



STATE PROCUREMENT OFFICE  
NOTICE & REQUEST FOR SOLE SOURCE

13 SEP -3 P12:08

STATE PROCUREMENT OFFICE  
STATE OF HAWAII

TO: Chief Procurement Officer  
FROM: Department of Transportation, Airports Division (DOTA)  
*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.  
The DOTA's Motorola SmartNet 700/800 MHz Digital, Association of Public Safety Officials (APCO) capable radio communication systems and radio subscriber units (control stations/portables) will have their software upgraded (flash upgrade software) to the Project 25 (P25) State Shared Blended (SSB) platform. DOTA's Motorola XTL and XTS P25 subscribers are the only radios that are migratable to P25, Phase I and II and backward compatible to APCO 16 Motorola Smartnet analog trunking systems.

|   |   |
|---|---|
| 2. Vendor/Contractor/Service Provider Name:<br>Pacific Wireless Communications (PWC)                            | 3. Amount of Request:<br>\$179,461.64   |
| 4. Term of contract (shall not exceed 12 months), if applicable:<br>From: <u>01-Sep-13</u> To: <u>28-Feb-14</u> | 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 software upgrade allows communication equipment on the the P25 SSB platform across the State to communicate directly to all State Civil Defense and key State First Responders using the P25 SSB platform  
b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department  
700/800 MHz Motorola Trunked/Conventional Digital APCO P25 allows key DOT airport management/line personnel direct interface into the SSB Statewide P25 Astro Trunked radio network. The software upgrade to the SSB platform allows Airport Rescue and Firefighting (ARFF) and emergency staff teams statewide to communicate directly with State Civil Defense and key State First Responders in the event of an emergency or natural disaster. During emergency situations the SSB Digital APCO 25 compliant system allows Airports 800 MHz Smartnet radios a seamless integration into SSB's statewide 700/800 MHZ P25 trunked radio system. Interfacing emergency satellite (SAT) phones through the ACU1000 will allow SAT phone access to key onsite Smartnet radio subscribers during a phone outage. The ACU1000 phone docking station set up will also give the SAT phones access to all airport Private Area Branch Exchange (PABX) systems statewide via the in-house phone system.

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.

All Motorola XLT and XTS 5000, Astro P25 Digital Trunking subscriber units can only be serviced and programmed by authorized factory service centers. PWC is an authorized service center and is the only local vendor allowed to secure proprietary Motorola P25 flash and AES flash upgrades for use on any P25 radio network throughout the State of Hawaii. They are the only service provider with Federal clearance to program higher level Tier III encryption. PWC is the only Motorola warranty service provider for Motorola Astro P25 Digital Trunking radios for the State of Hawaii and the Federal government with full capability of implementing OVER-THE-AIR field programming as needed.

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.

PWC is the only locally licensed and Federally certified contractor in Hawaii providing Motorola Smartnet subscriber programming/flash P25 and AES Encryption option/services for selected P25 Radio Communications System. PWC has the qualifications/security clearance to work on all HDOT-A networks including on site phone PABX's and ACU consoles with certified field and shop service facilities on all islands. Programming P25 flash upgrade/integrating disparate radios/SAT phones is restricted to Motorola/JPS ACU 1000 integrators. PWC is the only authorized Motorola integrator with the high level radio security clearance for all key public safety Motorola radios throughout the State of Hawaii.

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                    |
|---------------------------|----------------------|--------------|-----------------------------------|
| Martinez Jacobs <i>MJ</i> | Airports- Operations | 838-8702     | <i>martinez.jacobs@hawaii.gov</i> |
| Roy Sakata <i>RS</i>      | HNL Oahu District    | 836-6533     | <i>roy.sakata@hawaii.gov</i>      |

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.*

*[Handwritten Signature]*  
\_\_\_\_\_  
Department Head Signature

**AUG 28 2013**  
\_\_\_\_\_  
Date

**For Chief Procurement Officer Use Only**

Date Notice Posted: 9/3/13

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](mailto:state.procurement.office@hawaii.gov)

Chief Procurement Officer (CPO) Comments:

Approval is for the period 09/03/13 to 02/28/14 and is based on the department's determination that Pacific Wireless Communications LLC is the only authorized manufacturer's representative and the only company that is locally licensed and federally certified to perform the upgrade to the system and the units. 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 be compliant on the Hawaii Compliance Express) and award is required to be posted on the Awards Reporting System. Copies of the HCE certificate and awards posting are required to be documented in the procurement/contract file.

If there are any questions, please contact Wendy Ebisui at 586-0563, or [wendy.mo.ebisui@hawaii.gov](mailto:wendy.mo.ebisui@hawaii.gov).

Approved

Disapproved

No Action Required

*Alan S. Figa* 9/16/2013  
Chief Procurement Officer Signature Date

**Hawaii Department of Transportation, Airports Division  
State Blended System P25 Flash Programming**

**Motorola Subscriber Radio P25 Programming Sole Source Justification**

**The goods, services or construction has the following unique features, characteristics, or capabilities:** Pacific Wireless Communications, LLC. is the only Authorized service and sales provider in the State of Hawaii for all Motorola 700/800 MHz Digital APCO 25 capable Radio Communications Systems and subscriber radio equipment. The subscriber units (control stations and portables) being flashed upgraded to the P25 SSB (State Shared Blended) platform requires Motorola certified and authorized technicians to perform any subscriber P25 radio programming upgrades related to the SSB network. PWC is also the only locally certified service provider for the ACU1000 interoperability console deployed at each major Airport location state wide.

**How the unique features, characteristics, or capabilities are essential for the agency to accomplish its works:** The current 700/800 MHz Motorola Trunked/Conventional Digital APCO 25 System will allow key DOT Airport management and line personnel direct interface into the SSB Statewide P25 Astro Trunked radio network. The re-programmed software upgrade to the SSB network will allow Airport ARFF and emergency staff teams statewide to communicate directly with State Civil Defense and key State First Responders in the event of an emergency or natural disaster. During emergencies, the SSB Digital APCO 25 compliant system will allow the Airports 800 MHz Smartnet radios a seamless integration into the SSB's statewide 700/800 MHz P25 trunked radio system. Each airport is also provided with an ACU1000 interoperable console. The ACU console provides the interoperability piece for disparate radio and emergency SAT phone cross connection to the onsite Smartnet radio network. In addition to the integration into the JPS ACU console, the SAT phone will require interface into all airport PABX systems statewide allowing access via the in-house phone systems.

**Unique Features applicable to the Motorola Subscriber units currently in use Statewide:** All XTL and XTS 5000, Astro P25 Digital Trunking subscriber units can only be serviced and programmed by authorized factory service centers. In addition to being an authorized service center, PWC is the only local vendor allowed to secure proprietary Motorola P25 "flash" and AES "flash" upgrades for use on any P25 radio network throughout the State of Hawaii. PWC is the only service provider with Federal clearance to program higher level Tier III encryption as well. PWC is the only local Motorola warranty service provider for all Motorola Astro P25 Digital Trunking radios for the State of Hawaii and Federal government with full capability of implementing OVER THE AIR field programming as needed.

**Hawaii Department of Transportation, Airports Division  
State Blended System P25 Flash Programming**

DOT Airport XTL and XTS Motorola P25 subscribers are the only compliant radios that are migratable to Project 25 Phase I, II and backward compatible to *APCO 16 Motorola Smartnet analog trunking systems*.

**The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:**

At this time Pacific Wireless Communications, LLC, is the only *locally licensed and Federal certified contractor in Hawaii* that can provide Motorola Smartnet subscriber programming/flash P25 and AES Encryption options and services for use on selected P25 Radio Communications System. The flashed upgraded Motorola SSB subscriber units will have a unique characteristic and/or capabilities (as explained above) which will be a pivotal enhancement for the needs of all Airports Statewide in their disaster preparedness communication plans and actual airport emergencies. Pacific Wireless Communication LLC also has the qualifications and security clearance to work on all DOT Airports networks including on site phone PABX's and ACU consoles with certified field and shop service facilities on all islands. Programming P25 flash upgrade and integrating disparate radios and SAT phones is restricted to only authorize Motorola and JPS ACU1000 integrators. Pacific Wireless Communication LLC is the only authorized Motorola integrator with the high level radio security clearance for all key public safety Motorola radios throughout the State of Hawaii.