

## **NOTICE OF SOLE SOURCE PROCUREMENT**

**Date:** March 18, 2008

**Vendor/Contractor:** Motorola, Inc

**Contract Amount:** \$180,000.00

**Description of Services:** Upgrade of radios

**Sole Source Determination:** Purchase to support an existing standard for radios used on school buses.

**Date of Award:** March 19, 2008

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# VIRGINIA BEACH CITY PUBLIC SCHOOLS

AHEAD OF THE CURVE

## MEMORANDUM

**TO:** J. Kevin Beardsley, CPPO, CPPB  
Director of Purchasing

**FROM:** David L. Pace, Director  
Transportation Services

**RE:** SOLE SOURCE RECOMMENDATION

**DATE:** March 17, 2008

This requisition is requested as a Sole Source Provider. The radios identified in this order (Motorola XTL1500) are sole source because they are of a model and type identical to the performance, physical, electrical, operational, maintenance and communication standards set by the City of Virginia Beach ComIt Department, the agency who establishes the standards for all radios operating under their licensed airwaves. The radios identified are the same that were purchased under IFB 4350. All new bus purchases for the past three years have included this make and model of radio as part of the specifications. This requirement has allowed Transportation Services to maintain a consistent level of performance, operation, maintenance cost, and training by using a standard radio in the school bus fleet.

The FCC has mandated the 800Mhz spectrum be "rebanding" with the cost borne by Sprint / Nextel. Many localities across the US are affected by this multi-year effort including Virginia Beach. The City of Virginia Beach COMIT has been leading the effort to work out the details of this process with Sprint-Nextel and have signed an agreement for this process called FRA Frequency Reconfiguration Agreement. The FRA calls for the replacement of up to 638 portable radios (EF Johnson models). The replacement portable radio model and type initially offered to the City of Virginia Beach as part of the (FRA) Frequency Reconfiguration Agreement with Sprint Nextel does not meet the current physical, electrical, operational, and communication standards employed by the City of Virginia Beach. This purchase allows Virginia Beach City Public Schools to upgrade the portable radios being offered by Sprint/Nextel to a mobile radio system that meets current and future ComIt standards. The XTL1500 mobile radio is only available from Motorola and will be installed only by Certified Motorola Technicians.

The rebanding project provides VBCPS an excellent opportunity to upgrade current Transportation Services communications at a substantial cost savings. \$180,000 vs a cost of \$2,000,000 (The Motorola XTL 1500 radio plus installation is approximately \$2,000 each).