

## Daphne Robinson

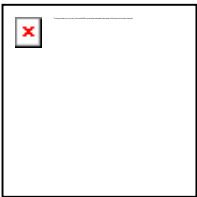
---

**From:** City of Ocala - Contracting Officer <noreply@jotform.com>  
**Sent:** Friday, March 13, 2026 3:43 PM  
**To:** ddelvisco; Shayatta J. Roberts; Daphne Robinson; Megan Dugan; Contracts; Eileen M. Marquez; Louis Joseph; Ashley Presley; David C. Williams; Patricia Lewis  
**Subject:** Your policy exception has been approved.

Your policy exception has been **approved**.

**Approval Comments: drobinson@ocalafl.org**

OPD is approved to purchase these goods and services. Procurement Policy PRO-070, Article I, upgrades to existing information technology software, hardware, or firmware do not require additional competitive solicitation where they were competitively sourced originally. The City's existing Motorola Reaper SKU cameras (also known as license plate readers (LPRs)) were procured through the City's 2018 competitive solicitation for law enforcement equipment, ITB No. OPD/18-015. According to information provided by Joshua Sasso, OPD IT Director, Vigilant Solutions (the awarded vendor) is an authorized distributor of Motorola products. Recently, the FBI updated its security policies regarding LPRs and the Reaper SKU cameras were found to have security flaws which have forced Motorola to discontinue their utilization. Motorola has agreed to replace the City's existing 23 Reaper readers with its L5F model free of charge. The City will be obligated to pay a five year device license fee of \$54,620.40 and a 4 year hardware warranty (the 1st year is also free) in the amount of \$38,640. BECAUSE THE AGGREGATE PURCHASE WILL EXCEED \$50,000, PLEASE SET FOR AN UPCOMING COUNCIL AGENDA. THE ATTACHED QUOTE DOES NOT APPEAR TO HAVE ANY TERMS AND CONDITIONS, BUT IT STATES THAT THE PURCHASE IS "SUBJECT TO THE TERMS AND CONDITIONS OF THE VALID AND EXECUTED WRITTEN CONTRACT BETWEEN THE CUSTOMER AND MOTOROLA." IF THIS CONTRACT HAS NOT BEEN REVIEWED AS TO FORM AND LEGALITY BY THE CITY ATTORNEYS OFFICE, IT WILL NEED TO BE.



**Procurement/Contract/P-Card Exception**

**Select exception type:**

Procurement

**Reason for procurement exception:**

Policy Exception for Best Value/Approach

**Enter a brief description of your exception request:**

Motorola's Reaper SKU cameras have reached End of Life and no longer comply with current FIPS 140-2 security requirements. As a result, these cameras will become incompatible with the Vehicle Manager 8 investigation tool March 31st 2026, jeopardizing a critical resource for law enforcement operations. To mitigate this risk, Motorola is offering a 100% buyback program for all Reaper SKU cameras, ensuring agencies can maintain uninterrupted investigative capabilities.

Under this agreement, all Reaper cameras will be replaced with Motorola's current L5F model at no additional cost, with serial number verification prior to disposal. The program also includes a requirement to purchase four-year warranties for each camera and pay a licensing fee for continued integration with Vehicle Manager 8. The quote provided details the licensing costs over a five-year term, including an annual payment breakdown to guarantee ongoing functionality and compliance.

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

[Ocala Reaper Replacement Qty 23 L5F 25mm 2-12-26.pdf](#)

**Department**

(OPD) POLICE DEPARTMENT

**Requestor Name**

Daniel Del Visco

**Requestor Email**

DDELVISCO@OCALAPD.GOV

**Phone number**

(352) 230-7717

**Courtesy Copy Email 1**

jchristie@ocalapd.gov

**Courtesy Copy Email 2**

sgifford@ocalapd.gov

**Who authorized requesting this exception?**

Daniel Del Visco