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Miami-Dade County Board of County Commissioners

**Subject: L3Harris Price Proposal for Miami-Dade Police Department (MDPD)
and Miami Dade Fire Rescue (MDFR) Radios and Services**

To the Board of County Commissioners:

L3Harris understands that the County has recently received an expensive sole source equipment proposal (\$134M) from our competitor Motorola for new equipment and services. We are at a loss to understand why the County did not engage in robust competitive negotiations with both L3Harris and our competitor. These negotiations would have demonstrated that the County could save tens of millions of dollars by competitively purchasing this equipment.

There has been a significant lack of transparency in this process but based on the information that L3Harris does have, there appear to be a number of inaccuracies in the competitor proposal that could have been avoided when comparing proposals in a competitive procurement. L3Harris offers state of the art, industry leading LTE radios that have already been certified for use of the FirstNet LTE system, including our new XL Extreme 400P portable radio designed for fire and severe environments. L3Harris can offer 10,156 new and comparable high quality LTE subscriber radios to the County for MDPD and MDFR use as described in the Table below for \$62M which, based on the information L3Harris has, will likely save the County over \$40M in pricing when compared to the competitor sole source proposal pricing.

In addition, after 30 years of L3Harris and County partnership, Miami-Dade County has one of the busiest and complex technical systems in the world. As agreed upon with the MDPD, L3Harris began a complete system infrastructure upgrade for the MDPD in 2020 which is scheduled for completion this year. The infrastructure changes proposed for the MDPD system in the sole source proposal are complex, unnecessary and duplicative. As a result, the sole source proposal is expensive and premature and the County would benefit enormously by immediately withdrawing the expensive sole source proposal from consideration and having a well-defined competitive procurement.

The radios L3Harris will provide to the County are the same high quality, state of the art LTE radios that L3Harris is providing to the 11,000 Florida Highway Patrol and other State agency users as part of the Statewide Law Enforcement Radio System (SLERS) contract awarded to L3Harris in 2021. L3Harris is ready, willing and able and would gladly welcome the opportunity to provide the County with these industry leading radios for MDPD and MDFR use along with the first year of FirstNet network usage fees at no additional cost.

For further information, set forth in the table below is a detailed description of the L3Harris product and service offering to help provide the County with the ability to make an informed and fair decision.

| RADIOS THAT L3HARRIS CAN PROVIDE | |
|---|--------------------|
| Description | Quantity |
| XL-200P LTE Portable Radios (MDPD) | 4,940 ¹ |
| XL-200M LTE Mobile Radios (MDPD) | 2,796 ¹ |
| XL Extreme 400P LTE Portable Radios (MDFR) | 2,300 ¹ |
| XL-200M LTE Mobile Radios (MDFR) | 120 ¹ |
| Included Features | |
| <ul style="list-style-type: none"> > Multiband radios (VHF, UHF and 700/800 MHz and LTE bands) provide direct interoperability with adjacent P25 systems with different frequencies | |
| <ul style="list-style-type: none"> > AT&T Certified, FirstNet Ready™ LTE Broadband Network Service Software to allow radio use outside boundaries and in areas without land mobile radio system coverage. First year of FirstNet LTE service to be provided at no cost.² | |
| <ul style="list-style-type: none"> > P25 Phase 2 industry trunking software | |
| <ul style="list-style-type: none"> > Wi-Fi, Bluetooth and in-band GPS built-in radio features. First year of Live Earth mapping software for MDPD radio location reporting and mapping | |
| <ul style="list-style-type: none"> > Supports a choice of encryption methods for secure voice and data communications, including AES | |
| <ul style="list-style-type: none"> > Wireless programming over LTE including one year of cloud-based device management over LTE | |
| <ul style="list-style-type: none"> > BeOn push-to-talk-over cellular software extends radio system communications to smartphones, tablets and PCs | |
| <ul style="list-style-type: none"> > All radios come with a 2 year warranty and 3 additional years of warranty (5 years total) | |
| <p>Notes: (1) Based on quantities previously identified to L3Harris</p> <p>(2) Additional network provider service charges after Year 1 are not included</p> | |
| Services To Be Provided | |
| <ul style="list-style-type: none"> > L3Harris to provide Project Management and Engineering Services | |
| <ul style="list-style-type: none"> > L3Harris and Cooper General, the local L3Harris and County trusted partner, to provide Radio Programming And Installation Services | |

Key Points for Consideration

- > The LTE feature included in the L3Harris radios will improve agency interoperability and provide additional radio coverage outside the land mobile radio system coverage boundaries.
- > Location and mapping features will improve situational awareness and the ability to better respond to first responder locations.
- > The wireless programming feature will improve the programming methodology and shorten the time needed to reprogram radios.
- > MDPD and L3Harris signed a multi-million dollar contract in December, 2020 to upgrade the L3Harris infrastructure for the MDPD system. The upgrade will be completed in 2022. The L3Harris radios

included in this proposal have full compatibility and efficiently operate with the existing MDPD L3Harris P25 system.

- > Miami-Dade County has invested in the L3Harris P25 infrastructure upgrade for the MDPD system. Our competitor's costly proposal likely includes millions in unnecessary investment in additional equipment for MDPD's radio system infrastructure to accommodate the competitor radios. These infrastructure changes to the MDPD system are unnecessary.

L3Harris Price

- > The L3Harris price for the MDPD radios and services would be \$45,000,000.
- > The L3Harris price for the MDRR radios and services would be \$17,000,000.
- > The price includes the L3Harris radios, radio features and services as set forth in the Table above.
- > Of course, the definitive contract for the County's purchase of the L3Harris radios, radio features and services set forth in the Table above containing terms and conditions mutually agreed upon by both parties could be completed promptly.

Respectfully, there is no real emergency in proceeding with this unnecessarily expensive sole source procurement other than the artificial deadline set by our competitor, requiring the County to enter into an agreement by a date certain or face an increase in price. However, if the County engages in a competitive negotiation with L3Harris, instead of facing an artificial deadline for a multi-million dollar price increase, it would benefit from multi-million dollar savings, while furthering the strong public policy of the State and the County to competitively secure the best price and terms for your taxpayers. Therefore, L3Harris respectfully requests that the County reject our competitor's attempt to sell the County a premature, overly expensive, inaccurate sole source solution and pull this item from your meeting agendas.

In summary, we are hopeful that the County will provide L3Harris with the opportunity to continue to support the County and provide substantial savings to the County and your taxpayers. L3Harris is prepared to meet with the County to discuss this Proposal in more detail and the significant L3Harris benefits for the County and your taxpayers.

Respectfully,

A handwritten signature in blue ink that reads "Aaron Williams" followed by a stylized initial "AW".

Aaron Williams
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