



City of Richmond
Sole Source Justification

THIS FORM MUST BE COMPLETED AND APPROVED PRIOR TO ANY PURCHASE

Contact the Purchasing Division and discuss your rationale before completing this form. If Purchasing can help you make this a competitive purchase, then this form will not be required.

Attach this completed/approved form to requisitions when competitive quotes/bids/proposals are not solicited. (Required for requisitions > \$3,000)

Requested Sole Source Supplier:

Company Name: Motorola Contact Name: Michael Larson

Address: 500 W. Monroe St., 44th Flr

City: Chicago State: IL Zip Code: 60661

Phone Number (530) 333-7584 E-Mail michael.larsson@motorolasolutions.com

Duration of Contract: Replacement plan for next 3 years

Estimated Cost: \$ 1,500,000 Funding Source (Account String) 01204022-400363

Is the product/service IT related? Yes No If Yes, please attach the approved IT Authorization Form

For Product: Is the recommended company the manufacturer of the product? Yes No

For Product: Does the manufacturer sell the item(s) through distributors? Yes No

Description of Product or Service:

Describe the full scope of work or service contemplated including installation if required; items should include brand, model and part number if applicable; (if additional space is needed, include them in a separate page)

Motorola Radios:

Portable: APX8000 and components for front line personnel, command staff, prevention

Mobile: APX8500 and components for Fire Apparatus (Engine, TDA, Support Vehicles)

Sole Source Rationale: PLEASE ANSWER ALL THE FOLLOWING QUESTIONS: Explain why the recommended company is the only company that can meet the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job? It is important to sufficiently address the key reason for awarding an order/contract without soliciting competitive bids. The rationale must be clear and convincing, avoiding generalities and unsupported conclusions.

The City of Richmond is a member of the East Bay Regional Communications Systems Authority (EBRCSA), which has selected Motorola Solutions, Inc. as the sole provider of radio equipment. The Richmond Fire Department ("Department") will be placing two (2) new Type I apparatus (fire engines) into service and will be outfitting new support vehicles in the coming months. To ensure interoperability with EBRCSA participating agencies, the Department must install Motorola radios in its apparatus. In addition, the Department has developed a replacement plan to replace aging frontline radios and backup radios over the next three years. Approval of this sole-source procurement is critical, as the communications infrastructure established by EBRCSA is exclusively compatible with Motorola equipment. Radios from other vendors have limited functionality and are not compatible with the system. The cost of each radio includes public agency pricing, programming to the City's specifications, and the assignment of radio channels to ensure full operational readiness.

(if additional space is needed, include them in a separate page)

Complete the following checklist

A specific contractor is the only source of the required item because (check all that apply):

- The required items are **proprietary to the Contractor**, and contractor solely transacts (sells) direct to the customer. (There are no dealers or distributors for contractor).
- The required items are **proprietary to the Contractor**, and **contractor does not sell direct to the customer**. Contractor solely distributes the item or service through only one dealer or distributor in the United States. (There are no dealers or distributors for contractor).

Note: If item or service is available from more than one source, the item or service may be treated as proprietary, but must be competitively solicited from multiple (two or more) sources.

- A specific item is needed:
 - To be compatible or interchangeable with existing hardware
 - As spare or replacement hardware For the repair or modification of existing hardware
- Federal or state grant names vendor as condition of funding. (Attach copy of grant that names vendor)
- There is a **substantial risk** in contracting with any other contractor, (e.g., only one contractor has been successful to date in implementing a difficult manufacturing process or the **services sought**). *In a brief explanation, provide supporting evidence of why other contractors are considered to be unable to overcome the substantial risk.*

There is a substantial risk in contracting with any other vendor because the EBRCSA communications infrastructure is compatible exclusively with Motorola equipment. Outfitting the new Type I apparatus with radios from another manufacturer would prevent the crew from communicating with Richmond units and other public safety agencies participating in EBRCSA.

- Continuation of prior Work** – Additional item, service or work required, but not known to have been needed when the original order was placed with vendor, and it is not feasible or practicable to contract separately for the additional need. *Provide brief explanation and supporting evidence.*

(if additional space is needed, include them in a separate page)

I acknowledge the City's requirements for soliciting competitive quotes/bids for purchases over \$3,000.00 and the criteria for justification for Sole Source purchases. I have gathered the required information, have made a concerted effort to review comparable/equal equipment/services (e.g., market research), and further affirm that there is no conflict of interest involved in the selection made.

Department: FIRE

Requester Name and Title: Den Mark Marcelo, Admin Services Coordinator

Note: Requester must be able to defend this justification.

Date: _____ Phone: _____
Department Director (Print) Rico Rincon (Sign) Rico Rincon Date: 07/02/2026

Submit completed form to the Purchasing Division (Prior to submission to City Manager)

Finance Director:

APPROVED: _____ DATE: ___/___/___

NOT APPROVED: _____ COMMENTS:

City Manager
(Under \$10,000.00)

City Clerk Attesting to Council Approval
(Over \$10,000.00) (Copy of Minutes may be substituted)

Note: Richmond Municipal Code Section 2.52.326 Sole Source Procurement requires final approval by the City Manager and/or City Council. Sole Source must be approved by Finance Director, PRIOR to Council Approval.

PROCEDURE

Sole Source purchase/service are exceptions to the normal bidding process and require a detailed justification. In processing Sole Source requests for supplies, services and/or equipment, the Purchasing Division adheres to and is governed by the principles set forth in City of Richmond Municipal Code Section 2.52.326 Sole Source Procurement.

If you are requesting a particular vendor, brand or product, you must make this fact clear on your Sole Source form. Your request will then be restrictive and non-competitive, and will fall into a sole source category. If the sole source justification is approved, the requisition can be expedited without the normal bidding requirements.

Such a request should not be made unless you are confident that your request is reasonable and appropriately justified to meet the City's requirements and withstand any possible audit. The City's requirements and the format for submitting such requests are contained herein. Sole Source form must be signed by authorized department representative(s). The certification will remain on file for audit purposes.

The following factors **DO NOT** apply to sole source requests and should not be included in your sole source justification. They will not be considered and only tend to confuse the evaluation process.

1. Personal preference for product or vendor.
2. Cost, vendor performance, and local service (these are generally considered award factors in competitive bidding).
3. Features which exceed the minimum department requirements.

I.T. – RELATED PURCHASES AUTHORIZATION

Form must be fully completed and signed prior to information technology related purchases

Date 03/19/26

Requested Vendor Motorola v# 2940

Vendor Address 500 W Monroe St., 44th Flr
Chicago, IL 60661

Contact Person Michael Larson

Email Address Michael.Larson@motorolasolutions.com

Phone No (530) 333-7584 Fax # _____

<u>Quantity</u>	<u>Item</u>	<u>Unit Price</u>	<u>Total</u>
_____	<u>APX 8000 (Portable)</u>	<u>\$ 5,210.39</u>	<u>\$ 5210.39</u>
_____	<u>APX 8500 (Mobile)</u>	<u>\$ 4,302.39</u>	<u>\$ 4302.39</u>
_____	<u>Components</u>	<u>\$ Varies</u>	<u>\$ Varies</u>

Total \$ _____

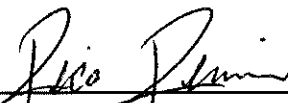
Purpose

This section must be completed with respective price quote(s) included with form:

This will be a standing purchase order for the Richmond Fire Departments radio replacement.

The total amount of the standing purchase order will not exceed \$1,500,000 over the next three years.

Requested by Den Mark Marcelo



Department Head

4/02/2026

Approval Date



IT Director

3-19-26

Approval Date

ADA (American with Disabilities Act) Compliance Access and Accommodation

Compliance with the accessibility requirements of Section 508 of the Rehabilitation Act of 1973: In order to improve accessibility of existing technology and therefore increase the successful employment of individuals with disabilities, particularly blind and visually impaired, deaf and hard-of-hearing persons please answer the following questions:

Is this item ADA Compliant? Yes No

If NO, please answer the following questions:

Will this item be used by the public? Yes No

Can other vendors provide an ADA compliant product? Explain

Will this item be used by City employees? Yes No

Categories for Information Technology (IT) Product

- *Software applications and operating systems*
- *Web-based information and applications*
- *Telecommunications products*
- *Video and multimedia products*
- *Desktop and portable computers*
- *End user hardware*

Examples of Information Technology (IT) Products

- *World Wide Web*
- *Scanners*
- *Printers*
- *Copiers*
- *PDA's*
- *Computers*
- *Computer Software*
- *Computer Operating Systems*
- *Phones*
- *Apps*
- *Information Kiosks*
- *ATMs*
- *Multimedia*
- *Videos*
- *Fax Machines*

Billing Address:
 RICHMOND FIRE DEPT
 PO BOX 4046
 PO BOX 4046
 RICHMOND, CA 94804
 US

Quote Date:03/11/2024
 Expiration Date:06/01/2024
 Quote Created By:
 Michael Larson
 Michael.Larson@
 motorolasolutions.com

End Customer:
 RICHMOND FIRE DEPT

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 8000 Series	APX8000XE				
1	H91TGD9PW5AN	APX 8000 ALL BAND PORTABLE MODEL 1.5	100	\$7,137.52	\$5,210.39	\$521,039.00
1a	HA00690AA	ADD: 7Y ESSENTIAL SERVICE HTP	100	\$386.00	\$386.00	\$38,600.00
1b	Q806CB	ADD: ASTRO DIGITAL CAI OPERATION	100	\$567.00	\$413.91	\$41,391.00
1c	Q361AN	ADD: P25 9600 BAUD TRUNKING	100	\$330.00	\$240.90	\$24,090.00
1d	Q667BB	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	100	\$0.00	\$0.00	\$0.00
1e	QA02006AC	ENH: APX8000XE RUGGED RADIO	100	\$880.00	\$642.40	\$64,240.00
1f	QA00580AA	ADD: TDMA OPERATION	100	\$495.00	\$361.35	\$36,135.00
1g	QA05509AA	DEL: DELETE UHF BAND	100	-\$800.00	-\$584.00	-\$58,400.00
1h	QA09007AA	ADD: OUT OF THE BOX WIFI PROVISIONING	100	\$0.00	\$0.00	\$0.00
1i	QA09001AB	ADD: WIFI CAPABILITY	100	\$330.00	\$240.90	\$24,090.00
1j	H38BS	ADD: SMARTZONE OPERATION	100	\$1,650.00	\$1,204.50	\$120,450.00
1k	QA07682AA	ADD: SMARTCONNECT	100	\$0.00	\$0.00	\$0.00
1l	QA09113AB	ADD: BASELINE RELEASE SW	100	\$0.00	\$0.00	\$0.00



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.

Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 -- #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1m	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	100	\$110.00	\$80.30	\$8,030.00
1n	QA01427AG	ALT: APX8000/XE HOUSING GREEN	100	\$28.00	\$20.44	\$2,044.00
2	PMNN4504A	BATT IMPRES 2 LIION UL2054 DIV2 R IP68 3400T	200	\$222.92	\$167.19	\$33,438.00
3	PMMN4152A	XVE500 DIV 1 REMOTE SPEAKER MIC, HIGH IMPACT GREEN WITHOUT KNOB, UL	100	\$707.00	\$565.53	\$56,553.00
4	NNTN8860B	CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 115VAC, US/NA	100	\$186.50	\$139.88	\$13,988.00
	APX™ 8500					
5	M37TSS9PW1AN	APX8500 ALL BAND MP MOBILE	47	\$5,893.68	\$4,302.39	\$202,212.33
5a	GA00250AA	ADD: BLUETOOTH/WIFI/ GNSS FLEXIBLE CABLE LMR195	47	\$110.00	\$80.30	\$3,774.10
5b	G996AS	ENH: OVER THE AIR PROVISIONING	47	\$110.00	\$80.30	\$3,774.10
5c	HA00694AA	ADD: 7Y ESSENTIAL SERVICE HTM	47	\$604.80	\$604.80	\$28,425.60
5d	GA00580AA	ADD: TDMA OPERATION	47	\$495.00	\$361.35	\$16,983.45
5e	GA01513AB	ADD: ALL BAND MOBILE ANTENNA (7/8/V/U)	47	\$105.00	\$76.65	\$3,602.55
5f	G53AL	ADD: FPP & CLONE APX	47	\$165.00	\$120.45	\$5,661.15
5g	G51AT	ENH:SMARTZONE	47	\$1,650.00	\$1,204.50	\$56,611.50
5h	GA05509AA	DEL: DELETE UHF BAND	47	-\$800.00	-\$584.00	-\$27,448.00
5i	GA09001AA	ADD: WI-FI CAPABILITY	47	\$330.00	\$240.90	\$11,322.30
5j	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	47	\$66.00	\$48.18	\$2,264.46
5k	G444AH	ADD: APX CONTROL HEAD SOFTWARE	47	\$0.00	\$0.00	\$0.00
5l	G67EH	ADD: REMOTE MOUNT E5 MP	47	\$327.00	\$238.71	\$11,219.37
5m	GA01517AA	DEL: NO J600 ADAPTER CABLE NEEDED	47	\$0.00	\$0.00	\$0.00



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 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 - #: 36-1115800

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
5n	G806BL	ENH: ASTRO DIGITAL CAI OP APX	47	\$567.00	\$413.91	\$19,453.77
5o	GA01670AA	ADD: APX E5 CONTROL HEAD	47	\$717.00	\$523.41	\$24,600.27
5p	W22BA	ADD: STD PALM MICROPHONE APX	47	\$79.00	\$57.67	\$2,710.49
5q	QA09113AB	ADD: BASELINE RELEASE SW	47	\$0.00	\$0.00	\$0.00
5r	GA01630AA	ADD: SMARTCONNECT	47	\$0.00	\$0.00	\$0.00
5s	G193AK	ADD: ADP ONLY (NON-P25 CAP COMPLIANT) (US ONLY)	47	\$0.00	\$0.00	\$0.00
5t	G361AH	ENH: P25 TRUNKING SOFTWARE APX	47	\$330.00	\$240.90	\$11,322.30

Subtotal \$1,302,177.74

Estimated Tax \$126,962.33

Grand Total \$1,429,140.07(USD)

Notes:

