



Date: May 14, 2025

To: Johna Easley, President & CEO and Lora Conger, CFO

From: Christopher Jenkins, Director of Information Technology

Re: RFP #2025-004 Recommendation – Handheld Radios

On March 24, 2025, EMSA released a Request for Proposal from qualified vendors to purchase 250 handheld radios. Handheld radios are the first line of communication between EMSA field providers, system status controllers, and Field Supervisors. These radios will replace EMSA's existing inventory of Motorola APX 7000 handheld radios, which are over 10 years old, have reached end-of-life, and are no longer covered by manufacturer support. EMSA received four qualified bids that met the minimum RFP specifications.

Motorola Solutions' proposal provided the most valuable total solution for EMSA despite not being the lowest priced bid. A service agreement with Motorola allows EMSA to maintain current levels of interoperability with minimal interruption. Below are several unique features of the proposal submitted by Motorola that support EMSA's recommendation to award this RFP to Motorola Solutions:

- Emergency departments are using proprietary DVP-XL encryption without any planned upgrade path. Motorola's proposal was the only proposal that will allow these systems to continue working and transition seamlessly in the future.
- Motorola's proposal allows remote radio programming and the key loading of multiple systems directly in both EMSA Divisions without having to rely on external partners – this provides EMSA with the highest level of interoperability.
- Motorola cellular backup is already integrated within EMSA's primary radio system – this allows the newly purchased handheld radios to work seamlessly with existing communications infrastructure.
- By staying with Motorola, our team will continue to use radio technology they are familiar with.
- Staying with Motorola allows EMSA to use existing radio programming and management systems and our current inventory of radio accessories.

EMSA's Purchasing Policy A-3, Section 7, Part H (a-o), states that the Board shall have the authority to award contracts over \$100,000 to vendors based on the following factors and considerations:

- The ability, capacity, and skill of the bidder to perform the contract within the time specified without delay or interference.
- The quality, availability, and adaptability of the supplies for the use of the subject contract.
- Award to other than lowest secure bidder may be granted so long as a full and complete statement is entered into the minutes of the Board of Trustees.

Request for Proposal: Handheld Radios
April 28, 2025

EMSA is seeking board approval to purchase 250 handheld radios and associated items from Motorola Solutions for \$2,582,914.00. The decision matrix used to make this recommendation is below:

Item #	Requirement	L3Harris	Motorola Solutions	Stolz Telecom	Chickasaw Personal Communications
3.1	Solution Specifications	Yes	Yes	Yes	Yes
	Operating Bands	VHF & 7-800	All Bands	VHF & 7-800	VHF & 7-800
	Durability	Yes	Yes	Yes	Yes
	Communication Modes	Yes	Yes	Yes	Yes
	Encryption	Yes	Yes + DVP-XL	Yes	Yes
	Remote Programming / Keying	Not Included in price - Requires System	Yes – 5 years	Yes – Requires System	Yes - Requires System
3.2	Attested to General Terms and Conditions	Yes	Yes	Yes	Yes
	Pricing				
	Hardware		\$3,217,500.00	\$1,160,062	\$1,354,546.88
	Software/Licensing		\$408,000.00	\$28,750.00	\$1047.00
	Accessories		\$200,398.40	\$50,427.75	\$161,952.15
	Discounts		\$1,242,984.40		
	Total	\$1,360,814.00	\$2,582,914.00	\$1,239,240.25	\$1,517,546.03