



Date: April 20, 2018

To: Jim Winham, President & CEO

Through/CC: Angela McLain, CRO and Compliance Officer
Kent Torrence, CFO

From: Frank Gresh, CIO

Re: Mobile Data Terminal RFP# IT2018-0001

RFP# IT2018-0001 was released on February 9, 2018. The purpose of the RFP was to solicit proposal from qualified vendors to replace our seven-year-old Mobile Data Terminals (MDT) in our ambulance fleet. There were five responses received. The proposers are: JLT Mobile, Millennium Information Technology, Stolz Telecom, Datalux, and PCS Mobile.

After reviewing all the proposals, staff finds that Datalux is the Lowest Secure Bidder with a compliant proposal that meets or exceeds all our specifications. Staff recommends we purchase the MDT from Datalux. The reasons for this recommendation are as follows:

- Datalux has the background, ability, capacity, skill, and experience needed to perform under the requirements of this RFP.
- Datalux has close to 30 years of experience in developing rugged products used in Public Safety and other markets.
- Datalux is both manufacturer and support entity. They provide fast turnaround times on units that have to be sent in for repairs.
- I have spoken with the entities that Datalux provided as references. They all provided an unqualified recommendation of the Datalux product.
- All of the referenced customers were public safety agencies (Police, Fire and EMS). They all indicated that Datalux holds up well in those environments.
- According to their proposal, *"The Datalux Tracer is in use in thousands of police, fire and EMS vehicles. It has survived crashes from high speed chases, abuse from canine service dogs and mal treatment from safety personnel."* In speaking with one of the references, he actually indicated that the device is banged around by batons and shotguns in patrol

cars and the K9 dogs often use the Datalux device as traction when exiting the vehicle, and the unit stands up to that abuse quite well.

Attached to this memorandum you will find a review document that covers all of our criteria and does a side by side cost comparison. You will note that Datalux is the lowest compliant bidder and was actually the lowest bidder when looking at all of the proposals both compliant and non-complaint.

Should you have any additional questions, please feel free to ask.



Evaluation of responses

Item #	Requirement	JLT Mobile	MIT	Stolz Telecom	Datalux	PCS Mobile
1) Process Overview and Procedures						
1.2	Schedule – were proposals received on time?	Printed – Yes Soft copy – Yes				
1.3	All proposals must be typewritten on 8-1/2 x 11 paper and contain a table of contents delineating responses to each section. Proposals must be organized and indexed in the format identified herein in Sections 2 and 3. Proposals shall contain all requirements and consist of the following submission documentation:	Yes	Yes	Yes	Yes	Yes
	One (1) copy of the response in the format outlined above and bound in such a way that it can easily be taken apart to make copies.	Yes	Yes	Yes	Yes	Yes
	An electronic copy of the response sent via email (above) by the due date will also be required. The subject line of the email should clearly state that it is a vendor’s proposal and reference this RFP.	Yes	Yes	Yes (USB Drive with Proposal)	Yes	Yes
2) Proposer Information						
2.0	The proposer must provide a history for their company . Information to be included in this section is tax identification number, age of company, number of employees, experience with comparable accounts, and a brief description of the existing relationship with EMSA if there is one , including past purchases in excess of \$25,000.	Yes	Yes	Yes	Yes	Yes – No Tax ID, have previously done business with, and documented it.



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2.1	The proposer should outline all sales, operational, customer service and technical contacts within your organization to be included in the execution of the proposed solution.	Yes	Yes	Yes	Yes	Yes
2.2	All proposals should outline the proposer's and/or manufacturer's customer support methodologies as well as examples of how the customer support is provided. Further information about warranties and support should be outlined in section 3.2.	Yes	Yes	Yes	Yes	Yes
2.3-4	References provided Acceptable	Yes	Yes	Yes	Yes	Yes
2.5	Each proposer must provide financial background of their organization for evaluation of the stability of the company.	Yes	Yes	Yes	Yes	Yes
2.6	The proposer must stipulate that payment is due forty-five (45) days after the delivery and acceptance of the equipment. The proposer must stipulate that it will accept payment via electronic methods. The proposer agrees to invoice all items on a single invoice.	Yes	Yes	Yes	Yes	Yes
2.7	Provide all pertinent information related to the proposer(s) insurance carriers and levels of coverage, including liability, worker's compensation, malpractice, etc.	Yes	Yes	Yes	Yes	Yes
2.8	Non-Collusion Attestation	Yes	Yes	Yes	Yes	Yes
2.9	Non-Exclusion from Medicare and/or Medicaid	Yes	Yes	Yes	Yes	Yes
2.10	Proposer attested to no deal registration	Yes	Yes	Yes	Yes	Yes



Item #	Requirement	JLT Mobile	MIT	Stolz Telecom	Datalux	PCS Mobile
3) Solution Overview and Requirements						
3.1	Responder must provide a solution that meets all requirements outlined below.					
	Hardware Proposed	JLT Mobile Verso 12P	JLT Mobile Verso 12P	Getac V110 Primary Getac F110 Optional	Datalux Tracer 5	Panasonic CF-33
	Fully Enclosed and ruggedized touchscreen PC – All In One	Yes	Yes	No – V110 Primary Response Yes – F110 Optional Response	Yes	Yes
	MIL-STD-810G Certifications/Attestations	Yes	None provided	Yes	None provided – Documentation specifies they are designed to meet 501.5, 502.5, 503.5, 505.5, 514.6, 516.6.	None provided
	IP Code Certifications/Attestations	Yes	None provided	Yes	None provided – Documentation specifies that they are IP65 front and IP51 in the back	None provided
	PC Minimum Specifications					
	CPU: Intel® Core™ i5 or greater	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Memory: 4GB RAM	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Storage: 256GB Solid State Drive or larger	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Display Size: Minimum 12"	Yes	Yes	V-No F-No	Yes	Yes
	Display Resolution: Minimum 1024x768 XGA	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Display Characteristics: Minimum 1000 NIT brightness (user adjustable for night time operations), direct sunlight viewable, anti-glare,	Not specified on brightness	Not specified on brightness – online	800 Nit for both devices	1200 Nit	1200 Nit



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	wide angle viewing capability (driver and passenger seats)		research indicates it to be 1000 Nit			
	Connectivity: Wired Ethernet, USB	Yes	Yes	V-Yes, F-Optional	Yes	Yes – In Dock
	Anti-Tamper	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Power Management	Yes	Yes	V-Yes F-Yes	Yes	Yes
	OS Windows 7.1 SP1 64-bit	Yes	Yes	V-Yes F-Yes	Yes	Yes
	Power Management Software	Yes	Yes	V-Yes F-Yes	Yes	Yes
	End User Applications/Imaging	Yes	Not Indicated or priced	Yes	Yes	Yes
	Exterior Dimensions (crews requesting smaller size)	12" x 10" x 2.3"	12" x 10" x 2.3"	12.32" x 9.37" x 1.53"	11.96" x 9.75" x 1.85"	12.3" x 11.4" x 1.8" (+3.5" for dock = 5.3")
3.2	Installation Services					
	Vendors should provide an overview of their planned installation schedule (specific dates not required) that outlines how they will get the removal/installation accomplished in a manner that has the least impact on EMSA's fleet and its availability.	Provided	Provided	Provided	Provided	Not provided
	Swivel/Tilt	Gave options and cautions	Gave options and cautions	Nothing provided	Gave options	None provided
3.3	Warranties and Support					
	Parts availability for seven years	Yes	Yes	Not specified	Not specified	Not specified
	Contained 1, 3, and 5 years	Yes	Yes	Yes	Only 5 years available	3 and 5
	Length of base warranty	3-year base covering defects	3-year base covering defects	3-year base covering defects and accidental damage	5-year	3-year limited parts and labor

Request For Proposal: Mobile Data Terminals: Proposal Review and Pricing Evaluation
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Item #	Requirement	JLT Mobile	MIT	Stolz Telecom	Datalux	PCS Mobile
	Provided detail on turnaround time	5 days or 10 days plus transport depending on service level chosen	5 days or 10 days plus transport depending on service level chosen	None provided	Yes – Max 5 business days	No



Pricing Evaluation

Vendor	JLT Mobile	MIT*	Stolz Telecom**	Datalux	PCS Mobile
Device Proposed	JLT Mobile Verso 12P	JLT Mobile Verso 12P	Getac V110 Primary	Datalux Tracer 5	Panasonic CF-33
Total price for 111 devices	\$ 554,700.30	\$ 552,047.40	\$ 251,082.00	\$ 341,880.00	\$ 334,428.56
Total price for any required accessories	\$ 20,386.75	\$ 22,258.83	\$ 66,447.00	\$ 18,117.00	\$ 99,189.00
Total price for custom imaging process	\$ 9,187.50	\$ -	\$ 1,500.00	\$ 3,580.00	\$ 23,311.00
Total price for warranty covering device for five years	\$ 149,850.00	\$ 148,973.10	\$ 55,056.00	\$ 45,732.00	\$ 93,983.00
Total price for installation	\$ 49,886.11	\$ 49,332.84	\$ 104,452.81	\$ 41,730.00	\$ 76,289.15
Total price for shipping	\$ 615.00	Not Provided	\$ 725.00	\$ 4,800.00	
Total proposal	\$ 784,625.66	\$ 772,612.17	\$ 479,262.81	\$ 455,839.00	\$ 627,200.71
Bid Status	Compliant	Non-compliant	Non-compliant	Compliant	Compliant
*MIT Proposal did not include any costs for custom imaging.					
**Stolz Telecom proposal provided two devices, both of them were not in compliance with the requirements. Pricing shown for only one device.					