

**RESOLUTION 15-35**

**BE IT RESOLVED** that the appropriate officers of the City are authorized but not required to execute and deliver on behalf of the City that certain Agreement between the City and Motorola Solutions, relating to **the purchase of eight police radios**, in the basic amount of Twenty Two Thousand Eight Hundred Seventy Three Dollars and Sixty Seven Cents (\$22,873.67) to be paid from impact fees, with such changes, insertions or omissions as may be approved by the City Manager, whose execution of such agreement shall be conclusive evidence of such approval.


**THIS RESOLUTION** shall be effective immediately upon passage.

**PASSED** in regular session this 11 day of December, 2014.

**CITY OF PANAMA CITY BEACH**

By:   
Gayle F. Oberst, Mayor

**ATTEST:**

  
Holly White, City Clerk

**INTER-CITY CORRESPONDENCE**  
**OFFICE OF THE CHIEF OF POLICE**  
*Chief Drew R. Whitman*  
*Panama City Beach Police Department*

To: Mario Gisbert, City Manager

From: Drew R. Whitman, Chief of Police

Date: December 4, 2014

Topic: City Council Consent Agenda Item – Police Radios

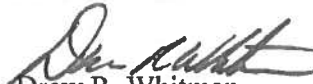
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I would like to respectfully request the following item be placed on the consent agenda for the upcoming City Council meeting on Thursday, December 11, for their consideration:

I would like the approval of the City Council to purchase four (4) portable police radios and four (4) mobile police radios. We advertised bids for the radios and received four bids please see attached documentation. I would recommend we approve the bid from Motorola (First Communications), out of Tallahassee Fl. There was one lower bid, but their system is non-compliant with our current system. The total amount for all eight (8) police radios will be \$22,873.67. Six of these radios will be paid out of the Police Impact Fees.

Thank you for your time and consideration in this request.

Respectfully,

  
Drew R. Whitman  
Chief of Police

cc: City Council members  
Jo Smith  
Holly White

# Panama City Beach Police Department

17110 Firenzo Street  
Panama City Beach, Florida 32413-2128  
(850) 233-5000 Fax (850)233-5013

[www.beachpolice.org](http://www.beachpolice.org)

**December 3, 2014**

Chief Drew Whitman

RE: Radio Bid Summary

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Chief,

At about 12:20 p.m. this date we opened the sealed bids for the radios which were to be submitted before 12:00 p.m. this date. We received 4 sealed bids from 4 different companies. The results are as follows;

Relm Wireless Corporation 71000 Technology Drive Melbourne, FL 32904	\$20,878.48	(non-compliant)
EF Johnson C/o Kyle Kaiser 1140 Corporate Drive Irving, TX. 75038	\$24,618.60	(compliant)
Motorola (First Communications) C/o Debbie Smith 234 Blountstown Hwy Tallahassee, FL 32304	\$22,873.67	(compliant)

# Panama City Beach Police Department

17110 Firenzo Street  
Panama City Beach, Florida 32413-2128  
(850) 233-5000 Fax (850)233-5013

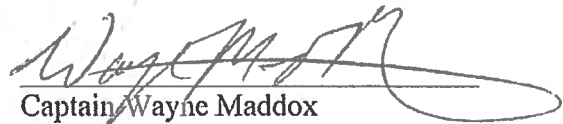
[www.beachpolice.org](http://www.beachpolice.org)

Communications International C/o Melissa Cavallo 4450 US Highway 1 Vero Beach, FL 32967	\$37,254.96	(compliant)
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Relm Wireless came in as the lowest bid however I had questions whether this equipment was compliant with our trunking system. I contacted the company and spoke with a representative and it was determined the equipment was non-complaint and should be removed from consideration.

Communications International does have compliant equipment however, was the highest bidder and should be removed from consideration.

This leaves us with two compliant companies one being EF Johnson (C/o Kyle Kaiser) out of Irving, Texas and Motorola (C/o Debbie Smith) out of Tallahassee, Florida. As stated both have compliant equipment which will work with our current trunking system. Given the fact we currently have Motorola products and the fact they have submitted the lowest bid by a difference of \$1,744.93, I recommend purchasing The Motorola equipment for the total of \$22,873.67.



Captain Wayne Maddox  
Patrol Division Commander

## Bid Notice for Police Radios

The City of Panama City Beach hereby solicits sealed bids for the following equipment:

Four (4) - Motorola APX6000Li H98UCF9PW6 N 700/800 Model 2.5 "portable" radios or EFJohnson Viking-VP600 Model II #242577B7531J8 "portable" radios (for police use) with the following requirements:

- Any and all P25 trunking needs
- Charger
- Software
- External lapel microphone
- Backlight
- Rugged water resistant / immersion housing
- Programming fees
- Extra battery
- 3 year extended Warranty

Four (4) – Motorola (#M22URS9PW1AN APX4500) 700/800 Single Band Mobile or EFJohnson Viking VM600 #242567G20ABBA28 700/800 MHz "mobile" (in-car) radios (for police use) with the following requirements:

- Any and all P25 trunking needs
- Software
- Dash mount control head
- Antenna
- Speaker
- Programming fees
- Installation charges
- 3 year extended warranty

Bids must be sealed and will be received until 12:00 p.m. (noon) Central Time, December 3rd, 2014 at the City of Panama Beach Police Department, Attn: Captain Wayne Maddox, 17110 Firenzo Avenue, Panama City Beach, Florida, 32413 and will be opened and read publicly immediately thereafter.

The City reserves the right to reject any and all bids and to waive any formality in bids received. The City also reserves the right to award a portion or combination of bid items to one or more than one bidder. All bidders shall comply with all applicable State and local laws concerning licensing, registration, and regulations of businesses in the State of Florida.

All bids shall be firm and for a period of 6 months after opening.

Website Posting: 11/13/14

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Motorola Solutions  
Debbie Smith  
debbies@firstcomm.net  
850-445-7584

**Bid Notice for Police Radios**

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- External lapel microphone
- Backlight
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- Programming fees
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Website Posting: 11/13/14

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**\$22,873.67**

Programming and Installation Performed by First Communications-Panama City  
If awarded bid, purchase order should reflect Motorola Solutions as vendor.



# MOTOROLA SOLUTIONS

Motorola Solutions, Inc.  
 P. O. Box 404059  
 Atlanta, GA 30384-4059  
 FEID - 361115800  
 Debbie Smith  
[debbies@firstcomm.net](mailto:debbies@firstcomm.net)  
 850-445-7584

3-Dec-14 Panama City Beach Police Department-Bld Notice 11-13-14

**APX6000LI 700/800 MODEL 2.5 PORTABLE - ANALOG & P25 TRUNKING**  
 6.9.13

	MODEL #	DESCRIPTION	QTY
1	H98UCF9PW6 N	APX6000 700/800 MODEL 2.5 PORTABLE	4
1a	QA02756	ADD: 3600 OR 9600 TRUNKING	4
1b	QA01749	ADD: ADVANCED SYSTEM KEY - SOFTWARE KEY	4
1c	H112	DEL: DELETE STANDARD ANTENNA	4
1d	H885	2 YR RSA (3 YR WARRANTY COVERAGE)	4
2	WPLN7080	CHARGER	4
3	PMNN4403	LIION IMPRES 2150MAH IP67 BATT (SPARE BATTERY)	4
4	PMMN4060	PUBLIC SAFETY MIC 24 IN	4
5	PMAF4002	APX PSM 700/800MHZ ANTENNA	4
6	SERVICE	PROGRAMMING	4

**APX4500 Mobile Radio - SOF CONTRACT**

	MODEL #	DESCRIPTION	QTY
1	M22URS9PW1AN	APX4500 7/800	4
1a	QA02756AD	ENH: 3600 OR 9600 BAUD SIN SYSTEM	4
1b	G66	ADD: DASH MOUNT	4
1c	QA01749AB	ADD: ADVANCED SYSTEM KEY - SOFTWARE	4
1d	W22	ADD: PALM MICROPHONE	4
1e	W432	ADD: AUXILIARY SPKR 13W	4
1f	G174	ADD: ANTENNA 3DB LOW PROFILE	4
1g	GA00804	ADD: APX02 CONTROL HEAD	4
1h	G444	ADD: CONTROL HEAD SOFTWARE	4
1i	G24	2 YR RSA (3 YR WARRANTY COVERAGE)	4
2	SERVICE	PROGRAMMING	4
3	SERVICE	STANDARD DASH MOUNT INSTALL	4

**TOTAL \$22,873.67**



# RELM Wireless Corporation

## Commercial Details

### Quote Information

Quote Number: 01020909  
 Date of Quote: 12/01/14  
 Expiration Date: 12/31/14

### Customer

Captain Wayne Maddox  
 City of Panama Beach Police Department  
 17110 Firenzo Avenue  
 Panama City Beach, FL 32413

ID	Product	Qty	Unit Price	Total Price
1	KNG-P800 Port,Digital,700/800, 3W, 2048Ch, 764-870MHz	4	\$ 1,199.00	\$4,796.00
2	KAA0825 Ant, UHF, 764-870 MHz,SMA, KNG-800	4	\$ 18.15	\$72.60
3	KAA0100 Battery Pack,Li-Ion, 1950mAh, Standard	8	\$ 88.00	\$704.00
4	KAA0300P KNG, Port, Desktop Batt. Charger_Bd	4	\$ 55.00	\$220.00
5	LFW0012 Standard Warranty 24 mo,12mo-extended, Total 36 mo	4	\$ 143.00	\$572.00
6	KZA0570 Fctry Install,OTAR Trunking & Conv.,KNG Pxxx	4	\$ 100.00	\$400.00
7	KZA0577 Factory,Install,DES & AES Encrypt, KNG	4	\$ 100.00	\$400.00
8	KZA0579 Trunking, P25,9600 Baud, KNG-Pxxx	4	\$ 100.00	\$400.00
9	KZA0582 Factory Install, OTAP, Trunking, KNG-Pxxx	4	\$ 100.00	\$400.00
10	KZA0593 Factory Install,TDMA, KNG-P	4	\$ 137.50	\$550.00
11	KAA0200 Mic, Speaker,Ruggedized, 2.5mm Jack,KNG	4	\$ 88.00	\$352.00





# RELM Wireless Corporation

<b>Total:</b>	<b>\$8,866.60</b>
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**Special Instructions :**

Portable Radio Pricing



# RELM Wireless Corporation

## Commercial Details

### Quote Information

Quote Number: **01020910**  
 Date of Quote: **12/01/14**  
 Expiration Date: **12/31/14**

### Customer

**Captain Wayne Maddox**  
**City of Panama Beach Police Department**  
 17110 Firenzo Avenue  
 Panama City Beach, FL 32413

ID	Product	Qty	Unit Price	Total Price
1	<b>KNG-M800</b> Mobile,Digital,UHF,763-870MHz, 2048Ch,30/35W	4	\$ 1,799.00	\$7,196.00
2	<b>MWV800</b> Mobile Antenna,3 dB, 763-870 MHz	4	\$ 63.00	\$252.00
3	<b>1201-30996-600</b> Magnetic Mount Base 17FT Cable	4	\$ 38.97	\$155.88
4	<b>KZA0569</b> Fctry Install, Trunking, P25, 9600 Baud, KNG-Mxxx	4	\$ 100.00	\$400.00
5	<b>KZA0576</b> Fctry Install, DES and AES Encryption, KNG-M Series	4	\$ 100.00	\$400.00
6	<b>KZA0580</b> Fctry Install, OTAR, KNG-Mxxx	4	\$ 100.00	\$400.00
7	<b>KZA0592</b> Factory Install, OTAP, Trunking, KNG-Mxxx	4	\$ 100.00	\$400.00
8	<b>KZA0594</b> Factory Install, TDMA, KNG-M	4	\$ 100.00	\$400.00
9	<b>KAA0276</b> Microphone,Standard,Mobile,KNG-MXXX	4	\$ 209.00	\$836.00
10	<b>INSTCHG</b> Fee, Installation Charge	4	\$ 250.00	\$1,000.00
11	<b>LFW0012</b> Standard Warranty 24 mo,12mo-extended, Total 36 mo	4	\$ 143.00	\$572.00



# RELM Wireless Corporation

**Total: \$12,011.88**



# RELM Wireless Corporation

## Commercial Details

### Quote Information

Quote Number: 01020909

Date of Quote: 12/01/14

Expiration Date: 12/31/14

### Customer

Captain Wayne Maddox  
 City of Panama Beach Police Department  
 17110 Firenzo Avenue  
 Panama City Beach, FL 32413

ID	Product	Qty	Unit Price	Total Price
1	KNG-P800 Port,Digital,700/800, 3W, 2048Ch, 764-870MHz	4	\$ 1,199.00	\$4,796.00
2	KAA0825 Ant, UHF, 764-870 MHz,SMA, KNG-800	4	\$ 18.15	\$72.60
3	KAA0100 Battery Pack,Li-Ion, 1950mAh, Standard	8	\$ 88.00	\$704.00
4	KAA0300P KNG, Port, Desktop Batt. Charger_Bd	4	\$ 55.00	\$220.00
5	LFW0012 Standard Warranty 24 mo,12mo-extended, Total 36 mo	4	\$ 143.00	\$572.00
6	KZA0570 Fctry Install,OTAR Trunking & Conv.,KNG Pxxx	4	\$ 100.00	\$400.00
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# RELM Wireless Corporation

**Total: \$8,866.60**

**Special Instructions**

Portable Radio Pricing

CITY OF PANAMA BEACH POLICE DEPARTMENT

BID NOTICE FOR POLICE RADIOS

DECEMBER 3, 2014





**City of Panama Beach Police Department  
Attn: Captain Wayne Maddox  
17110 Firenzo Avenue  
Panama City Beach Police Department**

**Re: Bid Notice for Police Radios**

Communications International, Inc. "Ci" is pleased to submit our response to the City of Panama Beach Police Department for EFJohnson Radios.

With nearly 40 years as a sales and service provider, Ci specializes in Land Mobile Radio Communications (LMR) for the public safety and private sectors alike. Our technical expertise qualifies Ci to design, implement, and maintain our customers' entire communications systems from dispatch and system maintenance to the end use terminal gear. We currently serve customers utilizing various manufacturers to include but not limited to Vertex, Harris, EF Johnson, ICOM, Kenwood and Midland radios.

Ci has carefully examined the bid notice presented by the Panama Beach Police Department and hereby accepts the conditions requested.

Please contact me at 772-584-2195 or [mcavallo@ask4ci.com](mailto:mcavallo@ask4ci.com) to answer any questions. On behalf of our entire company, I thank you for the opportunity to present this solution.

Sincerely,  
  
Melissa Cavallo  
Sales Account Manager



# Quote

Date: December 3, 2014  
 Valid Until: June 3, 2014  
 Quote #: EAC214320  
 Customer ID: \_\_\_\_\_

**Customer:**  
 Panama City Beach Police Department  
 Attn: Captain Wayne Maddox  
 17110 Firenze Ave.  
 Panama City Beach, FL 32413

**Quote/Project Description**  
 Bid Notice for Police Radios  
**Presented by:**  
 Melissa Cavallo

Item	Quantity	Model	Description	Unit Sale	Extended Sale
1	4	Viking VP600	VP600 M2 7/800 IMM 7800HALF LIION BLK P25CAI TDMA	\$ 3,300.00	\$ 15,576.00
2	4	Viking VM699	VM600 7/800 DM STDCH PALMMIC DASH P25CAI P25T SNT	\$ 3,505.00	\$ 16,543.80
3	4	5630800235	CHARGER, BATTERY, SINGLE BAY	\$ 125.00	\$ 590.00
4	8	2990600029	3-YEAR EXTENDED WARRANTY (VIKING SUBSCRIBERS)	\$ 160.00	\$ 1,416.00
5	4	5875700374	BATTERY, VIKING SERIES, LI-ION, IMMERSION RATED	\$ 130.00	\$ 613.60
6	4	5895100056	3 WIRE LAPEL MIC KIT, 5100 SERIES	\$ 180.00	\$ 849.60
7	4	5895100051	ACCESSORY ADAPTER W/3.5MM THREADED JACK	\$ 85.00	\$ 401.20
8	4	Ci Install	Ci Mobile Installation	\$ 235.00	\$ 1,109.20
9	4	Ci Program	Programming Services	\$ 33.00	\$ 155.76
<b>Special Notes and Instructions</b>					
<b>OPTIONS</b>					
				<b>Total \$</b>	<b>7,743.00 \$ 37,254.96</b>

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 \_\_\_\_\_



# EFJohnson Quote 19678

Panama City Beach Police Department Radio Order

A SMARTER WAY TO PEG

Billing	Shipping	Contact
Panama City Beach Police Department 17110 Frenzo Street Panama City Beach, FL 32413--212 USA	One-Time Ship To Address 17110 Frenzo Street Panama City Beach, FL 32413 USA	Captain Richard McClanahan rmccclanahan@beachpolice.org 8502335010

Ship Via **BEST WAY**

Prepared for on 10/20/2014. Valid 90 days subject to acceptance by EFJohnson.

Prepared By	Comments
Kyle Kaiser 1440 Corporate Drive Irving, TX 75038 US KKaiser@effji.com (202) 302-1226	

Item	Quantity	Price
<b>1.</b> 242577B7531J8 VP600 M2 7/800 DLK P25SNSZT 1024TG	4	Each: \$2,276.50 Total for 4: \$9,106.00
Series	Viking - VP600	
Model	Model II	
Frequency	700/800 MHz, 762-870 MHz	
Model Options	Immersion Housing	
Antenna	800 MHz 1/2 Wave	
Battery	Viking LiIon Battery	
Housing	Black	
Protocol	Analog FM (included)	
Protocol	P25 CAI AMBE+2	
System	P25 Phase 1 Trunking (Included)	
System	SMARTNET II (included)	
System	SmartZone (Included)	
System	P25 Conventional (Included)	
System	P25 Ph. 1 / SmartZone	
Ch/TGs	1024	
Encryption	Single-Key DES-OFB	
<b>2.</b> 589301505225 SPKR MIC, BASIC W/EMER, 3.5mm, JACK, 25", 5100	4	Each: \$117.75 Total for 4: \$471.00
<b>3.</b> 5630600235 CHARGER, BATTERY, SINGLE BAY	4	Each: \$98.13 Total for 4: \$392.50
<b>4.</b> 242567G20ABBA28 VM600 7/800 DM LCH PALM-MIC DASH P25CAI P25T SNSZT	4	Each: \$3,049.73 Total for 4: \$12,198.90
Series	Viking - VM600	
Frequency	700/800 MHz, 30/35W, 762-870 MHz	
Mount	Dash-Mount	
Control Head Type	Lightning Control Head	
Control Head	Dash-Mount Control Head (with Palm Mic)	
Accessory Cable	Cable, Serial, USB, Standard Interface (R597-5357-70201)	
Protocol	Analog FM (included)	
Protocol	P25 CAI AMBE+2	
System	P25 Conventional (Included)	
System	SmartZone (Included)	
System	SMARTNET II (Included)	
System	P25 Phase 1 Trunking (Included)	
System	P25 Ph. 1 / SmartZone	
Ch/TGs	1024	
Encryption	Single-Key DES-OFB	

5.	2990600029 3-YEAR EXTENDED WARRANTY (VIKING SUBSCRIBERS)	8	Each: \$117.75 Total for 8: \$942.00
6.	299PRGM001 RADIO PROFILE CREATION FRO PROGRAMMING 'AIR'	1	Each: \$400.00 Total for 1: \$400.00
7.	5875700374 BATTERY, VIKING SERIES, LI-ION, IMMERSION RATED	4	Each: \$102.05 Total for 4: \$408.20
8.	299INSTALL INSTALLATION OF EQUIPMENT	4	Each: \$175.00 Total for 4: \$700.00

Subtotal \$24,618.60

Submission of this quotation is preliminary and is subject to review and acceptance by E.F. Johnson Company ("EFJohnson"). Acceptance by EFJohnson shall be granted only by issuance of a sales order acknowledgement form by the EFJohnson Order Management Group. All orders accepted by EFJohnson shall be governed by the terms and conditions of the dealer agreement by and between dealer and EFJohnson or EFJohnson's standard by and between the end user customer and EFJohnson, whichever is applicable.

Visit our website at 