

Port of Los Angeles Pilot Services Radio Infrastructure Maintenance

Sole Source Justification

Activity

The Port of Los Angeles Pilot Services (Pilot) has requested to enter an agreement to contract with Motorola Solutions, Inc. ("Motorola") to maintain and upgrade the Pilots new Motorola radio infrastructure and subscriber units.

Vendor will Provide

The Pilots are seeking a contractor to maintain the new VHF Radio solution that includes a (3)-site solution incorporating the Pilots VHF conventional radios located at the Port Pilot sites (Marine Exchange, Warehouse 1 and Pilot House), Two (2) APX8500-based Consolettes, Two (2) APX8500 mobiles, four (4) MCD5000 Desk Sets, a Microwave link between Warehouse 1 and Marine Exchange, 38 APX8000XE Portable radios, two (2) 4-hour UPS Backup Power, and Command Central Aware with two (2) work stations and two (2) monitors for Location on Push-to-Talk when using the Port of Los Angeles (POLA) 700MHz radio system.

Justification for Noncompetitive Contract

This procurement is to maintain and provide software upgrades to the Pilots existing public safety communications system. Motorola is the only vendor capable of upgrading the software of the radio platform because it is a Motorola's proprietary platform. While the functionality of the ASTRO communications system allows any radio to enter this radio network platform, the underlying software and platform that allows this interoperability are unique and proprietary to Motorola, such that no other vendor can maintain and upgrade the software. Motorola has been the City's selected vendor to maintain and support Motorola RF systems. Currently, The Port of Los Angeles Police, Los Angeles Police Dept., and Los Angeles World Airports all

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operate Motorola Solutions RF Systems and have maintenance agreements to support their systems with Motorola Solutions. Using a different vendor would require replacement with completely new system software and infrastructure. Contracting with Motorola protects the City's previous investments in the system. Motorola will be able to use the work already accumulated since System deployment and will not have to start from scratch. This already-performed design work will enable an accelerated project implementation timeline as compared to any other procurement alternative.

Cost Benefit Analysis

Entering into a contract with a private vendor to develop an equivalent network would constitute wasteful spending, as it would fail to capitalize on the considerable resources the City has already invested into their communications system. Contracting with Motorola will utilize the existing infrastructure. The Port of Los Angeles Pilot does not seek a large-scale change to their communications system. They merely seek an agreement to maintain their investment and upgrade to the technology that will allow interoperability within the City. It is unlikely that a private vendor's system will provide the City with any greater product than the ASTRO P25 systems provides.