



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL RFP #020625
Entitled**

Public Safety Communications Technology and Hardware Solutions

The following advertisement was placed December 12, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://portal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter www.nyscr.ny.gov, December 13, 2024, in South Carolina's *The State*, the *Deseret News*, *The Salt Lake Tribune*, and Oregon's *Daily Journal of Commerce*, December 12, 2024 and December 19, 2024 in *The Oklahoman* and in *USA Today*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Public Safety Communications Technology and Hardware Solutions to result in a procurement 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://portal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than February 6, 2025, 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:

3C Information Solutions, Inc.	JVCKENWOOD USA Corporation
ACCEO Solutions, Inc.	Kapu Solutions
Adriana Ruben Services, LLC	Kapu Solutions
Advanced Electronic Design, Inc.	KEVEREST TECHNOLOGIES
American Signal Corporation	KGPCo Canada, ULC
Automated Protection Systems, Inc.	KWESST, Inc.
AVI-SPL Canada, Inc.	L3Harris Technologies, Inc.
Avidex Industries, LLC	Leviton Manufacturing Canada
Bartell Industries, LLC	Lighthouse Worldwide Solutions, Inc.
Bearcom	LN2S CONSULTING, LLC

BK Technologies, Inc.	M3 Technology Group, Inc.
Bluum	Mark43, Inc.
Bosch Security Systems, LLC	MAUELL CORPORATION
BPS Ventures, LLC	MetOcean Telematics, Limited
BRINC Drones, Inc.	MID MO TELECOM & SECURITY
BROADBAND CONNECT, LLC	Mid-State Communications & Electronics, Inc.
Camvie Services, LLC	Mikroelektronika spol. s r.o.
Carrier Services Group, Inc.	Mobile Communications America, Inc.
Cartel Communication Systems, Inc.	Motorola Solutions, Inc.
Castle Rock Microwave, LLC	MTN Government Solutions, LLC
Castner Communications	Nerevu Group LLC
Category Development	NEWCOM Wireless Services, LLC
Cattan Technologies, Inc.	NICE Systems, Inc.
CDW Government, LLC	NightRide Thermal, Inc.
CMJ ENTERPRISES, LLC	Occuspace, Inc.
Commercial Design & Displays, LLC	OMNIWARN, LLC
Communicare Technology, Inc.	Open System Metro, Inc.
Communication Technology Services	Optimum Technology
Communications Group (Fort McMurray) Ltd., o/a Tridon Communications	Padmore Global Connections, LLC
Comprod, Inc.	Paladin Drones, Inc.
Connected Solutions Group, LLC	Penta Corporation
Construction Industry Center	Pierson Wireless Corp.
ConvergeOne, Inc.	Polis Solutions, Inc.
CrisisGo	Power Products Unlimited, LLC
Cyrun Corporation	PowerTrunk, Inc.
Demlan Solutions	Prairie Communications, Ltd.
Digital Home, LLC	Prime Vendor, Inc.
Discountcell, Inc.	Procomm Systems, Inc.
Draper, Inc.	ProPhoenix Corporation
DVI	PSPC Canada Systems, Inc, a Subsidiary of L3Harris Technologies, Inc.
E.F. Johnson Company	PURVIS Systems, Incorporated
EaseAlert, LLC	PWXPress
EASTERN BUSINESS SOLUTIONS, INC.	RadioMobile, Inc.
Eastern Communications Ltd., LLC	Rampar USA Corp.
Echo Data Analytics	Rescue 42, Inc.
EIS, Inc.	RFCC
Electronic Engineering	Rountree Towers, Inc.
Elite Harness, LLC	Safariland, LLC
Emergency Services Marketing Corp.	Safety Vision
EMS Management & Consultants, Inc.	SAT Radio Communications, LTD

eRepublic, Inc.	Sigma Consultants Group, Inc.
Evans Consoles, Incorporated	Silvus Technologies, Inc.
Everbridge, Inc.	Skydio, Inc.
Exacom, Inc.	Soehl Electronics, Inc.
FEA	Star Solutions International, Inc.
First Arriving IO, Inc.	Structure Consulting Group
Flip Lok, LLC	Syniverse Technologies
Frontier Computer Corp.	Tait North America, Inc.
Getac, Inc.	TD SYNEX Corporation
Hale, Inc.	TELUS Communications, Inc.
HL PRIORITY TRADING, LLC	Tessco, Incorporated
HMD Global OYJ	TKK Electronics, LLC
Icom America, Inc.	TRC Engineers, Inc.
ID Networks, Inc.	Trilogy Nextgen
IDC Research, Inc.	TriniTel, LLC
Impact Power Technologies, LLC	TXAT, LLC
Impact Technical Products, Inc.	USCC Services, LLC
Incident Communication Solutions	VOLT, Inc
Innovative Wireless Solutions, Inc.	VRFY, Inc.
Insight LPR, LLC	Watson Furniture Group, Inc.
Inspired Solutions, Inc.	WESCO Distribution, Inc.
Instinct Ready, Incorporated	Westnet, Inc.
Intelibs, Inc.	Y Strategy and Security, Inc.
InterTalk Critical Information Systems	YourCircle Business Eco System Corporation
IP Access International, LLC	Zetron, Inc.
Javad GNSS, Inc.	Zip's truck Equipment, Inc.
Johns Storage	Zum Services, Inc.
Jonahten, LLC	

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 **January 8, 2025, 4:30 p.m., CT**. Proposals were received from the following:

Automated Protection Systems, Inc. dba APS Firehouse Alerting
 BK Technologies, Inc.
 Bluum
 Bosch Security Systems, LLC
 BRINC Drones, Inc.
 Camvie Services, LLC
 Castle Rock Microwave, LLC
 Comprod, Inc.
 Demlan Solutions, dba Favor Consulting, Inc.

E.F. Johnson Company
EaseAlert, LLC
Eastern Communications Ltd., LLC
Evans Consoles Incorporated
First Arriving IO, Inc.
Frontier Computer Corp., dba FrontierUS
HMD Global OYJ
Icom America, Inc.
Incident Communication Solutions, dba PEAKE
InterTalk Critical Information Systems
IP Access International, LLC
JVCKENWOOD USA Corporation
Kapu Solutions
L3Harris Technologies, Inc.
Mobile Communications
Motorola Solutions, Inc.
OmniWarn, LLC dba OmniWarn Public Safety
Paladin Drones, Inc.
Procomm Systems, Inc.
PURVIS Systems, Incorporated
RadioMobile, Inc.
Rescue 42, Inc.
Rountree Towers, Inc.
Skydio, Inc.
Tait North America, Inc. dba Tait Communications
TD SYNEX Corporation, dba DLT Solutions, LLC
Tessco, Incorporated, dba Tessco Technologies, Incorporated
Trilogy Nextgen
Westnet, Inc.
Zetron, Inc., Daniels Electronics Ltd, dba Codan Communications

Proposals were reviewed by the Proposal Evaluation Committee:

Carol Jackson, MA, Senior Procurement Analyst
Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II
Mari Vielma, Procurement Analyst II
Neva Crawford, Procurement Analyst I

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

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from Procomm Systems, Inc. fall outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Automated Protection Systems, Inc. focuses on developing and implementing fire, rescue and EMS station alerting systems throughout the United States and Canada. The APS fire station alerting system fully automates

the flow of incident data between the dispatch center, the fire stations, and fire/rescue personnel. Automated Protection Systems offers competitive pricing with discounts to Sourcewell participating entities.

BK Technologies, Inc. is an American manufacturing company with over 70 years of experience manufacturing communication equipment for use by public safety professionals and government entities. They have a sales force of over 30 people strategically located across the United States and a network of 124 dealers across the US and Canada. They are offering significant discounts off retail list price with possible additional volume-based discounts.

Bosch Security Systems, LLC is a manufacturer of public safety communications technology and hardware solutions. They maintain a comprehensive network of Authorized Channel Partners across the United States and Canada. Bosch offers solid discounts from MSRP, with quantity discounts available.

BRINC Drones, Inc. was founded in 2017 in response to the Las Vegas, NV shootings specializing in indoor drones for the Public Safety Sector. BRINC Drones has a nationwide sales force located throughout the US. Providing 24/7 technical support, a repair service facility located in Seattle, WA allows entities essential mission ready technology solutions. BRINC Solutions provides discounts off list price for Sourcewell Members.

Eastern Communications Ltd., LLC is a master distributor for L3Harris, Tait and Zetron equipment with over 175 independent dealers across the United States. Through these dealers, Eastern Communications provides product distribution, fulfillment, support and warranty. They offer mission critical radio public safety communications networks, subscriber units, and dispatch and command center solutions. Their pricing includes a significant discount to Sourcewell participating entities.

E.F. Johnson Company is in the radio communication industry with a focus on quality secure communications solutions for organizations whose mission is to protect and save lives. They have designed, delivered, installed, optimized, and commissioned hundreds of systems across North America and around the world. They offer a strong discount off list price for Sourcewell participating entities.

Icom America, Inc. is a manufacturer that offers radio communication equipment in marine, land mobile, and satellite industries. They have a nationwide authorized dealer network with service centers to help with warranty and non-warranty repairs. Icom America offers significant discounts on all products.

IP Access International, LLC has been a provider of mission critical connectivity solutions including satellite communications equipment, wearable devices, and backup communication systems for 911 call centers utilizing satellite and cellular technologies. IP Access International, LLC has a sales force strategically located throughout the US and Canada, including a network of authorized resellers. Solid discounts off list price are offered.

L3Harris Technologies, Inc. supports fire/EMS/paging systems, offers land mobile radios, battle-tested military tactical radios, and a push-to-talk solution. They support interoperability across LMR, LTE and Wi-Fi standards. With their sales team and extensive network of Authorized Service Centers, they sell and service all the United States and Canada. L3Harris Technologies provides a detailed products and services price catalog as well as a training price catalog to present their competitive pricing and discounts off list price.

Motorola Solutions, Inc. is a manufacturer as well as service provider of mission critical communication platforms with command center software. They have a sales force of 230 people and over 400 manufacturer representatives across the United States. They offer a Learning eXperience Portal (LXP) that provides access to

all resources from a Worldwide Learning Services (WLS) team. They offer Sourcewell participating entities competitive discounts.

Incident Communication Solutions delivers comprehensive communication services and is a certified Small Business. Their network of authorized distributors and resellers supports Sourcewell participating entities across the United States and Canada. They offer competitive catalog discounts, along with additional volume pricing.

PURVIS Systems, Incorporated has been providing turn-key solutions for fire station alerting systems since 1973. More than 30 million people in the US are serviced by thousands of fire and rescue agencies utilizing their alerting solutions. Purvis Systems, Inc., works with an extensive list of installation/maintenance partners, a direct sales and support staff team covering the US, and 24/7/365 help desk services. Purvis Systems, Inc., is offering competitive discounts off list pricing.

RadioMobile, Inc. is a veteran-owned, small business that offers a diverse portfolio of communications technology and hardware solutions. They offer a complete Fire and EMS station alerting system, with a variety of connectivity end points utilizing various wireless networking technology. Their systems utilize commercial-off-the-shelf (COTS) products as well as customizable hardware and software, equipment, products and services. RadioMobile offers a discount from list price to Sourcewell participating entities.

Rescue 42, Inc. manufactures proprietary fire and rescue equipment. They maintain a national field staff to support public safety with sales support, on-site training, on-site maintenance, and educational conference support. They are a Federally Certified Service-Disabled Veteran-Owned Small Business (SDVOSB) and California Certified Service-Disabled Veteran Business Enterprise (DVBE). They offer Sourcewell participating entities a significant discount from list prices.

Tait North America, Inc. has offered mission-critical communication solutions across the United States and Canada for over 55 years. Their extensive network of more than 200 dealers is equipped to resell, maintain, and install Tait radio components and systems. Tait offers competitive pricing discounts, as well as leasing and financing options for Sourcewell participating entities.

Tessco, Incorporated is a value-added technology distributor, manufacturer, and solutions provider. They specialize in the wireless industry, offering over 65,000 products from 400 top manufacturers in mobile communications. Tessco has a nationwide sales force serving over 10,000 government, reseller and carrier accounts. They are offering significant discounts off list price to Sourcewell participating entities.

Westnet, Inc. is the exclusive manufacturer of the First-In Fire Station Alerting System, First-In Alerting Platform, Aircraft Emergency System, and First-In Mobile Application. They focus on fire station alerting systems, dispatch systems, mass notification systems, radio infrastructure and paging systems. Their sales team and Westnet-certified third-party installers provide sales and support across the United States and Canada. Westnet is offering a discount off list price for all their products, annual maintenance, installation and training.

Zetron, Inc. offers a fully integrated end-to-end mission critical communications portfolio of solutions and services. A dedicated sales territory manager will be assigned to every section of the United States and one province in Canada. They offer both factory and on-site courses where trainees receive hands-on experience with both the hardware and software supplemented by classroom sessions where formal lecture materials are presented. They are offering competitive discounts off MSRP with additional volume-based discounts.

For these reasons, the following awards of Sourcewell RFP #020625 are recommended:

Automated Protection Systems, Inc.	#020625-APS
BK Technologies, Inc.	#020625-BKT
Bosch Security Systems, LLC	#020625-BOS
BRINC Drones, Inc.	#020625-BRNC
Eastern Communications Ltd., LLC	#020625-EAC
E.F. Johnson Company	#020625-EFJ
Icom America, Inc.	#020625-ICM
IP Access International, LLC	#020625-IAC
L3Harris Technologies, Inc.	#020625-L3H
Motorola Solutions, Inc.	#020625-MOT
Incident Communication Solutions	#020625-PEAK
PURVIS Systems, Incorporated	#020625-PUR
RadioMobile, Inc.	#020625-RDO
Rescue 42, Inc.	#020625-R42
Tait North America, Inc.	#020625-TAIT
Tessco, Incorporated	#020625-TESS
Westnet, Inc.	#020625-WNT
Zetron, Inc.	#020625-ZET

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Carol Jackson

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Carol Jackson, MA, Senior Procurement Analyst

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Scott Dobereiner, CPPO, NIGP-CPP, Procurement Analyst II

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Mari Vielma

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Signed by:

Neva Crawford

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Neva Crawford, Procurement Analyst I

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 #020625 and 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 master agreements.
2. The procurement process and resulting master agreements 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.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on **August 19, 2025**.

Signed by:



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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer