



**OPERATIONS COMMITTEE
January 21, 1998**

Los Angeles County
Metropolitan
Transportation
Authority

SUBJECT: PROCUREMENT OF BASE STATION RADIO EQUIPMENT FOR METRO FREEWAY SERVICE PATROL

ACTION: AWARD CONTRACT TO MOTOROLA FOR THE PROCUREMENT OF BASE STATION RADIO EQUIPMENT

One Gateway Plaza
Los Angeles, CA
90012

RECOMMENDATION

213.922.6000

Award Contract OP-3350-4010 for Metro Freeway Service Patrol communications base station equipment to Motorola Communications and Electronics, Inc. in the amount of \$354,149.

Mailing Address:
P.O. Box 194

RATIONALE

Los Angeles, CA 90053

The base station radio equipment provides Freeway Service Patrol (FSP) communication services for voice and data operations. Currently, MTA uses leased equipment from LA County for radio communications between the CHP dispatch center and the FSP tow truck operators along the Antelope Freeway (Route 14). The cost for this lease is approximately \$672,000 per year.

The leased system currently in use is 450 MHz. The reliability of the 450 MHz radio communications along the Antelope Freeway (Route 14) is poor. The lack of available radio coverage and the overloaded channel usage in the San Fernando Valley make the existing radio communications difficult for tow truck operators and the CHP dispatchers which increases possible safety concerns and decreases the overall efficiency of the FSP program.

This procurement is part of a Board approved strategy to reduce overall operating costs and increase the level of service for the FSP program by pursuing ownership of the communication system instead of continuing to lease communication services. The strategy was approved in December 1994 with the initial purchase of a 900 MHz radio system.

The use of cellular technology was investigated as a cost effective alternative means of communication for the Antelope Valley region. Because the rest of LA County operates on the 900 MHz system, cellular operation would introduce a specialized manual operation for the CHP dispatch center and require dedicated staff. In addition, lapses in cellular communication in that region and the inability to communicate or obtain priority when the cellular sites are overloaded does not make cellular technology a viable option.

The base station equipment will also facilitate communications for future FSP program expansion into the north San Fernando Valley regions along Route 5 (I-5) and Foothill Freeways (Route 210).

FINANCIAL IMPACT

Adequate funds are reserved in the FY'98 Budget under Cost Center 3350, Congestion Relief Operations.

PROCUREMENT SUMMARY

Background

In March, 1997 RFP OP33502502 was issued and advertised for base station equipment and installation. A combined procurement for equipment purchase and installation services of base station radio equipment for Oat Mountain and Hauser Peak, was initially viewed as a single source, however, the Procurement Department and the Project Management determined it would be beneficial to the MTA to attempt to solicit competition, in the belief that there would be more than one potential installation contractor, even though the equipment could be procured only from Motorola.

Two proposals were received and upon staff review, interviews, negotiations, and Best and Final Offers, Motorola was the recommended proposer based upon their higher technical rating and significantly lower price. On November 5, 1997 a protest was filed by the losing proposer, Amelco Electric, based on failure to comply with the provisions of PUC 130238 requiring a 2/3 vote of the Board to conduct competitive negotiations for specialized telecommunications equipment. Upon review of the substance of both proposals, it was determined that the predominant component of the project was, in fact, acquisition of equipment rather than services, and would properly have fallen under PUC 130238. Further action on the procurement was therefore terminated. Although found to be without merit in the protest, Amelco also stated it was hindered in its ability to compete on the entire project because it was unable to obtain favorable terms and pricing from the equipment supplier, Motorola.

In order to maximize competition, staff has separated this procurement into its two parts, 1) this non-competitive equipment procurement, for essentially the same equipment and training as that previously proposed and negotiated under OP33502502 and 2) a competitive procurement for the installation and related services.

Sole Source Justification

MTA staff has determined it is necessary that the additional base stations and related mobile radios be manufactured by Motorola in order to be compatible with the existing FSP radio system. Identical or compatible parts are not available from another manufacturer because the existing Motorola system has a proprietary "trunking" feature. A market survey of authorized

Motorola dealers indicates that the dealer network is not authorized to sell the "trunked" "Smartnet" line of radio equipment required for compatibility with the existing hardware. Separately, Motorola has confirmed that it does not sell "Smartnet" equipment except on a factory direct basis.


For these reasons, Motorola is the only source of supply for the purchase of the Base Station Radio Equipment for Oat Mountain and Hauser Peak and the procurement is for the sole purpose of duplicating equipment already owned and in use by the MTA. Pursuant to PUC 130237, purchase without observance of the competitive bidding requirements of PUC 130232 is proper.

SMALL BUSINESS PARTICIPATION

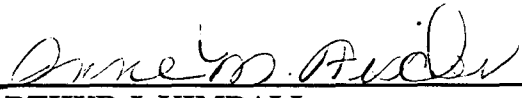
The MTA waived the DBE goal for this specialized procurement based on the fact that the identified provider, Motorola, is the sole source vendor and proprietor of the SmartNet Trunking Radio equipment. The Authority's plan to migrate from the current conventional communication mode to a trunking operation, technically, requires the use of Motorola equipment to ensure:

- (a) trunking compatibility with the existing Motorola radio system;
- (b) hardware and software interface compatibility to current Motorola equipment;
- (c) interface compatibility with Caltrans' console;
- (d) maintenance, training and overall system integrity and functionality.

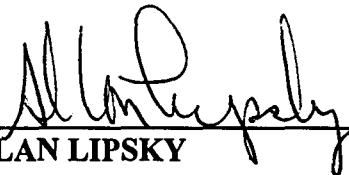
Prepared by: Dave Vila and Al Martinez



ELLEN G. LEVINE
Executive Officer
Transit Operations



ARTHUR J. KIMBALL
Executive Officer
Procurement



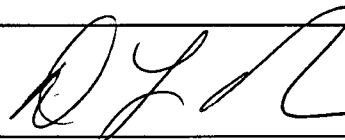
ALLAN LIPSKY
Office of the Chief Executive Officer

Procurement of Base Station Radio Equipment
 Operations Committee Date: January 21, 1998

BOARD REPORT ATTACHMENT "A"
 PROCUREMENT SUMMARY
 NEGOTIATED PROCUREMENT

1.	Recommended Vendor:
	Name: Motorola Communications and Electronics, Inc.
	City: San Diego, CA
	Total Dollar Amount: \$354,149
2.	Description of Contract Services: Procurement of Base Station Radio Equipment at Oat Mt. and Hauser Peak
3.	Contract Type: Firm Fixed Price
4.	RFP Issued: December 8, 1997
5.	Advertise Date: N/A - Single Source Exception -
6.	DBE Participation Goal: None
	Responsive?: Not Applicable
7.	No. of Notifications Sent to Vendors: 1
8.	No. of Proposals Picked up by Vendors: 1
9.	Pre-proposal conference date: Not Applicable
10.	No. of proposals submitted: 1
11.	Date proposals received: December 23, 1997
12.	Negotiation record: See Board Report
	Recommendation: Award to Motorola C & E, Inc.
13.	Protest Received: None as of this date
14.	Disposition of Protest/Appeal: Not Applicable
15.	Conflict of Interest Certifications Submitted to Ethics? Yes 1/2/98
16.	Audit Report Completed? Yes -12/31/97
17.	EO Evaluation Completed? Not Applicable
18.	Contract Administrator: David L. Vila
	Tel: 922-1028
17.	Project Manager: Robert Fischer / Al Martinez
	Tel: 922-6616/2956

Concur:



Date

1/9/98

David L. Vila, Contract Admin. Mgr.

Concur:



Date

1/9/98

Anne M. Fischer, Actg. Dep. Exec. Officer,
 Procurement