



Nottoway County

JVCKenwood 800 MHz P25 Radio System

January 18, 2024



Agenda

✧ Accomplishments

➤ RFP

➤ Evaluation

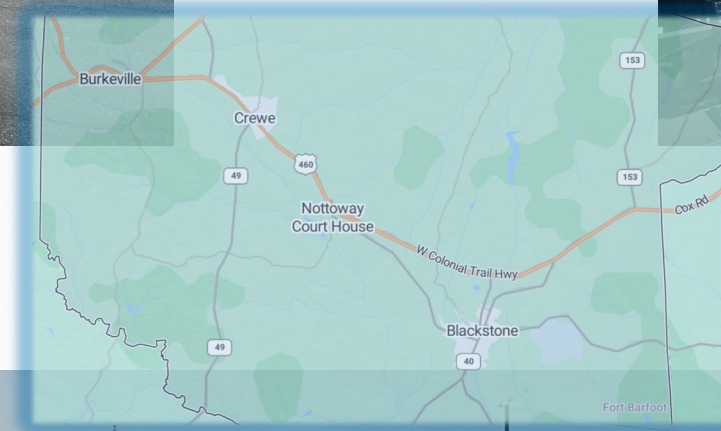
✧ Evaluation Results

✧ Recommendations

✧ Contract Negotiations

✧ Project Schedule

✧ Next Steps



- ✧ RFP Nottoway County Public Safety Radio Communications System:
Released February 27, 2023
- ✧ Pre-Proposal Conference and Site Visits: March 8-9, 2023
- ✧ RFP Addenda 1 – 4:
 - Published Addendum 1: March 10
 - Published Addendum 2: March 24
 - Published Addendum 3: April 12
 - Published Addendum 4: April 21
- ✧ **Proposals Received May 31, 2023**
 - JVCKenwood
 - L3Harris Technologies, Inc.
 - Motorola Solutions, Inc

∞ Technical Evaluation of Proposals

- Initial review of Technical Proposals
- Clarification questions sent to Vendors – June 27
- Vendor Responses Received – June 30 / July 14
- Reviewed Vendor Responses
- Completed Vendor Reference Checks
- Vendor Oral Presentations – July 26-28
- Clarification questions sent to Vendors from Oral Presentations – August
- Reviewed Vendor Responses
- Completed Preliminary Evaluation Scoring - August

∞ Price Evaluation of Proposals

- Initial review of Price Proposals - August
- Clarification questions sent to vendors – August 25 and September 9
- Reviewed Vendor responses received – September 1 and 13
- Completed Preliminary Price Evaluation Scoring – October
- Completed Final Evaluation Scoring - November

Evaluation Results



Evaluation Categories	Allowed Points	JVCKenwood	L3Harris	Motorola
Pricing	30	28.81	23.67	23.40
<i>Infrastructure / Subscriber Costs</i>	25	25.00	20.91	18.40
<i>14 Year Ongoing Costs (Operations & Maintenance)</i>	5	3.81	2.77	5.00
Technical	70	66.09	62.05	62.06
<i>System Configuration & Design - Major Exceptions</i>	10	10.00	10.00	10.00
<i>Coverage Adequacy</i>	20	20.00	20.00	20.00
<i>Responsiveness to the Intent of the Specifications - Minor Exceptions</i>	10	8.75	6.25	5.00
<i>Responsiveness to the Intent of the Specification – Clarifications</i>	5	4.00	2.53	3.47
<i>Project Manager Experience</i>	5	4.47	4.33	4.78
<i>Lead Engineer Experience</i>	5	4.87	4.87	5.00
<i>Warranty and Maintenance Service Organization Experience</i>	10	9.00	9.07	8.80
<i>Schedule</i>	5	5.00	5.00	5.00
TOTAL BASE POINTS	100	94.90	85.72	85.46
OPTIONAL Additional (10 Points)	10			
<i>Oral Presentation</i>	5	4.37	4.54	4.14
<i>Value Added</i>	5			
TOTAL EVALUATION POINTS	110	99.27	90.27	89.60

RFP Appendix A EVALUATION CRITERIA

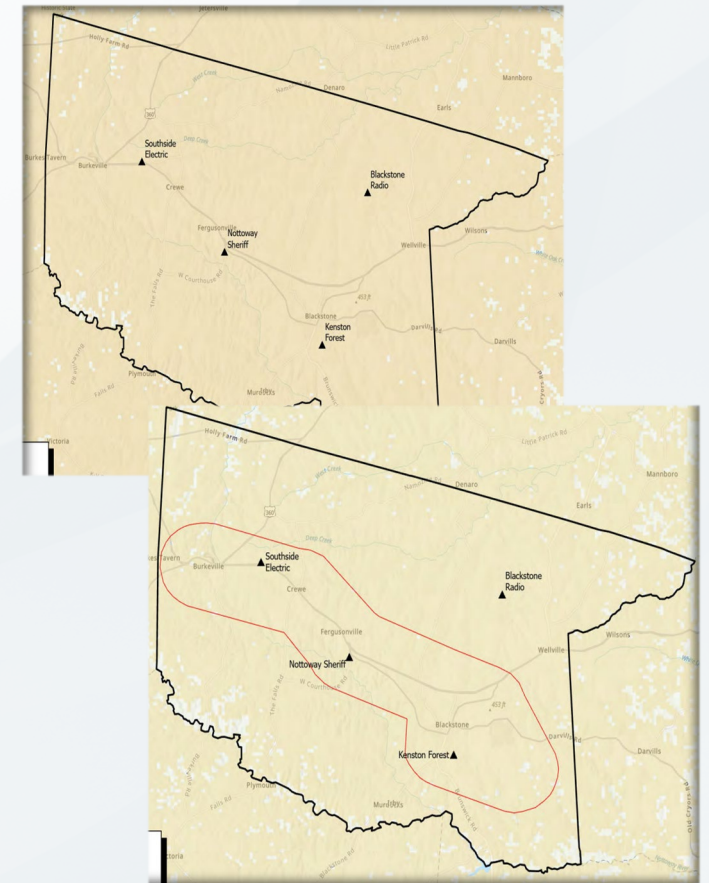
The evaluation process and criteria defined in the RFP were accepted by proposers without contest.

Based on the methodology described in the RFP, and the allocation of points by the evaluation team, CTA and the County entered Negotiations with JVCKenwood to procure:

- ✘ 800 MHz P25 Phase 2 trunked simulcast radio system
- ✘ 4 RF Sites, 5 Channels, Simulcast, Connectivity ring topology
- ✘ High Level of Redundancy

Justification:

- ✘ Ranked highest in Overall Scoring
- ✘ Complied with 95% Coverage Guarantee Requirements
- ✘ Met all critical RFP requirements



800 MHz 4-site, 5-channel P25 Phase 2 trunked simulcast radio system:

- 300' tower at Sheriff's Office
- Meets the 95% guaranteed portable Talk-Out and Talk-In coverage
- Distributed P25 cores and prime sites: all sites
- STARGATE desktop consoles: 4 / STARGATE remote consoles: 2
- EVENTTIDE NEXLOG DX logging recorder
- Network management terminals: 3
- Aviat microwave network to connect all the tower sites, ECC and backup ECC
- Interoperability to surrounding systems
- Digital pagers, Fire/EMS personnel paged over the new radio system: 120
- Control stations for public safety and non-public safety: 25
- Mobile radios for public safety and non-public safety: 163
- Portable radios for public safety and non-public safety: 228

Negotiated Options/Enhancements – Total Value \$1,067,872.85

- 5th radio frequency channel
- Two remote consoles
- Upgraded all Public Safety Subscribers to the 8000 model
- Subscriber Features: Wi-Fi, Bluetooth, Over the Air Programming, Instant Replay, Noise Cancellation, Paging encode/decode, FireSafe Commander, Extended 3 -year warranty
- ESChat solution (push to talk over cellular) for 100 users
- Safe Schools Control Stations for nine schools
- Inter-RF Subsystem Interface (ISSI) and connection to five jurisdictions
- Web Based Training for 3 years

Base Contract Savings - \$348,708.50

Project Contingency – Contract savings allows for suitable contingency funding

Contract Price Negotiations



	BAFO	Negotiations
INFRASTRUCTURE COSTS	\$ 6,448,906.28	\$ 6,012,466.13
PHYSICAL FACILITIES	\$ 2,063,456.18	\$ 1,830,370.51
RADIO SYSTEM	\$ 2,203,364.81	\$ 1,934,525.52
CONNECTIVITY NETWORK	\$ 717,214.11	\$ 809,257.71
DISPATCH CENTERS	\$ 301,778.86	\$ 336,479.45
SERVICES	\$ 1,163,092.32	\$ 1,101,832.93
SUBSCRIBER COSTS	\$ 1,376,674.72	\$ 1,464,406.37
JVCKENWOOD CONTRACT	\$ 7,825,581.00	\$ 7,476,872.50
CONTINGENCY	\$ 322,445.31	\$ 300,623.31
TOTAL SYSTEM COSTS	\$ 8,148,026.31	\$ 7,777,495.81
Less COPS Grant	\$ (1,000,000.00)	\$ (1,000,000.00)
TOTAL SYSTEM COSTS	\$ 7,148,026.31	\$ 6,777,495.81

Project Schedule



	Qtr 1 2022 Qtr 4 2022	Qtr 1 2023 Qtr 4 2023	Qtr 1, 2024	Qtr 2, 2024	Qtr 3, 2024	Qtr 4, 2024	Qtr 1, 2025	Qtr 2, 2025	Qtr 3, 2025	Qtr 4, 2025
Needs Assessment										
RFP / Procurement										
Project Award										
Detailed Design Review (DDR)										
Fleet Mapping and Order Subscribers										
Site Acquisition and Civil Work										
FNE Manufacturing and Staging										
System Installation										
Field Acceptance Test Plan										
System Acceptance Test										
Training										
Deliver, Program & Install Subscribers										
Coverage Testing										
Cutover										
Project Close - Punch-List, as-built Docs, etc.										

Maintenance Services

- Logging Recorder
- Radio System Infrastructure Equipment Preventative & Repair Maintenance
- Connectivity Infrastructure Equipment Preventative & Repair Maintenance
- Dispatch Equipment (Consoles & Backup Control Stations)
- Remote Technical Support
- On-site Support
- *ATLAS Hardware Refresh*
- ATLAS Basic Software Care
- Alarm Management

Maintenance Contract Savings - \$1,192,230.30

Negotiated Options/Enhancements – Total Value \$1,553,307.26

- ATLAS Basic Software Care Upgraded to Enhanced Software Care

Maintenance Price Negotiations



	BAFO	Negotiations
Annual Maintenance	\$ 393,036.51	\$ 307,877.21
Maintenance Contract (Year 2 thru Year 15)	\$ 5,502,511.19	\$ 4,310,280.89

Ongoing Maintenance						
\$4,310,280.89						
\$ 201,941.28	\$ 206,762.17	\$ 212,947.10	\$ 216,931.32	\$ 221,465.61	\$ 224,922.85	\$ 229,244.74
<i>2nd Year</i>	<i>3rd Year</i>	<i>4th Year</i>	<i>5th Year</i>	<i>6th Year</i>	<i>7th Year</i>	<i>8th Year</i>
\$ 1,303,011.13	\$ 236,706.26	\$ 242,612.14	\$ 246,650.32	\$ 250,815.93	\$ 255,917.53	\$ 260,352.51
<i>9th Year</i>	<i>10th Year</i>	<i>11th Year</i>	<i>12th Year</i>	<i>13th Year</i>	<i>14th Year</i>	<i>15th Year</i>

- ∞ **Sign Contract**
- ∞ Site Owner Negotiations
- ∞ Vendor Implementation Tasks
- ∞ Develop Fleet Map with Agencies
- ∞ Acceptance Testing
- ∞ Agencies Subscriber Training
- ∞ System Acceptance / Cutover



Thank you for sharing your time
with us.

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