



**STATE PROCUREMENT OFFICE
NOTICE & REQUEST FOR SOLE SOURCE**

12 SEP -7 A8:40

**STATE PROCUREMENT OFFICE
STATE OF HAWAII**

TO: Chief Procurement Officer

FROM: DLNR-DOCARE
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.
 Motorola APX-7000 Digital Portable Dualband Radios and related accessories including batteries, battery chargers, speaker microphones and carrying cases. A total of 28 radios and related accessories for each radio are requested to be purchased.

2. Vendor/Contractor/Service Provider Name: Pacific Wireless Communications	3. Amount of Request: \$159,189.45
4. Term of contract (shall not exceed 12 months), if applicable: From: _____ To: _____	5. Prior SPO-001, Sole Source (SS) No.: _____

6. Describe in detail the following:

a. The unique features, characteristics, or capabilities of the goods, service or construction.
 The Motorola APX-7000 portable radio is constructed according to military specifications with regards to exposure to heat, water, and shock, and thus is compatible with the work of Conservation Enforcement Officers who are frequently exposed to extreme weather, and operations in remote locations while in challenging environments such as Forest Reserves, Watersheds, Natural Area Reserves and Ocean patrol. The Vendor has branches in each county, which offers the capability to service, repair or replace radios locally, and would decrease costs relating to shipping radios to other overseas locations for service or repair.

b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department
 This particular brand and model has been purchased in the past, and is currently assigned to other DOCARE Branches. By procuring this particular brand and model, there is standardization of radio equipment statewide, so that there will be a common core of knowledge in the radio's operation supplemented by common training and procedures that can be adapted throughout the State. The purchase of these radios will provide the Hawaii Branch Enforcement Officers with the same equipment as other DOCARE Branches, and this capability will serve to standardize equipment issue and replacement due to loss or damage. The Department's radios provide critical life-safety communications, and gaps created by using non-standardized equipment and unfamiliarity with radio operation have the potential to create unnecessary confusion during emergency situations when radio communications are needed most. These radios are also being purchased with special funds in order to replace older radio models which are unable to technologically meet the requirements of the FCC's narrowbanding mandate which DLNR is required to comply with.

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~~
Pacific Wireless Communications is the only authorized Motorola Representative in the State of Hawaii that can arrange a sale of products or services by Motorola Solutions Incorporated to a customer. These products include but are not limited to the 700/800 MHz Smart Net, 700/800MHz ASTRO P-25 Conventional and 700/800 MHz P25 Trunking and secure two-way radios and dispatch products used by customers in the State of Hawaii. For further information, please refer to the attached letter.

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.

The Harris and Thales radio manufacture companies were contacted. Harris provided a quote, and Thales did not respond. The DLNR determined that these companies did not meet the Department's needs because they did not have service or repair facilities in each county.

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
Jason Redulla	DLNR-DOCARE	587-0074	Jason.K.Redulla@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

9/5/12

Date

For Chief Procurement Officer Use Only

Date Notice Posted: 9/24/12

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:

Request has been withdrawn by the department.

Approved

Disapproved

No Action Required

Robert J. ... 9/24/2012
Chief Procurement Officer Signature Date

May 18, 2011

State of Hawaii
Attn: Patricia Edwards
Department of Land & Natural Resources
Division of Conservation and Resources Enforcement
1151 Punchbowl Street #311
Honolulu, HI 96813

Dear Ms. Edwards:

This is to advise you that Pacific Wireless Communications is the only authorized Manufacturer's Representative (MR) of Motorola Solutions, Inc. two-way radio products for the Department of Land and Natural Resources in the state of Hawaii. As a Motorola Solutions, Inc. MR, Motorola Solutions, Inc. authorizes Pacific Wireless Communications on Department of Land & Natural Resources projects, to work as an agent of Motorola Solutions, Inc. to arrange a sale of products and services by Motorola Solutions, Inc. to a customer. These products include, but are not limited to, the 700/800 MHz SmartNet, 700/800 MHz ASTRO P25 Conventional, 700/800 MHz ASTRO P25 Trunking and Secure two-way radio and dispatch products used by customers in the State of Hawaii.

In addition to being the only authorized Motorola Solutions, Inc. MR for the Department of Land and Natural Resources in Hawaii, Pacific Wireless Communications is presently the only Motorola Solutions, Inc. Preferred Service Provider and the only service provider that Motorola Solutions, Inc. will subcontract its service contracts to in the State of Hawaii. The Motorola Solutions, Inc. Premier Service Partner is the highest level of service relationship between Motorola Solutions, Inc. and service providers. Motorola Solutions, Inc. independent service providers who attain this level have demonstrated consistent capabilities in performance, personnel, and commitment to Motorola Solutions, Inc. products and services.

Sincerely,
MOTOROLA SOLUTIONS, INC.



Mark Schmidl
Vice President
Motorola Solutions Sales and Services, Inc.



TELECOM REQUEST

FOR ICSD USE ONLY

0189

Phone / Data / HT / A.C. (Radio) / CESU / User

TR #: 13-0189

1. Date: 8/13/2012 2. Req. Service Date: 3. User Agency #: C13-028

To: **DAGS / ICSD / TSB**
Keoni Ana Building
1177 Alakea Street, Room 201
Honolulu, HI 96813

4. Requestor:
Name: Jason K. Redulla
Title: Acting Supervisor
Phone: 587-0074 Fax:
E-Mail: Jason.K.Redulla@hawaii.gov

5. From:
Department: Land and Natural Resources
Division: DOCARE
Branch: Hawaii

6. Local Contact Person: (If different from requestor)
Name: Eric Kawamoto
Phone: 974-6209 Fax:
E-Mail: Eric.K.Kawamoto@hawaii.gov

7. Billing: Use Existing Create New Change
HT Account #: Change
Bill Name: DLNR-DOCARE
Bill Address: 1151 Punchbowl Street #311
City, St, Zip: Honolulu, HI 96813

8. Location of Service: (Service Address)
Bldg., & Rm:
Address: 35 Holomua Street
City, St, Zip: Hilo, HI 96720 Nearest Working #:
Island: Hawaii

9. Description: (Attach Quotations, Floor Plans, Brochures, etc. Use additional sheets as required)
Please refer to the attached written quote.

10. Justification:
These radios will be used for official communications between DOCARE Law Enforcement Officers, other DLNR Divisions and various County Agencies as necessary and provides compliant equipment needed to meet the requirements of the Federal Communications Commission's VHF narrow band mandate.

11. Radio Only - # of radios presently held: 380 12. Vendor (if not Haw Tel): Pacific Wireless Comm

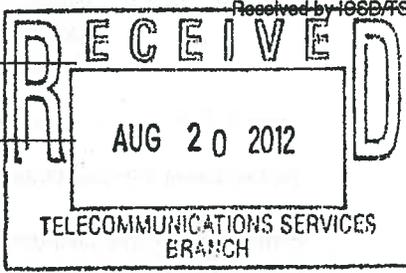
13. Appropriation Code: S-230 Activity 127

14. Estimated Costs: INSTALLATION \$ OTHER \$ 159,189.45 TOTAL \$ 159,189.45

15. Departmental Approvals:
Paul J. Lamy CHAIRPERSON 587-0141 8/16/2012
Department Authorization Signature Title Phone Date
Arnold H. Lee ARNOLD.H.LEE@HAWAII.GOV 587-0334 8-15-2012
Department Telecom Coordinator Signature T.C. E-Mail address Phone Date

16. ICSD Approvals: (Approval subject to procurement in accordance with Hawaii Revised Statutes)

Reviewed by: [Signature] 8/21/12 Date
Approved by: [Signature] 8-21-12 Date
Signature - Manager, Telecom Services Branch



RETURNED
 DISPROVED

NOTES:

APX™ 7000

Project 25 Multi-Band Portable Radio



Top Display Model:

- Up to 96 channels
- Universal Push-to-Talk
- T-Grip
- Dual Battery Latch
- Orange emergency button
- 16 position rotary knob
- 2 position concentric switch
- 3 position toggle switch
- 3 programmable side buttons
- Transmit LED indicator
- Full Bitmap Top Display
 - 1 line of icons
 - 1 line x 8 characters of text
- No keypad



Dual Display Model:

- Same as APX Top Display model plus the following features
- 1250 channels
- Dial from pre-stored lists or free-form entry
- Programmable soft keys for easy access to radio menus
- Backlit Keypad
 - Home and Data buttons
 - 3 soft keys
 - 4 direction navigation key
 - 4 x 3 keypad
- Full Bitmap Display
 - 2 lines of icons
 - 4 lines x 14 characters of text
 - Status icons

The APX 7000 Multi-Band P25 Portable Radio delivers exceptional performance combining advanced voice and data technology driven by the challenges of mission-critical users.

Motorola's 4th generation P25 subscriber is multi-band (700/800 MHz and VHF), communicates with current and future networks (FDMA and TDMA) and has integrated GPS. Designed specifically for first responders, the dual-sided mission-critical design has both an audio and data side providing optimal functionality and loud and clear audio in a compact rugged form factor.

DATA SHEET

APX 7000
Project 25 Multi-Band Portable Radio

RECEIVER – TYPICAL PERFORMANCE SPECIFICATIONS

	700MHz	800MHz	VHF
Frequency Range/Bandsplits	764-776	851-870	136-174 MHz
Channel Spacing	12.5/25 kHz	12.5/25 kHz	12.5/25 kHz
Maximum Frequency Separation	Full Bandsplit	Full Bandsplit	Full Bandsplit
Audio Output Power at Rated*	1000mW	1000mW	1000mW
Frequency Stability* (-30°C to +60°C; +25°C Ref.)	±0.000080 %	±0.000080 %	±0.000086 %
Analog Sensitivity** 12 dB SINAD	0.250 µV	0.250 µV	0.216 µV
Digital Sensitivity* 1% BER	0.347 µV	0.333 µV	0.277 µV
5% BER	0.251 µV	0.251 µV	0.188 µV
Selectivity* 25 kHz channel	75.7 dB	75.7 dB	79.3 dB
12.5 kHz channel	67.5 dB	67.5 dB	70 dB
Intermodulation	80 dB	80 dB	80.5 dB
Spurious Rejection	76.6 dB	76.6 dB	93.2 dB
FM Hum and Noise 25 kHz	-54 dB	-54 dB	-53.8 dB
12.5 kHz	-48 dB	-48 dB	-48 dB
Audio Distortion*	1.60%	1.60%	1.30%

RADIO MODELS

	Display	Keypad	Channel Capacity	FLASHport Memory	700/800 MHz (764-870 MHz)	VHF (136-174 MHz)	Buttons/Switches	Embedded GPS	LED
Top Display	Full bitmap monochromatic LCD display 1 line text x 8 characters 1 line of icons No menu support Multi-color backlight	None	96 (using zone bank feature)	64 MB	H97TGD9PW1_N QA00569	H97TGD9PW1_N QA00570	Large PTT button Angled On/Off Volume knob Orange emergency button 16-position top-mounted rotary knob 2-position concentric switch 3-position toggle switch 3 programmable side buttons	Yes	Multi-color
Dual Display	Top display + Full bitmap color LCD display: 4 lines text x 14 characters 2 lines of icons 1 menu line x 3 menus White backlight	Multi-color backlight Keypad 3 soft keys 4-direction navigation key 4x3 keypad Home and Data buttons	1250	64 MB	H97TGD9PW1_N QA00569 QA00577	H97TGD9PW1_N QA00570 QA00677	Large PTT button Angled On/Off Volume knob Orange emergency button 16-position top-mounted rotary knob 2-position concentric switch 3-position toggle switch 3 programmable side buttons	Yes	Multi-color

Transmitter Certification AZ489FT7036 AZ489FT7036

FCC Emissions Designators 11K0F3E, 16K0F3E, 8K10F1D, 8K10F1E, 8K10F1W, 20K0F1E

Power Supply One rechargeable Li-Ion 2900 mAh battery, or one optional NiMH

DIMENSIONS OF THE RADIOS WITHOUT BATTERY

	Inches	Millimeters
Length	6.29	159.71
Width Push-to-Talk button	2.31	58.69
Depth Push-to-Talk button	1.34	34
Width Top	2.98	75.69
Depth Top	1.6	40.62
Depth Bottom of Battery	1.65	41.78

Weight of the radios without battery 12.2 oz

CS19-008K



Pacific Wireless Communications, LLC

The PWC Building 710 Kakoi Street Honolulu, Hawaii 96819
Telephone Number: (808) 837-4300 Fax: (808) 837-4333

WSCA Equipment Proposal for:

State of Hawaii Department of Land & Natural Resources
Division of Conservation and Resources Enforcement
Attention: Jason Redulla
1151 Punchbowl Street #311
Honolulu, Hawaii 96813
(808) 587-0076 Office
(808) 587-0080 Fax



Portable VIIF Radios - WSCA Contract 02702/Motorola Solutions

ITEM	QTY	MODEL	MODEL & DESCRIPTION	Unit Price	Ext. Price
I	28	I197TGD9PW1 N	APX7000 DIGITAL PORTABLE RADIO	\$2,237.60	\$62,652.80
Ia	28	QA00570AA	ADD: VIIF PRIMARY BAND	\$0.00	\$0.00
Ib	28	QA00573AA	ADD: 7/800MHZ SECONDARY BAND	\$0.00	\$0.00
Ic	6	QA00577AA	ADD: LARGE COLOR DISPLAY AND FULL KEYPAD	\$400.00	\$2,400.00
Id	28	QA00579AA	ADD: ENABLE DUAL BAND OPERATION	\$800.00	\$22,400.00
Ie	28	Q806BK	ADD: ASTRO DIGITAL CAI OPERATION	\$412.00	\$11,536.00
If	28	I138BS	ADD: SMARTZONE OPERATION	\$1,200.00	\$33,600.00
Ig	28	Q361AN	ADD: P25 9600 BAUD TRUNKING	\$240.00	\$6,720.00
Ih	28	QA01749AB	ADD: ADVANCED SYSTEM KEY - Soft KEY	\$0.00	\$0.00
Ii	28	H842AT	ADD: SINGLE UNIT PACKAGING	\$0.00	\$0.00
2	28	NNTN7038A	APX 7000 IMPRES LIION 2900MAH SUBMERSIBLE (IP67) SPARE BATTERY	\$112.00	\$3,136.00
3	28	PMLN5322A	APX 7000 NYLON CARRY CASE W/3" FIXED BELT LOOP (NNTN7038 BATT	\$37.60	\$1,052.80
4	28	NNTN7080A	APX 7000 IMPRES CG SU APX7000 US/NA/CA/LA	\$100.00	\$2,800.00
5	28	PMMN4062A	APX7000 IMPRES RSM, NOISE CANC. EMERG BUTTON 3.5MM JACK IP54	\$85.60	\$2,396.80
Subtotal					\$ 148,694.40
Shipping & Handling					FOB - WSCA
Field Programming & Services (SVC03SVC0115D)					\$ 3,640.00
4.5% Tax					\$ 6,855.05
Total					\$ 159,189.45

REMARKS:

WSCA Procurement Contract No. 02702 and SPO Vendor List Contract No. 05-13
Purchase Order to:

Motorola Solutions Inc.
P.O. Box 404059
Atlanta, GA 30384-4059
(800) 445-3620 Toll-free
(858) 578-2222 Direct

Order To Be Processed Through PWC Attention: Wayne Shimogawa, Motorola Reseller

Terms: Issued Purchase Order (to Motorola) & Net 15 days as invoiced.

Prepared by: Wayne Shimogawa
Date: August 13, 2012



SS13-008K