

# THE STATE OF FLORIDA PURCHASING SOURCE FOR PUBLIC SAFETY COMMUNICATION EQUIPMENT HAS CHANGED.

The former mandatory purchasing source for radios, antennas and repeaters for Florida agencies, State Term Contract “Land Mobile FM or PM Communications Equipment” # 725-500-12-1 expired on December 31st 2017 and was not renewed.

As an alternate contract source for public safety communication equipment, the Florida Department of Management Services selected General Services Administration (GSA) Cooperative Purchasing Program. They determined that this new source is more cost-effective and in the best interest of the state, for use by one or all Florida agencies for purchases, without the requirement of competitive procurement.

The GSA chosen is the NASPO ValuePoint Cooperative Purchasing Organization (formerly WSCA-NASPO), which provides the highest standard of excellence in public cooperative contracting. Read more about NASPO ValuePoint: <http://naspovaluepoint.org/#/home/contracts>

- **Contract Effective Period:** 01/01/2018 through 07/21/2020
- **Purchase Process:** State and local agencies must reference to the new Alternate Contract Source: Public Safety Communication Equipment, Phase 1: Radios, Antennas and Repeater 43190000-18-NASPO-ACS-1

**Motorola Solutions, Inc.** is officially a contractor for the state of Florida agencies on the following categories and sub-categories: radios, base stations, vehicle repeaters and mobile radio antennas. See table and notes below for details<sup>(\*)</sup><sup>(\*\*)</sup>

(\*)

<b>Category: Radios</b>	
Subcategory: Portable, Dual-Band	Subcategory: Mobile, Single-Band tier II
Subcategory: Portable, Single-Band tier I	Subcategory: Mobile, Single-Band tier III
Subcategory: Portable, Single-Band tier II	Subcategory: Desktop, Dual-Band
Subcategory: Portable, Single-Band tier III	Subcategory: Desktop, Single-Band tier I
Subcategory: Mobile, Dual-band	Subcategory: Desktop, Single-Band tier II
Subcategory: Mobile, Single-Band tier I	
<b>Category: Base Stations/Repeaters: Single-Band tier I</b>	
<b>Category: Base Stations/Repeaters: Single-Band tier II</b>	
<b>Category: Mobile radio Antennas</b>	

(\*\*) Accessories have set prices. Consoles are not included on contract, and do not use Services as it only has hourly rates.

## MAIN BENEFITS FOR AGENCIES

**1. NASPO ValuePoint** provides cost-efficient and higher buying power for customers. They leverage the leadership and expertise of all states with the purchasing power of their public entities. NASPO ValuePoint has 59 participants with at least one signed addendum nationwide. <http://naspovaluepoint.org/#/home/contracts>.

**2. Motorola Solutions:** Under the previous contract, we offered agencies a 25% discount on APX™ Radios. Under the new contract, we offer:

- **27% discount on APX Radios**
- **20% discount on Base Stations**

For any questions or additional information, please contact:

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