

STATE OF HAWAII
REQUEST FOR SOLE SOURCE FEB -9 10:01

TO: Chief Procurement Officer

STATE PROCUREMENT OFFICE

FROM: Transportation, Airports Division
(Department/Division/Agency)

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

Description of goods, services, or construction:
Replace 16 year old analog STX 800 MHz portable radios with new Astro Digital (P25 capable) XTS5000 700/800 MHz portable radios. Upgrade existing Analog XTS5000 portable radios to Astro Digital format. Upgrade Sheriffs XTS5000 portable radios to Advanced Encryption Standard.

Name of Vendor:	Pacific Wireless Communications, LLC	Cost:	\$317,377.70
Address:	710 Kakoi St. Honolulu, Hawaii 96819		

Terms of Contract:	From:	To:	Prior Sole Source Reference No.:
<i>WPM CPD Approval</i>	Approval of Funds	01 Jan 08	

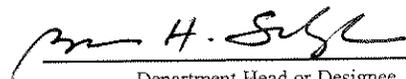
The goods, services or construction has the following unique features, characteristics, or capabilities:
Pacific Wireless Communications is the only Authorized provider in the State of Hawaii capable of providing and upgrading Motorola 800 MHz SMARTNET Trunking Radio equipment and Motorola Digital (APCO 25 capable) 800 MHz SMARTNET Trunking Radio equipment. The portable radios require both dynamic regrouping and Multicast Voting Scan capability.

How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:
 Pacific Wireless Communications is the only provider of Motorola Astro Digital equipment in the State of Hawaii and the only certified factory trained service center that can perform the required upgrades to Motorola Astro Digital equipment especially the Advanced Encryption Upgrades. Dynamic Regrouping and Multicast Voting Scan capability are a few of the required software capabilities required in the portable radios. The capability of having both 700 MHz and 800 Frequency in the radio at the same time is also required.

The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:
 Pacific Wireless Communications, is the only licensed contractor in Hawaii that can upgrade the Motorola 800 MHz SMARTNET Trunking Radio Communications equipment and/or the Motorola Digital (APCO 25 capable) 800 MHz SMARTNET Trunking Radio equipment which has unique characteristics and/or capabilities (as explained above) which are essential to meet the needs of the State of Hawaii DOT.

Direct questions to: Martinez Jacobs, Airports Fire Chief Phone: 838-8702

I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.

 2/7/06
 Department Head or Designee Date

Deputy Director, Airports Division
 Title (If other than Department Head)

Chief Procurement Officer's Comments:
 This approval is based on DOT's representation that only this equipment will serve their communication needs for the safety of ground personnel and for use during emergency operations. The DOT agrees with the manufacturer (letter attached) that there is only one authorized source for this product and related services.

Please ensure adherence to applicable administrative and statutory requirements.

Expenditure may be processed through a purchase order: Yes: No: . If no, a contract must be executed and funds certified.

APPROVED DISAPPROVED

 2/17/06
 Chief Procurement Officer Date

Telecom Request

Description

Replace 16 year old Honolulu International Airport analog STX portable radios with new Astro (P25 capable) XTS5000 portable radios. Upgrade existing analog XTS5000 portable radios to Astro digital format. Upgrade existing sheriffs XTS5000 portable radios to Advanced Encryption Standard.

Justification

Replacment

Although the STX portables have provided reliable service they are 16 years old and parts are becoming hard to come by. The STX portable radios are analog radios and cannot be upgraded to the P25 Digital format. With the need for both 700 MHz and 800 MHz frequencies in the same radio the STX portable radio only provides for 800 MHz frequencies. The XTS Radio provides for our needs today and can be upgraded with software to meet our future requirements.

Upgrade to digital format

The existing XTS5000 radios were purchased with analog software and the ability to add software converting the existing XTS5000 portables into Astro digital portable radios. Because the original 800 MHz Trunking system was analog, digital communications was not required. With the upgrade of the existing trunking system to an Astro 800 MHz Digital (P25 capable) Trunking system the XTS5000 should be upgraded to make full use of the digital capabilities. Digital transmissions will be difficult to decode and will allow for a certain degree of privacy between digital users on the HIA Astro 800 MHz Digital (P25 capable) Trunking system. News personnel cannot eavesdrop with out obtaining highly sophisticated scanning equipment and even then only hear bits and pieces of transmissions.

The upgraded Astro 800 MHz Digital (P25 capable) Trunking system allows for both analog and digital transmissions but analog users can only talk to other analog users and digital users only to other digital users. The XTS5000 portable radios once upgraded will be able to transmit both analog and digital transmissions and hear analog transmissions while in the digital mode. This allows the older analog users to contact the newer digital radios no matter what mode the newer radios are in.

Upgrade to Advanced Encryption Standard

The existing XTS5000 radios were purchased with DVP-XL encryption, which works well in analog trunking systems. The newer Astro 800 MHz Digital (P25 capable)

Trunking systems require an advanced encryption scheme that can be digitally transmitted. The Advanced Encryption Standard is an approved Government standard that allows for commonality between law enforcement agencies at Local, State and Federal levels.

Although the Astro 800 MHz Digital (P25 capable) Trunking system provides a level of security between digital transmissions it can be compromised. The AES encryption provides a level of transmission security that allows for complete piece of mind. Encrypted transmissions will be secure allowing for sensitive operations to progress with complete confidence the mission will not be compromised.



MOTOROLA

Ron Harman
Motorola, Inc.
1596 Manasco Circle
Folsom, CA
December 2, 2005

Rodney Hiraga
Director
Department of Transportation
869 Punchbowl Street
Honolulu, HI 96813

Dear Mr. Hiraga,

Subject: Pacific Wireless Communications

This is to advise you that Pacific Wireless Communications continues to represent Motorola in the sales and systems integration of all its major two-way system communications products in the State of Hawaii. These products include the 700/800 MHz SmartNet, 700/800 MHz Astro Conventional, 700/800 MHz Astro Trunking and Secure two-way radio products used by the State of Hawaii. Pacific Wireless Communications LLC is the only authorized source for sales and service of the 700/800 MHz SmartNet, Astro and Secure capable two-way radio products to the State of Hawaii.

Yours truly,

A handwritten signature in black ink, appearing to read 'Ron Harman'.

Ron Harman
Motorola Sales Team Leader
Western Division