



Approval Status

Approved

Procurement/Contracting/P-Card Policy Exception Request Form

Select exception type:

Procurement

Reason for procurement exception:

Policy Exception for Best Value/Approach

Enter a brief description of your exception request:

Good Afternoon,

Please find attached three documents:

- The final proposal from Motorola
- Sample quotes from Harris

Below are key considerations for both options:

1. Support & Service:
 - o Motorola maintains a local service support center in Ocala, ensuring prompt assistance.
 - o Harris relies on technicians dispatched from Tampa or Daytona, which may affect response times.
2. GPS:
 - o The Motorola package includes GPS functionality and has an "Advanced Programming Interface Kit" available for integration with FUSUS. While FUSUS has access to this kit, implementation and utilization are solely their responsibility. In the absence of FUSUS, users may still access the SmartMapping application via a web browser.
 - o Harris's devices require adding the "BeOn" package to enable GPS and programming capabilities. The vendor had no prior knowledge of FUSUS and was not able to address integration.
3. System Integration:
 - o Harris's devices would require adding a Harris core to integrate into the existing Motorola P25 system.
 - o Service and support for a Harris core have not been thoroughly assessed, and any additional requirements remain unclear without further investigation.
4. Connectivity & Transition:
 - o Motorola's SmartConnect seamlessly transitions

- between LTE and LMR networks when LMR connectivity is unavailable.
- o Harris’s BeOn package requires manual intervention for connectivity transitions.
5. Software & Device Management:
- o Both Motorola and Harris offer an application for system managers, allowing over-the-air updates for device programming, software updates, and security patches.
6. Contract Terms & Pricing:
- o Procurement must review the purchase to ensure adherence to procedural requirements.
 - o Motorola’s proposal is provided under the terms and conditions of the NASPO contract No. 00318 and the State of Florida Alternate Contract Source Agreement 43190000-22-NASPO-ACS. Pricing will remain valid until May 30th, 2025 (Doc Attached).
 - o Harris’s proposal does not specify a pricing source, which may require further clarification.

Department (OPD) POLICE DEPARTMENT

Requestor Name Daniel Del Visco

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Courtesy Copy Email 2 bmaurice@ocalapd.gov


Who authorized requesting this exception? Daniel Del Visco

Attach all documents related to the exception that can assist the Contracting Officer's decision.






 City of Ocala, FL APX Solutions Public... .pdf


 Ocala XL-185P Quote w List 10-14-20... .pdf

 Ocala BeOn Quote w List 10-4-2024.pdf

 43190000-22-NASPO-ACS.pdf

Approval Activity History

Actor	Actions	Date
 Notification	Approval request sent to group approval: Require response from one person To: drobinson@ocalafl.org,SJRoberts@ocalafl.org	Tuesday, April 22, 2025
 Daphne Robinson drobinson@ocalafl.org	<div>Approve</div> <p>This request is approved. As a political subdivision of the state of Florida, the City of Ocala qualifies as an eligible user of alternate source contracts awarded by the State of Florida Department of Management Services (DMS). Contract No. 43190000-22-NASPO-ACS was approved as an alternate contract source by the State of Florida for the provision of public safety communication products, services and solutions effective January 1, 2022 for a term of four years ending December 31, 2026. There are two years worth of renwals available under the contract. The State of Florida has signed a participation agreement with Motorola Solutions, Inc. Discounted pricing offered by the vendors will be extended and guaranteed to political subdivisions of the state of Florida. The Department has benchmarked the pricing of goods and services offered by Motorola under the DMS agreement against those provided by a competitor, namely Communications International for Harris brand radios. For the reasons stated in the Department's justification above, purchasing Harris-brand products would negatively impact best value due to the ancillary configuration issues that would flow from said purchase. This purchase will exceed \$50,000. Please calendar for an upcoming Council Agenda and create a Munis Contract with an expiration date of 12/31/2026 so that future purchases through the end of the contract term can be tracked under a single contract.</p> <div> Approval</div>	Tuesday, May 13, 2025
 Group Approval	<div>Approve</div>	Tuesday, May 13, 2025
 Notification	Email sent. (Your policy exception has been approved.) jsasso@ocalapd.gov,bmaurice@ocalapd.gov	Tuesday, May 13, 2025

Actor		Actions	Date
	Notification	Email sent. (Your policy exception has been approved.) ddelvisco@ocalapd.gov,mbrooker@Ocalafl.org,plewis@Ocalafl.org,SJRoberts@Ocalafl.org,drobinson@Ocalafl.org,LCrutchfield@ocalafl.gov	Tuesday, May 13, 2025