

Marin RFP #2617 Review Panel Summary

Date Summary Prepared: November 4, 2010

Received Proposals: Harris and Motorola

Panel Members: Jeff Franzini (SRPD); Mike Ridgeway (SO); Jason Weber (CO FD); Jim Berg (NVPD); Erik Nickel (NVFD); Michael Frost, Shelly Nelson, Richard Chuck (CO DPW); Jim Irving(SMFD)

Questions presented to panel with summarized responses:

1. **Of the four options/alternatives for the future, what is your recommendation and why?**
 - a. **MERA continue as currently configured and include 700MHz conventional or trunked overlay.**
 - b. **Upgrade MERA into a single simulcast with present site layout.**
 - c. **Upgrade MERA into a single simulcast and add new sites.**
 - d. **County-wide 700MHz system.**

All panel members responded with the same answer of "d"

With the following comments as to why:

- (+) Regional interoperability,; Public Safety standard; system will have the ability to last longer; ability to access D-band data; great opportunity, if grant funding available may be less cost to local agencies; we need long vision, anything less would sell the county short in the long run; preferred choice from an operational and tactical position; it is always in the best interest to get the system that will serve its purpose as far into the future as possible and 700MHz is the future; it gets us to the point that we need to be; latest technology and interoperability in the county as well as bay area and state wide.
- (-) Most costly, greatest political difficulty; might be dependent on availability of grant funding; dependent on available funds and politics for proposed additional sites; the reality is that operational needs to mesh with the financial realities; driven by the willingness of the JPA to fund and maybe cost prohibitive.

2. **Of the two proposals before you, which would you recommend for the grant funded 700MHz conventional interoperability systems, and why?**

Motorola was recommended by all with the following comments:

Motorola better addressed the needs/RFP requirements. Motorola appears to have learned from past experience in Marin. Harris did not provide separate pricing. It appears Motorola has provided a clearer, more defined RFP with history and

background of Marin challenges. Motorola includes microwave on all sites (*Harris: no additional \$1M estimate included*), same equipment types for conventional and trunked (fewer spares, etc.), included Phase II today and in cost (*Harris only Phase I, with a future Phase II (costs unclear)*). Motorola – more responsive to the RFP specification; they seemed to have a better grasp of the needs and vision of the project. Their bid was more comprehensive and detail oriented. Motorola responsive to the RFP; they answered the needs of our county - we're already using Motorola system. They can now provide Phase II radios. *Harris was not responsive to the RFP*. Motorola proposal is much more comprehensive than the Harris response.

3. If option/alternative D comes to fruition, which of the two proposals would you recommend and why?

Motorola was recommended by all, with the following comments:

Motorola better suits our needs; presented a clearer RFP and more complete system; more complete package; better level of coverage; overall more complete; *Harris will cost more to make it comparable to Motorola, while Harris is less \$, as proposed, will be much more than Motorola*. Motorola is the current radio provider and most likely has already worked through Marin issues that *Harris will probably struggle with*; Motorola more responsive to the RFP; they have existing knowledge about our county's needs; they have better answers to the RFP and appear to be able to deliver what we asked for on our timetable.

4. Conceptually, if a regional system (i.e. North Bay) was up for consideration, what would be the strengths and weaknesses in your option?

Strengths: Interoperability would be the greatest strength. We have seen more and more regional cooperation and equipment sharing. Every large incident involves major assistance from regional resources. This is a plan for interoperability. Advantage of greater economy of scale. Being part of a regional system may result in a greater and stronger voice in the grant opportunities. Pooled money, regional approach, and inter-cooperation. Compatible with other systems in the area (in the near future: Contra Costa, Alameda, SF and San Mateo). Greater ability to communicate with other counties and in line with national best practices Alternative funding stream may be available.

Weaknesses: Possible increase of system loading on our local system causing more busy signals. No JPA configuration. Administrative burden higher to coordinate with multiple outside agencies. Cost, political sensitivity, buy-in from all agencies. Increased cost.