet, Inc. |
| Icom America, Inc. | Teltech Communications, LLC |
| IM Wireless Communications, Ltd. | Tessco, Incorporated |
| Inspiron Logistics | The ActOne Group, Inc. |
| Inteliquent | The IT Architect Corporation |
| International Business Information Technologies, Inc. | The Sen-Will Group |
| International Public Safety Data Institute | Titan Health and Security Technologies, Inc. |
| IP Access International, LLC | Track Star International, Inc. |
| IVCI, LLC | Trispec Communications |
| iVedha, Inc. | Upstate Communication and Security |
| JVCKENWOOD Canada | US Digital Designs, Inc. |
| JVCKENWOOD USA Corporation | Utility Associates, Inc. |
| Kymeta Corp. | Vaisala, Inc. |
| L3Harris Technologies, Inc. | Voice Products, Inc. |
| Lakeshore Learning Materials | WCI Whyte Communications |
| Locution Systems, Inc. | Westnet, Inc. |
| ManTech International | Winbourne Consulting, LLC |

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|--------------------------------|---------------------|
| Microwave Networks | Xenon Services, LLC |
| Mission Critical Partners, LLC | Zetron, Inc. |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 20, 2021, at 4:36:44 pm CT. Proposals were received from the following:

AT&T Mobility National Accounts, LLC
Avèro LLC dba Avèro Advisors
Discount Two-Way Radio Corporation
East Coast Awakening, LLC dba ECA
Eventide, Inc.
GetWireless, LLC
Icom America, Inc.
IP Access International, LLC
L3Harris Technologies, Inc.
Motorola Solutions, Inc.
NEWCOM Wireless Services, LLC
Power Products Unlimited, LLC
PowerTrunk, Inc.
Prairie Mobile Communications
PURVIS Systems, Incorporated
RACOM Corporation
RadioMobile, Inc.
Rescue 42, Incorporated
Tessco, Incorporated
US Digital Designs, Inc.
Utility Associates, Inc.
Westnet, Inc.
Zetron, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Carol Jackson, Procurement Analyst
Jake Denning, Procurement Analyst
Tom Sharbonno, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Icom America, Inc., is offering a wide selection of products and services for amateur, land, mobile, avionic, marine, and network technologies. Their sales and distribution network can serve participating entities in the United States and Canada. Icom is offering favorable payment terms to Sourcewell participating entities, along with significant discounts off retail pricing.

IP Access International, LLC, is providing solutions that are engineered and designed around satellite architecture to deliver satellite-based IP connectivity. Their sales and distribution network is ready to serve Sourcewell participating entities throughout the United States and Canada. IP Access also has strategically placed data centers to maximize service delivery. They are offering Sourcewell participating entities competitive discounts on their solutions.

L3Harris Technologies, Inc., is a manufacturer offering portable radios, mobile radios, control stations, remote stations, base stations, dispatch consoles, and portable communication systems. L3 Harris is supported by a strong reseller network and service force in the United States and Canada. They are offering a considerable discount off list price for Sourcewell participating entities.

Motorola Solutions, Inc., is a manufacturer and service provider offering land, mobile, and portable radios, base stations, radio dispatch consoles, interoperability solutions, fire station alerting solutions and services, broadband wireless infrastructure, radio and broadband site infrastructure, broadband and LTE communication, implementation, and maintenance equipment and services. Motorola has a robust sales force and manufacturer representatives throughout the United States. They are offering a solid discount off list price.

PURVIS Systems, Incorporated, is a manufacturer and service provider offering products that integrate the flow of incident data between dispatch systems and fire station alerting systems. Their sales and service force are available to Sourcewell participating entities in the United States. PURVIS is offering tax-exempt municipal leasing options, along with competitive discounts for Sourcewell participating entities.

RadioMobile, Inc., is offering fire and EMS alerting systems, networking communications equipment, end-point mobile data terminals, and related control systems. The RadioMobile sales and support staff can provide their solutions to Sourcewell participating entities throughout the United States and Canada. RadioMobile is a Veteran-Owned Small Business. They are offering a significant discount to Sourcewell participating entities.

Westnet, Inc., manufactures, installs, and provides maintenance services for the First-In Fire Station Alerting System. Their sales and service team is available to Sourcewell participating entities throughout the United States and Canada with 24/7/365 support. Westnet is a certified Small Business Entity. Sourcewell participating entities will receive notable discounts off list price.

Zetron, Inc., is offering integrated IP-based solutions combining NG9-1-1 call-taking, CAD, GIS mapping, radio/telephony dispatch, and fire station alerting systems. Zetron's products are available to Sourcewell participating entities through their United States and Canadian sales networks. They are offering a solid discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #042021 to:

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| Icom America, Inc. | #042021-ICM |
| IP Access International, LLC | #042021-IAC |
| L3Harris Technologies, Inc. | #042021-L3H |
| Motorola Solutions, Inc. | #042021-MOT |
| PURVIS Systems, Incorporated | #042021-PUR |
| RadioMobile, Inc. | #042021-RDO |

Westnet, Inc.
Zetron, Inc.

#042021-WNT
#042021-ZET

The preceding recommendations were approved on June 17, 2021.

DocuSigned by:

Kim Austin

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

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Carol Jackson

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Carol Jackson, Procurement Analyst

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Jake Denning

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Jake Denning, Procurement Analyst

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Tom Sharbonno

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Tom Sharbonno, Procurement Analyst

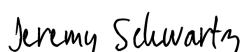
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #042021 for Public Safety Communications Technology and Hardware Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer