



STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE

Received by
State Procurement Office
05/06/2016

TO: Chief Procurement Officer
FROM: Dept. of Accounting and General Services
Name of Requesting Department

Pursuant to HRS §103D-306 and HAR chapter 3-122, Subchapter 9, the Department requests sole source approval to purchase the following:

1. Describe the goods, services, or construction to be procured. Expansion of the Statewide Shared Blended (SSB) Land Mobile Radio (LMR) System. See attached.
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2. Vendor/Contractor/Service Provider Name: EF Johnson, 1440 Corporate Drive, Irving, TX 75038	3. Amount of Request: Approx. \$2,900,000
4. Term of contract (shall not exceed 12 months), if applicable: From: <u>Notice to Proceed (NTP) Date</u> To: <u>1 year from NTP</u>	5. Prior SPO-001, Sole Source (SS) No.: <u>12-050K, SS14-063S, SS14-063Sa1</u>

6. Describe in detail the following: a. The unique features, characteristics, or capabilities of the goods, service or construction. See attached. b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department See attached.

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

See attached.

8. Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.

See attached.

9. Identify the primary responsible staff person(s) conducting and managing this procurement. (Appropriate delegated procurement authority and completion of mandatory training required.)

*Point of contact (Place asterisk after name of person to contact for additional information).

Name	Division/Agency	Phone Number	E-mail Address
Gina Ichiyama*	PWD	808-586-0472	gina.e.ichiyama@hawaii.gov
Vince Krog	ETS	808-586-1930 x625	vincent.e.krog@hawaii.gov

Department shall ensure adherence to applicable administrative and statutory requirements, including HAR chapter 3-122, Subchapter 15, Cost or Pricing Data if required.

**All requirements/approvals and internal controls for this expenditure is the responsibility of the department.
I certify that the information provided is to the best of my knowledge, true and correct.**



Department Head Signature

5-5-16
Date

For Chief Procurement Officer Use Only

Date Notice Posted: 5/9/2016

Submit written objection to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from date notice posted to:

state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

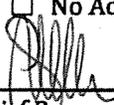
Approval is granted for the period from the Notice to Proceed Date to one year from the Notice to Proceed Date and is based on EF Johnson is the only authorized dealer to provide a turnkey expansion of the Statewide Shared Blended land mobile radio system to interconnect with the State's existing SSB mobile radio system. This approval is for the solicitation process only, HRS section 103D-310(c) and HAR section 3-122-112 shall apply (i.e., vendor is required to provide proof of compliance and may use the Hawaii Compliance Express) and the award is required to be posted on the Awards Reporting System. Copies of compliance and the awards posting are required to be documented in the procurement/contract file.

The department is also reminded that sole source contracts in excess of \$100,000 require certified cost or pricing data pursuant to HAR chapter 3-122, subchapter 15 and are required to be documented in the procurement/contract file.

The department is also reminded that individual(s) participating in procurement activities are required to be in compliance with Procurement Delegation No. 2010-01 and Amendment 1, and Procurement Circular No. 2010-05, Statewide Procurement Training, as appropriate. The SPO does not have a record of written delegation on file for Mr. Vince Krog cited in Item No. 8.

If there are any questions, please contact Bonnie Kahakui at 587-4702, or bonnie.a.kahakui@hawaii.gov.

Approved Disapproved No Action Required

 5/19/16
Chief Procurement Officer Signature Date

Attachment for NOTICE & REQUEST FOR SOLE SOURCE, FORM SP0-001

Expansion of the Statewide Shared Blended (SSB)
Land Mobile Radio (LMR) System

1. Describe the goods, services, or construction to be procured.

All engineering, programming, radio and other equipment, antenna systems, hardware, installation services, testing, training, and warranty services necessary to provide a turnkey expansion of the Statewide Shared Blended (SSB) land mobile radio system that includes, but is not limited to: five P25 (Project 25) trunking repeater site packages with five (5) 700 MHz public safety band channels per site, one (1) transportable trunk repeater site with four (4) channels, analog gateway and control station equipment for three SSB sites, two microwave links, one gateway system to add push-to-talk over cellular/wifi functionality to SSB system, and two small Bi-directional amplifier (BDA) systems for in-building coverage enhancement of SSB system coverage.

The SSB system's base components now in service were competitively procured through RFP-CA-2908 issued by the State of Hawaii in January 2009 to E.F. Johnson Company (EFJohnson) at a cost of \$3,263,216.00. The State has invested at least an additional \$5.7M since that initial procurement. The cost of the procurement requested herein is estimated to be approximately \$2,900,000.00.

The Department of Accounting and General Services (DAGS) Enterprise Technology Services (ETS) will control, manage, and maintain the installed equipment upon final acceptance. Incremental payment terms shall be established with the vendor by DAGS based upon performance milestones.

4. Term of contract (shall not exceed 12 months), if applicable:

All work shall be completed within one calendar year from the date the expending agency issues a Notice To Proceed (NTP) to the vendor. Warranty coverage shall extend one calendar year after final acceptance of the turnkey expansion of the SSB land mobile radio system.

6. Describe in detail the following:

a. The unique features, characteristics, or capabilities of the goods, service or construction.

The turnkey system expansion of the SSB P25 standard based land mobile radio system requires the procurement of radio systems and equipment that can be interconnected with and controlled by existing SSB P25 infrastructure made and installed by EFJohnson.

The key P25 standard relating to the network management has not matured and is not implemented by any LMR vendor. As a result, it is not possible to manage the system components from one unified network management system if multiple vendors' equipment is deployed on the system.

The repeaters, system interface and control equipment, and the firmware and software provided by EFJohnson are the only items of their type that can seamlessly integrate into and operate with the existing infrastructure elements used to interconnect with, communicate on, manage, operate, control, and monitor the SSB land mobile radio system. The SSB expansion requested herein can only be accomplished by purchasing equipment and the services described from EFJohnson. Otherwise, two network management systems will have to be purchased from disparate vendors, which result in a cost increase. The cost will be in additional hardware, software, maintenance and training for the use of a secondary management system, if such arrangement is even possible. There are no customer sites that have deployed this type of arrangement in the U.S. that can be referenced. Furthermore, there is no standard relating to simulcasting. EFJohnson is the only vendor who can provide simulcast equipment that is compatible with existing deployed equipment.

Pursuant to HRS § 103D-306, a contract may be awarded without competition if there is only one source of the required good, service or construction. In this case, a sole source award is justified and should be approved because the expansion of the existing SSB system requires compatible equipment to seamlessly integrate into and operate with existing infrastructure elements. Compatible equipment is only available from EFJohnson. Therefore, this procurement may be awarded on a sole source basis under the justification that compatible equipment is necessary to accomplish the agency's goals and work and such compatible equipment is only available from one source. HAR § 3-122-81(c).

The key P25 standard relating to Fixed Station Interface (ISSI-Inter Subsystem Interface) and the Console Subsystem Interface (CSSI) has not matured. While it provides basic communication interoperability at a low level, it does not provide several key features such as over-the-air rekeying, over-the-air programming and enhanced patching (Supergroup) functionality when equipment from multiple vendors is deployed within a system. The impact of deploying disparate console communications, at this premature stage, can greatly reduce the day to day functionality that the dispatchers are accustomed to today.

“Supergroup” patching is a basic function that allows a dispatcher to connect from their dispatch console multiple talk groups (or channels used for dispatching and monitoring calls) together, in the event of a wide-area event on the “fly.” This feature allows users in the field to talk directly to each other, in real-time, without changing their knob position on their mobile or portable radio, during an emergency. This capability will be lost if disparate consoles are deployed. Again, there is an impact to dispatcher training and console maintenance for software and hardware. The operational impact for the first responders could be very challenging. Furthermore, redundancy for such interoperability gateway is not defined in the standard. As a result, deploying such system will result in a system which is susceptible to a single point of failure, from both the equipment side and the user side. The repeaters, system interface and control equipment, and the firmware and software provided by EFJohnson are the only items of their type that can seamlessly integrate into and operate with the existing infrastructure elements and provide distributed voice communication without any single point of failure. Therefore, this procurement qualifies for the compatibility of equipment criteria for sole source awards in accordance with HRS §103D-306 and HAR § 3-122-81(c).

b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department to accomplish its work.

The DAGS ETS operates the SSB system as a public safety grade land mobile radio system utility for all of the agencies of the State of Hawaii. Management of the use of the SSB is shared between the ETS and the County of Maui Police Department. State agencies served by the SSB include, but are not limited to, the Sheriffs, State Civil Defense, the Department of Land and Natural Resources, and Department of Transportation Harbors Division. As it expands, the SSB is taking the place of single agency (“stovepipe”) systems, thereby providing the State of Hawaii with a unified approach to serving agency missions that relate to safety of life, health, property, and the environment. The turnkey system expansion requested here will provide coverage and capacity upgrades required to support agency missions. The EFJohnson-provided SSB land mobile radio system provides a shared land mobile radio resource that interconnects both conventional and trunking radio infrastructure that includes radio repeaters that operate in either the 700 MHz public safety band or the 800 MHz NPSPAC public safety band. The EFJohnson design of the SSB system frees users from any concern regarding frequency selection; additional user interaction is only required to select the correct radio site when using the location dependent coverage available from the conventional repeater infrastructure portion of the system.

The risk of utilizing disparate site equipment (repeaters, software) increases the complexity of a network that has been proven as stable and reliable. For example, if the SSB deployed disparate repeaters through alternate means, the SSB will then be required to use disparate software, licensing and maintenance and likely service from another provider. This type of configuration with the number of existing sites and channels has not been deployed and accepted before. The risk is substantial for the SSB to introduce a “first ever” site addition in an environment where first responders are relying on the network 24/7/365.

If non-EFJohnson system equipment were to be integrated into the SSB system, several problems arise, including: separate training, different licenses, different spare parts, and a new service agreement. The SSB would need to essentially double its inventory and training going forward. There would be more than one point of contact for any system issues, and the burden would then be on the SSB to assist in sorting out technical issues with two vendors.

Based on the foregoing, it is clear that great difficulty will be required to utilize non-EFJohnson equipment with the existing SSB system, if using non-EFJohnson equipment is possible at all. Further, the possible risks to the stability of the system are serious and likely to occur. Therefore, a sole source award to EFJohnson is justified and should be approved because compatible EFJohnson equipment is necessary to accomplish the agency’s goals and work and such compatible equipment is only available from EFJohnson. HAR § 3-122-81(c).

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

Because of the inability to purchase radio frequency subsystem equipment (repeaters, etc.) and management and control subsystem equipment from manufacturers other than EFJohnson that can and will function on the SSB, the ETS is limited to purchasing from the SSB's Original Equipment Manufacturer. ETS is aware of the state of the art of equipment and systems available from major land mobile radio infrastructure vendors other than EFJohnson and is unaware of any system components or subsystems manufactured by other vendors that could be used to serve the primary purpose of this procurement. The only way another vendor could provide the turnkey expansion requested would be to replace the entire existing installed and working SSB radio infrastructure as well as provide the turnkey expansion. Therefore, the costs to the SSB would include time for compiling an RFP (Request for Purchase), and there likely would be a delay in adding in additional coverage and capacity for the existing network. Moreover, the end result would be the same because EFJohnson is the only vendor (there is no other source) that can provide a "turn-key" addition to the SSB and maintain the continuity of operations that exist today. Thus, a sole source award is justified because EFJohnson is the only source for compatible equipment. See HRS §103D-306 and HAR § 3-122-81(c).

8. Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.

Although many of the individual EFJohnson equipment items are available through cooperative purchasing agreement the National Association of State Procurement Officials (NASPO), the turnkey integration and installation services are not. See HRS §103D-306 and HAR § 3-122-81(c). NASPO is a hardware-only purchasing agreement; professional services for installation are not part of this contract vehicle. However, the NASPO pricing has been extended to the State of Hawaii for items of this purchase that are on the cooperative purchasing agreement, thus the State will be benefitting from the price discounts in the NASPO purchasing agreement. The price quote submitted by EF Johnson was reviewed to verify that the NASPO pricing has been provided, and that the prices for the services are fair and reasonable.