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July 8, 2016

Jose De Zayas, Project Manager
Broward County Purchasing Division
115 S. Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Michael Mullen, Purchasing Agent
Broward County Purchasing Division
115 S. Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Re: Broward County Solicitation #R1422515P1, Public Safety Radio APCO Project 25 700 MHz Communication System (the "Solicitation")

Gentlemen:

This firm represents Harris Corporation ("Harris") with respect to the above-referenced Solicitation. As we are aware that the Cone of Silence is in effect with respect to this Solicitation, we address this letter to you both in accordance with Mr. Mullen's prior email to Harris and Section J of the Solicitation's Special Instructions to Vendors. Should this letter be addressed to any other person, we ask that you forward it accordingly and advise us as well for any future communications.

In light of the importance of the public safety implications of this Solicitation, on behalf of Harris we write to request that Broward County provide a four week extension of the current July 8, 2016 deadline for the submission of questions, and a six week extension of the current submission deadline of August 3, 2016. We believe such an extension is in the best interests of the County, its residents and all interested vendors to ensure that complete and accurate, technically feasible, proposals are submitted in conformance with the requirements of the Solicitation.

In particular, we note that some 70 questions have been submitted to date concerning the technical specifications of the Solicitation, and 24 of those questions remain unanswered as of this writing. The unanswered questions pose issues of tremendous concern with respect to the ability to properly design the required system and implement the same. For instance, the

Solicitation requires the vendor to demonstrate a proper interface of the radio system and the CAD system. Technical questions regarding the existing proprietary CAD system have not been answered, nor relevant documentation provided to design and implement the proper interface.

Further, there is insufficient information provided as to the availability of certain tower sites and the loading capacity of tower sites. The tower questions presented and documentation requested is critical to the appropriate design of the system to provide the required coverage.

We also note that the City of Fort Lauderdale recently issued, on June 30, 2016, its Solicitation 769-11783, Enhanced 911 Public Safety Answering Point (PSAP) Implementation (the "RLI"). This Request for Letters of Interest concerns the process and phases necessary for the City to realize a fully functional Enhanced 911 (E911) Public Safety Answering Point (PSAP) with a focus on Next Generation (NG911) Capabilities. The City had joined the Broward County Consolidated Regional E911 Communications System in August of 2014, but now appears to be seeking its own solution in light of "ongoing issues with the regional system." In light of the Solicitation's County-wide application, Harris is very concerned as to what, if any, impact the City's RLI will have on the systems and processes to be designed, the areas to be covered and any changes to the overall scope of the Solicitation.

Finally, Harris understands the significant importance of supporting companies based in Broward County and will be engaging local companies as part of its project team. The vendor fair now scheduled for July 12 will introduce a number of new vendors to Harris that will help it meet the CBE criteria set forth in the Solicitation. While Harris will make every effort to evaluate the companies identified as potential partners for this project, the proposal deadline of August 3rd will not provide enough time to thoroughly appraise and validate these potential vendors as well as to get the subcontract proposals and inputs for their portions of the project. To Harris, a sound deployment of the P25 radio system for the County is its top priority, so the companies engaged must meet both Harris' and the County's high standards.

For the aforesaid reasons, we respectfully request that the County extend the current July 8, 2016 deadline for the submission of questions for four weeks, and the current submission deadline of August 3, 2016 for an additional six weeks. The provision of this extension will ensure that all vendors can submit complete proposals that meet and exceed all of the Solicitation's technical, CBE and other specifications.

Very truly yours,

_/s/ William G. Salim, Jr._____
WILLIAM G. SALIM, JR.

WGS/cl

cc: Client

Section 5.3.F.3

The roof shall withstand the impact of ice falling from the adjacent tower without suffering any damage, or shall otherwise be protected from such damage. The Vendors shall describe in their proposals how this requirement will be met.

Question: Please confirm the requirements for the Shelters per Section 5.3.F.3 to be a requirement of the specification. **(Submitted: Jun 22, 2016 6:36:41 PM EDT)**

edit

Answer

- While falling ice is not likely to be experienced, the requirement is intended to account for other falling objects or projectiles. The requirement remains. **(Answered: Jul 11, 2016 3:25:05 PM EDT)**

Question 47

Section 7.3.2.A.3

The County has requested maintenance pricing to cover 'Accidental Damage Replacement' of subscriber radios.
a) Can the County please further define 'Accidental Damage' so respondents have a clear understanding of what to include and b) Since there is not a specific line item in the price pages for Accidental Damage, are respondents to include this price in the overall maintenance pricing or provide it as a separate line item? **(Submitted: Jun 24, 2016 8:29:35 AM EDT)**

Answer

edit

- Accidental damage shall include any damage caused to the radio that impairs operation that is not directly the result of a manufacturer defect. The 'Accidental Damage' warranty plan shall cover the repair or replacement of these units as required.

  An updated pricing sheet has been provided for the Accidental Damage option. **(Answered: Jul 11, 2016 3:25:05 PM EDT)**
- This will be addressed through an Addendum. **(Answered: Jul 12, 2016 7:05:44 AM EDT)**

Question 48

During the site surveys, Broward County indicated that it could provide a Tower Loading Analysis to vendors. Can the County please provide this analysis for the existing towers? **(Submitted: Jun 24, 2016 8:40:22 AM EDT)**

Answer

edit

- Structural analyses shall be provided to the selected vendor after contract award. **(Answered: Jul 11, 2016 3:25:05 PM EDT)**
- According to the Project Manager, "County providing the proposers with data that is outdated and/or incomplete is not in the best interest of the County or the proposers….the information the proposers are seeking, tower load analysis, is irrelevant for the proposers to provide a bid." **(Answered: Jul 26, 2016 3:17:40 PM EDT)**

Question 49

Section 4.3, Pg. 50

"B. The console system shall support a minimum of 24 conventional resources interfaced to the radio backhaul network through conventional gateways at each of the three PSAPs (72 conventional resources total). The conventional resources need to be available to the consoles in the event of a loss of wide-area trunking."

Please be more specific about the nature of the conventional resources. In B above the ask is for a minimum of 24 conventional resources but afterwards 72 conventional resources are described. **(Submitted: Jun 24, 2016 8:41:44 AM EDT)**

Answer

- There are to be 24 conventional resources at each of the three regional dispatch centers, providing 72 total conventional resources.

  The conventional gateway needs to support Analog, Digital and IP Interface to conventional resource.

  Analog:
  The analog interface needs to support the following:
  • 2-Wire input/output

edit

We define accessible as any land tile containing roads that are identified in the 2015 US Census Bureau's Tiger Road Database and is classified as:

Primary
Secondary
Local
Ramp
Service Drive
Vehicular Trail
Private Service Road (if accessible)

edit

Tiles that are not land accessible but may be accessed via watercraft will also be included in the test.

Does the County agree with these definitions? **(Submitted: Jul 8, 2016 1:25:37 PM EDT)**

Answer

- While the County tends to agree with these requirements, the more broad definition defined in TSB-88.3-D of "Accessible test tiles" will be maintained in the specifications. Tiles that are accessible via watercraft (airboat, boat, etc.) shall be considered accessible, including areas over the Everglades. These areas shall be tested consistent with the County's coverage requirements. **(Answered: Jul 15, 2016 8:22:06 AM EDT)**

Question 71
Part 1 of 3
LAW OFFICES
MOSKOWITZ, MANDELL, SALIM & SIMOWITZ, P.A.
800 CORPORATE DRIVE, SUITE 500 FORT LAUDERDALE, FLORIDA 33334

July 8, 2016

Jose De Zayas, Project Manager
Michael Mullen, Purchasing Agent

Re: Broward County Solicitation #R1422515P1, Public Safety Radio APCO Project 25 700 MHz Communication System (the "Solicitation")

Gentlemen:

edit

This firm represents Harris Corporation ("Harris") with respect to the above-referenced Solicitation. As we are aware that the Cone of Silence is in effect with respect to this Solicitation, we address this letter to you both in accordance with Mr. Mullen's prior email to Harris and Section J of the Solicitation's Special Instructions to Vendors. Should this letter be addressed to any other person, we ask that you forward it accordingly and advise us as well for any future communications.

In light of the importance of the public safety implications of this Solicitation, on behalf of Harris we write to request that Broward County provide a four week extension of the current July 8, 2016 deadline for the submission of questions, and a six week extension of the current submission deadline of August 3, 2016. We believe such an extension is in the best interests of the County, its residents and all interested vendors to ensure that complete and accurate, technically feasible, proposals are submitted in conformance with the requirements of the Solicitation. **(Submitted: Jul 8, 2016 3:25:46 PM EDT)**

Answer

- Communication noted. **(Answered: Jul 15, 2016 8:22:06 AM EDT)**
- A two week extension from August 3, 2016 to August 17, 2016 for a submission deadline has been determined to be appropriate. The question and answer period will not be extended as requested. **(Answered: Jul 26, 2016 3:17:40 PM EDT)**

Question 72
Part 2 of 3
In particular, we note that some 70 questions have been submitted to date concerning the technical specifications of the Solicitation, and 24 of those questions remain unanswered as of this writing. The unanswered questions pose issues of

tremendous concern with respect to the ability to properly design the required system and implement the same. For instance, the Solicitation requires the vendor to demonstrate a proper interface of the radio system and the CAD system. Technical questions regarding the existing proprietary CAD system have not been answered, nor relevant documentation provided to design and implement the proper interface.

Further, there is insufficient information provided as to the availability of certain tower sites and the loading capacity of tower sites. The tower questions presented and documentation requested is critical to the appropriate design of the system to provide the required coverage.

We also note that the City of Fort Lauderdale recently issued, on June 30, 2016, its Solicitation 769-11783, Enhanced 911 Public Safety Answering Point (PSAP) Implementation (the "RLI"). This Request for Letters of Interest concerns the process and phases necessary for the City to realize a fully functional Enhanced 911 (E911) Public Safety Answering Point (PSAP) with a focus on Next Generation (NG911) Capabilities. The City had joined the Broward County Consolidated Regional E911 Communications System in August of 2014, but now appears to be seeking its own solution in light of "ongoing issues with the regional system." In light of the Solicitation's County-wide application, Harris is very concerned as to what, if any, impact the City's RLI will have on the systems and processes to be designed, the areas to be covered and any changes to the overall scope of the Solicitation. **(Submitted: Jul 8, 2016 3:26:43 PM EDT)**

edit

Answer

- Communication noted. **(Answered: Jul 15, 2016 8:22:06 AM EDT)**
- As of July 18, all questions have been answered. Regarding tower loading, please see response to question 48. The City of Ft. Lauderdale's solicitation, Enhanced 911 Public Safety Answering Point (PSAP) Implementation, has no impact on any of the specifications or plans regarding Broward County's current solicitation RFP R1422515P1. **(Answered: Jul 26, 2016 3:17:40 PM EDT)**

Question 73
Part 3 of 3

Finally, Harris understands the significant importance of supporting companies based in Broward County and will be engaging local companies as part of its project team. The vendor fair now scheduled for July 12 will introduce a number of new vendors to Harris that will help it meet the CBE criteria set forth in the Solicitation. While Harris will make every effort to evaluate the companies identified as potential partners for this project, the proposal deadline of August 3rd will not provide enough time to thoroughly appraise and validate these potential vendors as well as to get the subcontract proposals and inputs for their portions of the project. To Harris, a sound deployment of the P25 radio system for the County is its top priority, so the companies engaged must meet both Harris' and the County's high standards.

For the aforesaid reasons, we respectfully request that the County extend the current July 8, 2016 deadline for the submission of questions for four weeks, and the current submission deadline of August 3, 2016 for an additional six weeks. The provision of this extension will ensure that all vendors can submit complete proposals that meet and exceed all of the Solicitation's technical, CBE and other specifications.

Very truly yours,

edit

_/s/ William G. Salim, Jr.
WILLIAM G. SALIM, JR.

WGS/cl

cc: Client **(Submitted: Jul 8, 2016 3:27:12 PM EDT)**

Answer

- Communication noted. **(Answered: Jul 15, 2016 8:22:06 AM EDT)**
- Broward County is pleased that the July 12, 2016 Office of Economic and Small Business Development Meet and Greet time was a success in bringing potential subcontractors and proposers together. As stated earlier question and answer 71, the question and answer period will not be extended as requested. The extension for submission deadline has been extended to August 17, 2016. We believe that this is a sufficient time for proposers to submit their responses. **(Answered: Jul 26, 2016 3:17:40 PM EDT)**

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September 12, 2016

VIA E-MAIL AND REGULAR MAIL

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115 S. Andrews Avenue, Room 212
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Michael Mullen, Purchasing Agent
Broward County Purchasing Division
115 S. Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Re: Broward County Solicitation #R1422515P1, Public Safety Radio APCO Project 25 700 MHz Communication System (the "Solicitation")

Gentlemen:

As you may recall, this firm represents Harris Corporation ("Harris") with respect to the above-referenced Solicitation. As we are aware that the Cone of Silence is in effect with respect to this Solicitation, we address this letter to you both in accordance with Mr. Mullen's prior emails to Harris and Section J of the Solicitation's Special Instructions to Vendors. Should this letter be addressed to any other person, we ask that you forward it accordingly and advise us as well for any future communications.

We understand that Broward County (the "County") is attempting to schedule the demonstrations required by the Solicitation and that various questions have arisen as to where those demonstrations will occur, how long they will take and who will be in attendance. The emails we have reviewed seem to suggest that the County plans on having various members of County staff, particularly technical review specialists, in attendance for the anticipated 4 to 5 day length of the demonstrations required. However, it does not appear that the members of the Selection or Evaluation Committee will actually be in attendance.

Our review of the Solicitation, including the County's response to the numerous Questions presented during the course thereof, leads to a number of different issues that may put Harris at a competitive disadvantage in meeting the demonstration requirements. While it is an honor for Harris Corporation, Public Safety and Professional Communications (PSPC), to respond to the

County's Solicitation to replace the Public Safety radio system, the playing field must be level. As industry leaders, Harris not only follows industry standards, but also leads and serves in the committees that define the standards of current and future technologies. As such, Harris commits significant resources to developing both the technical standards as well as compliant solutions for the public safety communications marketplace. In 2009, the Harris Communication Systems lab in Lynchburg, Virginia was one of the first to receive P25 Compliance Assessment Program (CAP) approval from the U.S. Department of Homeland Security Office for Interoperability and Compatibility of P25 solutions. Further, Harris is very proud to say that the Harris P5400 was the first portable radio to complete the P25 CAP process.

We understand how important demonstrations are for the County so it can make an informed decision to purchase its new P25 system. As one of the market leaders in radio communications, Harris regularly performs demonstrations across the country. However, the level of demonstrations Broward requires is likely the most complex and challenging Harris has seen to date. Broward County's demonstration requirements resemble the rigorous acceptance test procedures of a fully deployed P25 radio system.

After reassessing the numerous demonstration requirements and in order to provide the requested comprehensive and interactive experience and understanding of Harris' P25 solution, Harris asks the County to please respond to the following technical questions at your earliest convenience:

1. How does the County wish Harris to simulate the radio subscriber test? Will the fire department set up a simulated environment at Harris' location, or is Harris able to use a Broward fire testing facility?

2. For the tower site construction section of the demonstrations, is it the County's intention to view an actual site that is part of a live system? Additionally, the general requirements for this section indicate: "All structures, systems, utilities, and provided equipment is manufactured, constructed, installed and equipped to be fully compliant with the *Motorola publication 'Standards and Guidelines for Communications Sites' Motorola part number 68P81089E50-B dated 9/1/2005 or latest revision."* While Harris complies with these standards, Harris is greatly concerned that these requirements favor its competitor.

3. Will the County provide an ISSI for the demonstration ISSI to connect to? If so please provide detailed information on how Harris' ISSI will connect to the County provided ISSI. Please also confirm what P25 system is the County's ISSI connected to, the backhaul information, and the network connections, as well as the representative Harris should contact to obtain logistical and technical information.

4. Please provide contact information for the person within the County and applicable city who will support the Harris team in enabling CSSI connectivity, as well as the system to which it will interface during demonstrations?

5. The Dispatch Console System demonstration requirements include a number of functionalities that require Harris to connect to the County's current CAD system. How does County wish the non-CAD provider radio company to conduct the CAD interface demonstration to fully meet the evaluation criteria? The County must provide the proprietary API to enable Harris to perform the demonstrations in the same technological environment as its competitor. Although we understand this is an important requirement for the County considering the $17 million investment in the Motorola CAD system, without the required proprietary interfaces from Motorola, we are concerned that it may not be possible for Harris to fully demonstrate its proposed system offerings, and thus be fairly evaluated. Harris posed a similar question, number 54, that the County answered on July 11, 2016 suggesting that the County "is not licensed to provide API data for PremierOne CAD." In light of the County's substantial investment in its CAD system, we assume that the County must have the right to allow API data use in order to meet the Solicitation's demonstration requirements at least. If not, then Motorola will have effectively eliminated any competition on this section of the Solicitation or any ability to meet the demonstration requirements.

Once Harris has received and done its assessment of the above information, Harris will be in a position to review the logistics, including timing and location(s), of its equipment demonstration with the County. But please note that the prospect of doing business with Broward County is a matter of the utmost importance to Harris. Harris has deployed more than 500 major radio systems all over the world including Miami-Dade County, Coral Gables, Aventura, West Palm Beach and others that are in process in South Florida (Collier County). Harris has the experience, the resources and a demonstrably better solution for Broward County. Harris looks forward to meeting with the County's representatives and performing these demonstrations. However, in light of the importance of the public safety implications of this Solicitation, Harris must be provided every opportunity to perform the required demonstrations on the same playing field as Motorola. Without the information requested about, Harris will certainly have a distinct competitive disadvantage as to the Solicitation's requirements, especially to demonstrate a proper interface of the radio system and the CAD system.

Should you have any questions regarding our requests, please do not hesitate to contact the undersigned. Otherwise, we trust that the County will provide the requested information so that the demonstrations may be properly prepared, scheduled and conducted.

Very truly yours,

MOSKOWITZ, MANDELL, SALIM & SIMOWITZ, P.A.

By: _____
WILLIAM G. SALIM, JR.

WGS/cl
cc: Client

Finance and Administrative Services Department
PURCHASING DIVISION
115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

September 14, 2016

William G. Salim, Jr., Esq.
Moskowitz, Mandell, Salim & Simowitz, P.A.
800 Corporate Drive
Suite 500
Fort Lauderdale, FL 33334

Re: Request for Proposals (RFP) R1422515P1, Public Safety Radio APCO Project 25 700 MHz Communication System

Dear Mr. Salim:

We are in receipt of your letter dated September 12, 2016 regarding Public Safety Radio APCO Project 25 700 MHz Communication System, RFP R1422515P1, on behalf of your client, Harris Corporation. Harris Corporation is one of two pre-qualified proposers in the two-step procurement for a replacement public safety radio system. We appreciate your observance of the Cone of Silence which remains in effect. In the future, you should direct all Cone of Silence correspondence to Brenda J. Billingsley, Director of Purchasing.

Although this RFP has been advertised since May 11, 2016 and the Harris Corporation proposal has been opened since August 17, 2016, we have just received the referenced letter from you regarding questions about the Demonstration Meeting. Purchasing Division staff have been trying to contact staff of Harris Corporation since August 31, 2016 about scheduling the Demonstration Meeting that was defined in the RFP solicitation document. Furthermore, the Purchasing Division staff has been unable to receive confirmation from Harris Corporation staff about when they are able to schedule the Demonstration Meeting. The Purchasing Division staff had asked Harris Corporation for availability for a two-day Demonstration Meeting during the first week in October but have not received any positive response from Harris Corporation staff for that schedule. From the statement in your letter that "We understand how important demonstrations are for the County so it can make an informed decision to purchase its new P25 system", we request that Harris Corporation make its staff available for a two-day Demonstration Meeting during the first week in October (October 3 – 7) or at a time as soon as possible following that week.

The answers to your five questions follow:

Question 1: "How does the County wish Harris to simulate the radio subscriber test? Will the fire department set up a simulated environment at Harris' location, or is Harris able to use a Broward fire testing facility?

Answer 1:
The County is open to any method of testing that the vendor feels would be most appropriate. It is expected that Harris will provide the appropriate noise sources if the testing is to be performed at Harris' facility. The County Fire Chiefs have indicated that the County's fire testing facility could be made available. However, no coordination has been conducted to secure access to the facility at this time. If Harris wishes to utilize this facility, then we will need to confirm access for the week of October 3rd.

Question 2: "For the tower site construction section of the demonstrations, is it the County's intention to view an actual site that is part of a live system? Additionally, the general requirements for this section indicate: 'All structures, systems, utilities, and provided equipment is manufactured, constructed, installed and equipped to be fully compliant with the *Motorola publication 'Standards and Guidelines for Communications Sites' Motorola*

part number 68P81089E50-B dated 9/1/2005 or latest revision.' While Harris complies with these standards, Harris is greatly concerned that these requirements favor its competitor."

Answer 2:
The actual radio site inspected does not need to be part of a live system, but rather be representative of a radio site implemented under the supervision of Harris. The County will accept installation standards per Harris AEA-123 4681/1, Grounding Guidelines as an alternative to Motorola R56 as stated in the specifications.

Question 3: "Will the County provide an ISSI for the demonstration ISSI to connect to? If so please provide detailed information on how Harris' ISSI will connect to the County provided ISSI. Please also confirm what P25 system is the County's ISSI connected to, the backhaul information, and the network connections, as well as the representative Harris should contact to obtain logistical and technical information."

Answer 3:
The County does not have access to an ISSI enabled system to provide access to Harris. If Harris does not have a practical means to demonstrate the requested ISSI functionality in person, then the County will accept a letter certifying that Harris can meet the required functionality along with a representative agency (agency name, address and contact information) that has implemented the feature.

Question 4: "Please provide contact information for the person within the County and applicable city who will support the Harris team in enabling CSSI connectivity, as well as the system to which it will interface during demonstrations."

Answer 4:
The County does not have access to a CSSI enabled console system to provide access to Harris. If Harris does not have a practical means to demonstrate the requested CSSI functionality in person, then the County will accept a letter certifying that Harris can meet the required functionality along with a representative agency (agency name, address and contact information) that has implemented the feature.

Question 5: "The Dispatch Console System demonstration requirements include a number of functionalities that require Harris to connect to the County's current CAD system. How does County wish the non-CAD provider radio company to conduct the CAD interface demonstration to fully meet the evaluation criteria? The County must provide the proprietary API to enable Harris to perform the demonstrations in the same technological environment as its competitor. Although we understand this is an important requirement for the County considering the $17 million investment in the Motorola CAD system, without the required proprietary interfaces from Motorola, we are concerned that it may not be possible for Harris to fully demonstrate its proposed system offerings, and thus be fairly evaluated. Harris posed a similar question, number 54, that the County answered on July 11, 2016 suggesting that the County "is not licensed to provide API data for PremierOne CAD". In light of the County's substantial investment in its CAD system, we assume that the County must have the right to allow API data use in order to meet the Solicitation's demonstration requirement at least. If not, then Motorola will have effectively eliminated any competition on this section of the Solicitation or any ability to meet the demonstration requirements."

Answer 5:
As previously stated, the County does not have the freedom to distribute the CAD provider's API for the demonstration. It's the County's understanding that Harris has a customer that is currently utilizing Motorola CAD with a Harris P25 radio system and has the means to request the API. If Harris does not have a practical means to demonstrate the requested CAD interface functionality in person, then the County will accept a letter certifying that Harris can meet the required functionality along with a representative agency (agency name, address and contact information) that has implemented the feature.

To address a final point, in the third paragraph of your letter you state, "Our review of the Solicitation, including the County's response to the numerous Questions presented during the course thereof, leads to a number of

different issues that may put Harris at a competitive disadvantage in meeting the demonstration requirements. While it is an honor for Harris Corporation, Public Safety and Professional Communications (PSPC), to respond to the County's Solicitation to replace the Public Safety radio system, the playing field must be level." In response, Broward County Staff have spent many hours in the review of the specifications for both the Step One and Step Two solicitations for the Public Safety Radio APCO Project 25 700 MHz Communication System (RFQ R1422515R1 and RFP R1422515P1) to ensure that the specifications and requirements were non-exclusive, open and competitive to all vendors. Any objections, challenges or protest of the specifications for RFP R1422515P1 should have been filed at any time from May 11, 2016 – August 15, 2016. The lack of any specific challenge to the specific RFP requirements during the time provided indicates acceptance of the solicitation specifications.

We look forward to hearing from Harris Corporation staff without further delay regarding the scheduling of the two-day Demonstration Meeting.

Sincerely,

José M. De Zayas, E911 Communications Administrator
Office of Regional Communications and Technology

Attachment

BJB/kw/lg

c: Alphonso Jefferson, Assistant County Administrator, County Administration
Brenda J. Billingsley, Director of Purchasing, Purchasing Division
Brett Bayag, Director, Office of Regional Communication and Technology
Karen Walbridge, Purchasing Manager, Purchasing Division
Michael Mullen, Purchasing Agent, Purchasing Division
Glenn Miller, Assistant County Attorney, Office of the County Attorney
Rene Harrod, Assistant County Attorney, Office of the County Attorney

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November 15, 2016

VIA E-MAIL AND REGULAR MAIL

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Michael Mullen, Purchasing Agent
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Gentlemen:

As you may recall, this firm represents Harris Corporation ("Harris") with respect to the above-referenced Solicitation. As we are aware that the Cone of Silence is in effect with respect to this Solicitation, we address this letter to you both in accordance with Mr. Mullen's prior emails to Harris and Section J of the Solicitation's Special Instructions to Vendors. Should this letter be addressed to any other person, we ask that you forward it accordingly and advise us as well for any future communications.

We understand that Harris has completed the demonstrations required by the Solicitation before the Technical Review Committee, whose members report to the Evaluation Committee. Those demonstrations occurred at Harris' Lynchburg, Virginia facility and at the Coral Gables, Florida customer facility. (Harris appreciates the County's willingness to travel to its Lynchburg, Virginia facility.) As we understand it, all technical requirements of the demonstration and testing components of the Solicitation were successfully performed, save several that Harris was unable to perform because of the current vendor's control over the County's existing system. The technical requirements that Harris wasn't able to demonstrate relate to the actual connection to the County's existing system.

As we have noted in prior letters, Harris simply has no ability to demonstrate a number of functionalities that require connection to the County's current CAD system. Without the required proprietary API, Harris was unable to perform the CAD interface demonstrations in the same technological environment as its competitor. Harris first raised this issue by question in its pre-bid

submissions, number 54, that the County answered on July 11, 2016 suggesting that the County "is not licensed to provide API data for PremierOne CAD."

In light of the API challenge, and in response to our September 12, 2016 letter, on September 14, 2016 the County stated in its reply letter that it would accept a letter from Harris "certifying that Harris can meet the required functionality along with a representative agency (agency name, address and contact information) that has implemented the feature." We understand that Harris has now delivered the required certifications and is otherwise in full compliance with the demonstration requirements. Those certifications confirm that Harris can and will meet, amongst others, the following demonstration requirements directly related to the CAD system interface:

1. Demonstration Test Number 37 – Deliver CAD interface with Motorola Premier One CAD to pass radio user data between systems, including radio unit ID, messaging, and CAD entry data.

2. Demonstration Test Number 50 – Deliver the ability to receive GPS data from mobile and portable radios and pass the data to a Motorola Premier One CAD program for display.

3. Demonstration Test Number 107 - Deliver CAD interface with Motorola Premier One CAD.

We trust and assume that Harris will not be penalized by the County for providing the alternate certifications, as permitted by the County's September 14, 2016 letter, for the CAD interface demonstration requirements. The inability to access the proprietary API is not a Harris fault but rather is strictly a proprietary software code issue. If Motorola, or the County as its existing customer, had provided the required API data, Harris would have performed the required CAD demonstration (as it has in many places around the country where Harris has successfully implemented its P25 radio system). Thank you for your consideration of the above when reviewing and evaluating the equipment demonstration results.

We also understand that the Evaluation Committee is scheduled to meet on November 21, 2016 and on November 30, 2016 to further consider and evaluate the proposals submitted. We have not, however, seen any published notice of those meetings or the agendas for these meetings. In order for the Harris team to have all necessary personnel at these meetings to answer all of the questions that the County may have and provide the County with any information requested, Harris would like to receive the agendas and plans for these meetings at your earliest convenience. Please advise when these items will be available.

Very truly yours,

MOSKOWITZ, MANDELL, SALIM & SIMOWITZ, P.A.

By: _____
WILLIAM G. SALIM, JR.

WGS/cl

cc: Lori Rodriguez, Harris
Jose Vasquez, Harris

FINANCE AND ADMINISTRATIVE SERVICES DEPARTMENT
PURCHASING DIVISION
115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6065 • FAX 954-357-8535

November 16, 2016

William G. Salim, Jr.
Moskowitz, Mandell, Salim & Simowitz, P.A.
800 Corporate Drive
Suite 500
Fort Lauderdale, FL 33334

RE: Broward County Solicitation No. R1422515P1, Public Safety Radio APCO Project 25 700 MHz Communication System

Dear Mr. Salim:

In response to your November 15, 2016 letter, we are forwarding the letter to the Evaluation Committee for their November 21, 2016 Meeting. Your letter acknowledges that Harris Corporation can and will comply with Demonstration Script Tests No. 37, 50 and 107.

For those vendors who could not demonstrate, due to a variety of circumstances, particular demonstration items, they were permitted to provide a letter certifying their compliance with these requirements at other locations which had installed the Project 25 Public Safety Radio System.
Harris Corporation has accordingly provided Broward County with the required letter.

In answer to your concern that you could not find notice of the November 21 and November 30 Evaluation Committee Meetings, they are posted along with other Sunshine Notices on the Broward County website.

Please let me know if you have any other questions.

Sincerely,

MICHAEL MULLEN

Digitally signed by MICHAEL MULLEN
DN: dc=cty, dc=broward, dc=bc, ou=Organization, ou=BCC, ou=PU, ou=Users, cn=MICHAEL MULLEN
Date: 2016.11.16 13:36:29 -05'00'

Mike Mullen, Purchasing Agent
Broward County Purchasing Division

Attachment

c: Brenda Billingsley, Director, Purchasing Division
Glenn Marcos, Assistant Director, Purchasing Division
Alphonso Jefferson, Assistant County Administrator
Glenn Miller, Assistant County Attorney, County Attorney's Office
Karen Walbridge, Purchasing Manager, Purchasing Division
Jose De Zayas, Project Manager, Office of Regional Communications and Technology

MM/kw/hmm