

5/18/16
#10
City Council
Handout
from
public

MORGAN HILL FIRE RFP SOLICITATION AND REJECTION OF BIDS

GOOD EVENING CITY COUNCIL, MAYOR AND STAFF

THANK YOU FOR ALLOWING ME TO SPEAK TONIGHT

MY NAME IS JOHN EAGLER AND I REPRESENT A NATIONAL RADIO MANUFACTURER NAMED HARRIS CORPORATION AND ALSO A HARRIS PARTNER NAMED 49.ER COMMUNICATIONS.

I AM HERE TONIGHT TO SPEAK TO MEETING AGENDA ITEM 10 REPORT 16-334.

A RESOLUTION OF THE CITY COUNCIL OF MORGAN HILL REJECTING ALL BIDS FOR FIRE DEPARTMENT PORTABLE MULTIBAND RADIOS AND EQUIPMENT AND APPROVING, AND AUTHORIZING THE CITY MANAGER TO PURCHASE, MULTIBAND RADIOS AND EQUIPMENT THROUGH THE SILICON VALLEY RADIO COMMUNICATION SYSTEMS PROJECT COOPERATIVE AGREEMENT FOR AN AMOUNT NOT TO EXCEED \$960,029.

HARRIS'S AND 49ER'S POSITION ON THE REJECTION OF THE BIDS SOLICITED BY MORGAN HILL FIRE DEPARTMENT ON FEBRUARY 1, 2016 ARE AS FOLLOWS:

HISTORY OF EVENTS

- 1) 49ER SUBMITTED A COMPLIANT BID AND WAS THE LOWEST PRICED BIDDER
- 2) MULTIPLE RADIO VENDORS BID AND 48ER COMMUNICATIONS WAS THE LOWEST PRICE
- 3) BIDS PRICES WERE OPEN TO THE PUBLIC
- 4) THE FIRE DEPARTMENT INFORMED HARRIS VIA E-MAIL AND A PHONE CALL THAT WE WERE AWARDED THE BID
- 5) UPDATED QUOTES TO FINALIZE THE SELECTION OF OPTIONS WAS PROVIDED BY 49ER COMMUNICATIONS
- 6) THE NEXT DAY 49ER WAS INFORMED THAT OUR BID WAS BEING REJECTED
- 7) WE MET WITH THE CITY MANAGER – TRYING TO UNDERSTAND THE CITY'S DECISION
- 8) WE WERE INFORMED THAT THE CITY DECIDED TO PROCURE FIRE RADIOS FROM THE SCVRCs CONTRACT WITH MOTOROLA, ANOTHER RADIO MANUFACTURER

CONCERNS

- A) AFTER REVIEWING THE MOTOROLA QUOTE FOR PORTABLE MULTIBAND RADIOS WE FIND THE EQUIPMENT BEING PROCURED NOT MEETING THE ORIGINAL RFP SPECIFICATIONS
- B) DURING OUR REVIEW WE NOTICED THE MOTOROLA PRICE QUOTE IS DATE APRIL 20, 2016. THUS ALLOWING MOTOROLA TO VIEW 49ER COMMUNICATIONS PRICING PRIOR TO PROVIDING THE CITY WITH A PRICE QUOTE, WHICH ALSO INCLUDED AN ADDITIONAL DISCOUNT ABOVE THE CURRENT CONTRACT PRICE (SVRCs MIGRATION INCENTIVE). WHICH MADE MOTOROLA PRICING LOWER THAN 49ER COMMUNICATIONS PRICE BY APPROXIMATELY 5%
- C) HARRIS MANUFACTURES MULTIPLEBAND PORTABLE RADIOS WITH OR FAR SUPERIOR TO THE MOTOROLA PORTABLE PRODUCT LINE. OUR XL200 PORTABLE RADIO IS NEWER, LIGHTER, SMALLER, MORE DURABLE W/R TO SHOCK/VIBRATION AND WET/CHEMICAL ENVIRONMENTS. HARRIS IS A MAJOR SUPPLIER OF PORTABLE RADIOS FOR THE BATTLEFIELD. THE PROVEN TECHNOLOGIES FROM HARRIS' BATTLEFIELD EXPERIENCE HAS BEEN INTEGRATED INTO THE NEW XL200 PRODUCT LINE
- D) SHOULD NOT THE CITY BE CONSIDERING TO BUY THE BEST EQUIPMENT AVAILABLE IN THE INDUSTRY TODAY?

FUTURE REQUESTS

- 1) TO BE INFORMED OF RFP SOLICITATIONS OR PROCUREMENTS OF RADIO EQUIPMENT
- 2) TO BE ALLOWED TO CONTACT CITY DEPARTMENT USING RADIOS TO PERFORM THEIR BUSINESS
- 3) ALLOW HARRIS TO BID AGAINST CURRENT RADIO CONTRACTS

HARRIS & 49ER COMMUNICATIONS CONCERNS BID REJECTION – ITEM 10 – REPORT 16-334

CLOSING

THANK YOU FOR THIS TIME TO ADDRESS EVERYONE AND WE ARE AVAILABLE FOR QUESTIONS AND ANSWERS AS REQUIRED

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