



**CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING**

#26-0710

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Christopher Cooper, Acting City Manager

DATE: August 18, 2026

TITLE: Motion Approving an Agreement for Request for Proposals (RFP) No. 549-3 - P25 Radio Communication System Refresh-Replacement-Rebid - Motorola Solutions, Inc. - \$23,109,800 - (**Commission Districts 1, 2, 3 and 4**)

Recommendation

Staff recommends the City Commission approve an agreement, in substantially the form attached, for a P25 Radio Communication System Refresh-Replacement pursuant to RFP No. 549-3, with Motorola Solutions, Inc. (MSI) in the estimated initial five (5)-year contract term amount of \$23,109,800, which comprises of \$13,811,617 for the installation of the infrastructure and five (5)-year warranty, and \$9,298,183 for subscriber (portable and mobile) radios, and authorize the City Manager to execute said agreement and approve three (3), additional five (5)-year renewal options for maintenance and support, in the estimated (5)-year amount of \$4,998,933 (years 6-10), \$5,877,468 (years 11-15) and, \$7,345,709 (years 16-20), respectively, for a potential total contract amount of \$41,331,910.

Background

The overall goals for the Radio Communication Upgrade Project is to increase system capacity, improve radio system infrastructure hardening, and to improve radio communications coverage on the Barrier Island and Southwest Suburbs. With a new P25 Radio Communication System, the equipment shelters will be elevated to protect against potential flooding and improved back-up power will be provided. The system will also gain two additional channels. This increased capacity, combined with Time Division Multiple Access (TDMA) technology, will increase the number of simultaneous conversations the system can support from 11 to 26.

The City, via the Procurement Services Department, issued RFP Event No. 549-3 on November 21, 2025, requesting proposals from qualified, experienced and licensed firm(s) to provide a new P25 700/800 MHz Digital Simulcast Trunked radio network capable of meeting current and future communication needs, reliably, and functionally for the City.

On December 18, 2025, the RFP 549-3 closed with the following three (3) firms responding:

- Communications International, Inc. (Ci)
- EF Johnson (EFJ)
- Motorola Solutions, Inc. (MSI)

On January 12, 2025, the Evaluation Committee met with the City's consultant, TUSA Consultants, to discuss the technical aspects pertaining to the solicitation and proposals.

On January 20, 2026, an Evaluation Committee meeting was held to hear presentations from the three (3) responsive and responsible firms, evaluate, and rank them based on the evaluation criteria shown in the below table.

EVALUATION CRITERIA	WEIGHT (%)
Understands the Scope of the Project	10%
Staff Qualifications, References, Past Performance, Years in Business	5%
Technical Merits of the Project, Flexibility of Technology Proposed, Quality of Proposed Equipment	15%
Hardening and Redundancy	20%
Performance and Radio Coverage	20%
Total Project Cost	30%
TOTAL PERCENT AVAILABLE:	100%

The Evaluation Committee determined that MSI met the requirements of the solicitation and deemed them as the highest ranked, responsive, and responsible firm and agreed to move forward with negotiations.

On January 22, 2026, the Notice of Intent to Award was posted on the City's website and subsequently on January 29, 2026, the City received a formal protest from the second ranked firm, Ci.

On February 6, 2026, the Chief Procurement Officer (CPO) responded to Ci with a notification that a Stay of the Award had been issued to further look investigate the protest assertions. On March 2, 2026, the CPO denied the protest. The City Commission affirmed the Chief Procurement Officer's denial of the protest at the July 2, 2026 meeting of the City Commission (CAM #26-0574).

Staff proceeded with negotiations. MSI's proposal provided the City with incentives valued at \$5,300,842 for the ASTRO 25 equipment, system upgrade installation, and future maintenance costs; equipment trade-ins; and enhancements to building coverage. The City further negotiated additional discounts totaling \$3,250,405 for improvements including raising the utilities shelter and TDMA digital technology to increase user capacity (two independent voice or data paths) without requiring new licenses or extra repeaters. Additional discounts were negotiated for an ISSI 8000 (Inter-RF Subsystem Interface) system to allow disparate public safety or land mobile radio networks, such as different agencies or regional ASTRO 25 systems to securely connect, share talkgroups,

extend geographic coverage, and support automatic seamless roaming in addition to discounts to update the Microwave Aviat which allows for microwave radio transmission or wireless backhaul to send data through the air as an alternative or complement to physical fiber optic cables.

Moreover, the solicitation also required pricing for 2,155 subscriber radios as an option. During negotiations, a discount of \$17,316,268 off an initial price of \$26,614,447 was secured for these devices. In light of the savings offered, the City maintains the option to purchase the subscriber radios at a later date as part of the proposed P25 radio communication system acquisition. A decision on whether to exercise this option will be incorporated in the FY 2028 budget development process.

Based on the extensive incentives, discounts, and negotiated prices staff recommend MSI for award.

On July 2, 2026, the City Commission heard Ci's appeal of the CPO's denial of the protest and to proceed with the recommendation to award the RFP to MSI. The City Commission concurred with the CPO determination on protest denial and award recommendation.

Resource Impact

There is a current fiscal year (FY) impact to the city in the amount of \$3,743,920. Funds for this agreement are available in FY 2026 Community Investment Plan (CIP) in the accounts listed below. Future funding is contingent upon the approval and appropriation of the annual budgets.

<i>Funds available as of July 30, 2026</i>					
ACCOUNT NUMBER	COST CENTER NAME (Program)	CHARACTER/ ACCOUNT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	AMOUNT
10-331-9100-513- 60-6599-P12937	Communication Equipment Upgrades	Capital Outlay/ Construction	\$11,497,593	\$11,124,957	\$3,743,920
TOTAL AMOUNT ►					\$3,743,920

Strategic Connections

This item supports the *Press Play Fort Lauderdale 2029* Strategic Plan, specifically advancing:

- The Guiding Principle: Technology Adaptation

This item advances the *Fast Forward Fort Lauderdale 2035* Vision Plan: We Are United.

This item supports the *Advance Fort Lauderdale 2040* Comprehensive Plan specifically advancing:

- The Internal Support Focus Area

Attachments

Exhibit 1 - Solicitation
Exhibit 2 - Evaluation Committee Scoring Summary
Exhibit 3 - Negotiated Term Sheet
Exhibit 4A - Proposal - Motorola Solutions, Inc. (Part 1 of 4)
Exhibit 4B - Proposal - Motorola Solutions, Inc. (Part 2 of 4)
Exhibit 4C - Proposal - Motorola Solutions, Inc. (Part 3 of 4)
Exhibit 4D - Proposal - Motorola Solutions, Inc. (Part 4 of 4)
Exhibit 5 - Agreement
Exhibit 6 - Primary Point of Contact, Communication, and Notices
Exhibit 7 - Business Associate Agreement
Exhibit 8 - CJIS Security Addendum

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