



**COMMENT AND REVIEW**  
to the  
**REQUEST FOR PROPOSAL (RFP) #042021**  
Entitled

**Public Safety Communications Technology and Hardware Solutions**

The following advertisement was placed March 2, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), PublicPurchase.com, and March 3, 2021 in Oregon's *Daily Journal of Commerce*:

*Sourcewell, a State of Minnesota local government agency and service cooperative, is requesting proposals for Public Safety Communications Technology and Hardware Solutions to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than April 20, 2021, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

2Amplify	MKI Group, LLC
3C Information Solutions, Inc.	MKJ Communication, Inc.
9349-8350 Quebec, Inc.	Mobili-Fi, LLC
Airgain	Motorola Solutions, Inc.
AT&T Mobility National Accounts, LLC	MRF Geosystems Corporation
Atos Public Safety	Multipath Data, Inc.
Avèro LLC dba Avèro Advisors	Muska Electric Co.
Axon Enterprise, Inc.	Mutualink, Inc.
Bearcom	Mvation Worldwide, Inc.
Bell Canada	National Tek Services, Inc.
Carahsoft Technology Corporation	Nest Wireless Global
Changing Environments, Inc.	Netsync
Clutch Solutions	Network Innovations

Communications Engineering Company	NEWCOM Wireless Services, LLC
Comtech Solacom Technologies	North South 804 Apps, LLC
Connected Solutions Group	Northland Business Systems, Inc.
ConvergeOne	Octernion Consultants, Incorporated
Cooperative Services, LLC	Off Duty Management
CrisisGo	Pierson Wireless
Cutcom Software, Inc.	Point Wireless Brokers, LLC
Daniels Electronics DBA Codan Communications	Portable Computer Systems, Inc.
DataRemote, Inc.	Power Products Unlimited, LLC
Deborah Alston	PowerTrunk, Inc.
Delco Automation, Inc.	Prairie Mobile Communications
Discount Two-Way Radio Corporation	Prime Vendor, Inc.
East Coast Awakening, LLC	PURVIS Systems, Incorporated
Electro Watchman, Inc.	RACOM Corporation
Eleven-x, Incorporated	RadioMobile, Inc.
Envisage Technologies	Rescue 42, Incorporated
Ergoflex Systems, Inc. dba Xybix Systems, Inc.	RoadHog, Inc.
Eventide, Inc.	Roadpost, Inc.
Exacom	Ron Turley Associates
Extreme Networks, Inc.	RUSD SOLUTIONS
Fleetcard, Inc	Samsung Electronics Canada
Gap Wireless	Saskatchewan Telecommunications
GetWireless, LLC	Siemens Canada, Limited
Helix Advanced Communications & Infrastructure, Inc.	Sufian Munir, Inc.
HQE Systems, Inc.	SWISSPHONE, LLC
HydeInfoTech	Telnet, Inc.
Icom America, Inc.	Teltech Communications, LLC
IM Wireless Communications, Ltd.	Tessco, Incorporated
Inspiron Logistics	The ActOne Group, Inc.
Inteliquent	The IT Architect Corporation
International Business Information Technologies, Inc.	The Sen-Will Group
International Public Safety Data Institute	Titan Health and Security Technologies, Inc.
IP Access International, LLC	Track Star International, Inc.
IVCI, LLC	Trispec Communications
iVedha, Inc.	Upstate Communication and Security
JVCKENWOOD Canada	US Digital Designs, Inc.
JVCKENWOOD USA Corporation	Utility Associates, Inc.
Kymeta Corp.	Vaisala, Inc.
L3Harris Technologies, Inc.	Voice Products, Inc.
Lakeshore Learning Materials	WCI Whyte Communications
Locution Systems, Inc.	Westnet, Inc.
ManTech International	Winbourne Consulting, LLC

Microwave Networks	Xenon Services, LLC
Mission Critical Partners, LLC	Zetron, Inc.

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on April 20, 2021, at 4:36:44 pm CT. Proposals were received from the following:

AT&T Mobility National Accounts, LLC  
 Avèro LLC dba Avèro Advisors  
 Discount Two-Way Radio Corporation  
 East Coast Awakening, LLC dba ECA  
 Eventide, Inc.  
 GetWireless, LLC  
 Icom America, Inc.  
 IP Access International, LLC  
 L3Harris Technologies, Inc.  
 Motorola Solutions, Inc.  
 NEWCOM Wireless Services, LLC  
 Power Products Unlimited, LLC  
 PowerTrunk, Inc.  
 Prairie Mobile Communications  
 PURVIS Systems, Incorporated  
 RACOM Corporation  
 RadioMobile, Inc.  
 Rescue 42, Incorporated  
 TESCO, Incorporated  
 US Digital Designs, Inc.  
 Utility Associates, Inc.  
 Westnet, Inc.  
 Zetron, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst  
 Carol Jackson, Procurement Analyst  
 Jake Denning, Procurement Analyst  
 Tom Sharbonno, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Icom America, Inc., is offering a wide selection of products and services for amateur, land, mobile, avionic, marine, and network technologies. Their sales and distribution network can serve participating entities in the United States and Canada. Icom is offering favorable payment terms to Sourcewell participating entities, along with significant discounts off retail pricing.

IP Access International, LLC, is providing solutions that are engineered and designed around satellite architecture to deliver satellite-based IP connectivity. Their sales and distribution network is ready to serve Sourcewell participating entities throughout the United States and Canada. IP Access also has strategically placed data centers to maximize service delivery. They are offering Sourcewell participating entities competitive discounts on their solutions.

L3Harris Technologies, Inc., is a manufacturer offering portable radios, mobile radios, control stations, remote stations, base stations, dispatch consoles, and portable communication systems. L3 Harris is supported by a strong reseller network and service force in the United States and Canada. They are offering a considerable discount off list price for Sourcewell participating entities.

Motorola Solutions, Inc., is a manufacturer and service provider offering land, mobile, and portable radios, base stations, radio dispatch consoles, interoperability solutions, fire station alerting solutions and services, broadband wireless infrastructure, radio and broadband site infrastructure, broadband and LTE communication, implementation, and maintenance equipment and services. Motorola has a robust sales force and manufacturer representatives throughout the United States. They are offering a solid discount off list price.

PURVIS Systems, Incorporated, is a manufacturer and service provider offering products that integrate the flow of incident data between dispatch systems and fire station alerting systems. Their sales and service force are available to Sourcewell participating entities in the United States. PURVIS is offering tax-exempt municipal leasing options, along with competitive discounts for Sourcewell participating entities.

RadioMobile, Inc., is offering fire and EMS alerting systems, networking communications equipment, end-point mobile data terminals, and related control systems. The RadioMobile sales and support staff can provide their solutions to Sourcewell participating entities throughout the United States and Canada. RadioMobile is a Veteran-Owned Small Business. They are offering a significant discount to Sourcewell participating entities.

Westnet, Inc., manufactures, installs, and provides maintenance services for the First-In Fire Station Alerting System. Their sales and service team is available to Sourcewell participating entities throughout the United States and Canada with 24/7/365 support. Westnet is a certified Small Business Entity. Sourcewell participating entities will receive notable discounts off list price.

Zetron, Inc., is offering integrated IP-based solutions combining NG9-1-1 call-taking, CAD, GIS mapping, radio/telephony dispatch, and fire station alerting systems. Zetron's products are available to Sourcewell participating entities through their United States and Canadian sales networks. They are offering a solid discount off MSRP pricing.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #042021 to:

Icom America, Inc.	#042021-ICM
IP Access International, LLC	#042021-IAC
L3Harris Technologies, Inc.	#042021-L3H
Motorola Solutions, Inc.	#042021-MOT
PURVIS Systems, Incorporated	#042021-PUR
RadioMobile, Inc.	#042021-RDO

Westnet, Inc.  
Zetron, Inc.

#042021-WNT  
#042021-ZET

The preceding recommendations were approved on June 17, 2021.

DocuSigned by:

*Kim Austin*

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:

*Carol Jackson*

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Carol Jackson, Procurement Analyst

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*Jake Denning*

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Jake Denning, Procurement Analyst

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*Tom Sharbonno*

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Tom Sharbonno, Procurement Analyst

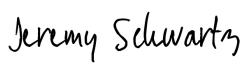
### STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #042021 for Public Safety Communications Technology and Hardware Solutions**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO  
Chief Procurement Officer