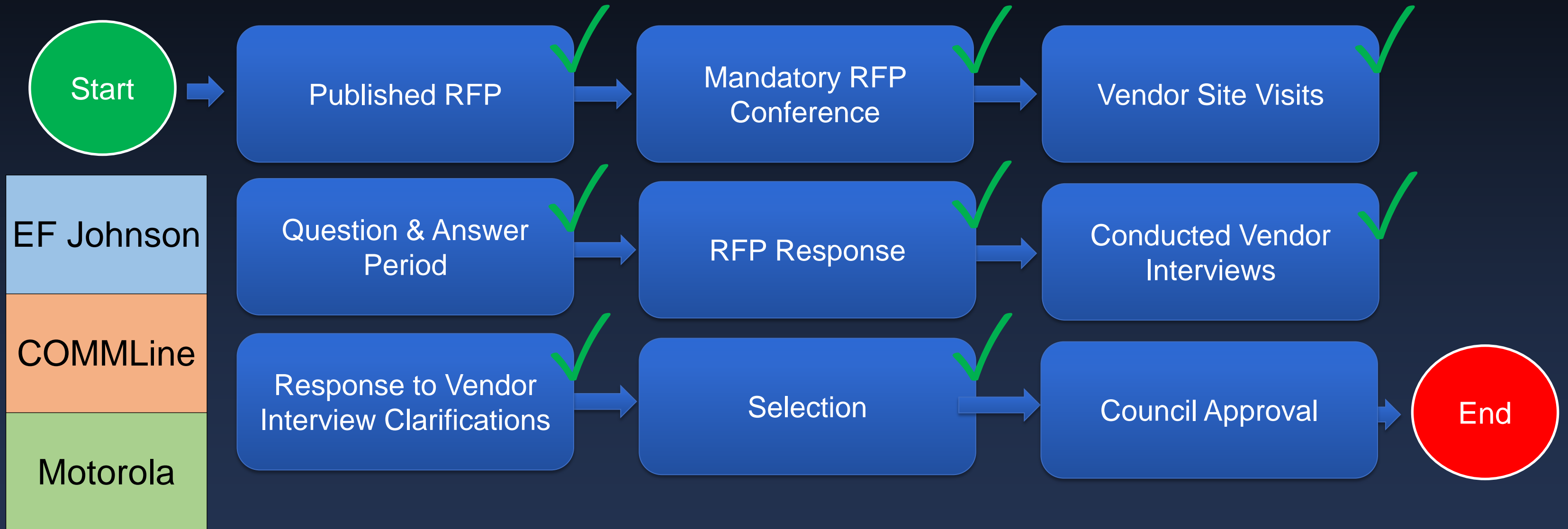


City of Lompoc  
City Radio Network Upgrade  
City Council  
March 19, 2024  
6:30 PM

# RFP Process Steps



# Evaluation Final

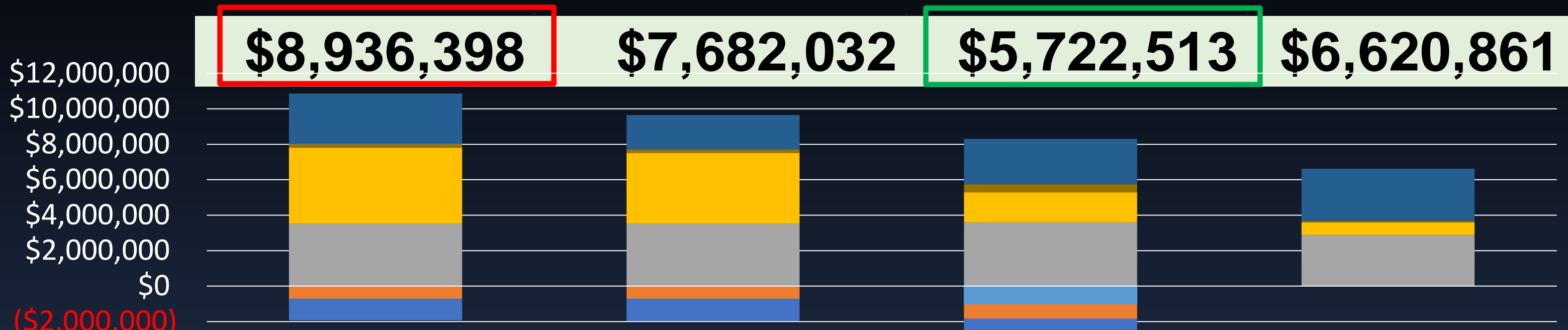
City of Lompoc RFP #3016

## RFP Evaluation- Summary

### Summary

Vendor	1. Financials	2. References	3. Project Mgmt, Implementation & Migration Plan	4. Proposed System Design	5. Interviews	6. Cost	7. Overall Evaluation	Total Available Points	Vendor's Score	Vendor's Ranking
	<b>10</b>	<b>5</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>15</b>	<b>10</b>	<b>100</b>		
Motorola	8.0	3.33	17.61	15.22	18.73	9.61	7.50	<b>80.00</b>	<b>80.0%</b>	<b>2</b>
Motorola Alternative	8.0	3.33	17.56	16.00	18.73	11.17	4.50	<b>79.30</b>	<b>79.3%</b>	<b>3</b>
EF Johnson	6.0	3.65	17.70	17.73	19.17	15.00	7.00	<b>86.26</b>	<b>86.3%</b>	<b>1</b>
Commline Inc	5.0	2.48	16.09	14.42	18.67	12.96	6.00	<b>75.63</b>	<b>75.6%</b>	<b>4</b>

# Cost Analysis: Capital Costs Per RFP Response



	Motorola	Motorola Alt	EF Johnson	COMMLine
System Equipment	\$2,859,773	\$1,943,310	\$2,560,842	\$2,932,636
MCP / Spares	\$194,347	\$194,347	\$446,515	\$96,554
Implementation	\$4,291,491	\$3,996,743	\$1,694,160	\$714,000
Subscribers	\$3,516,785	\$3,516,785	\$3,598,446	\$2,877,671
System Discount	(\$1,219,510)	(\$1,262,664)	(\$750,000)	\$0
Subscriber Discount	(\$706,488)	(\$706,488)	(\$800,000)	\$0
Additional Discount	\$0	\$0	(\$1,027,450)	\$0

EF Johnson Ranked Number 1 Based on Overall Score

Note: It does not include "Additional discount contingent on purchase of a multi-year maintenance, support, and lifecycle services."

\$ (185,000.00)



# City Radio Network Upgrade

Addresses: End of Life System & Coverage



Dispatch Center



Handheld/Portables



Microwave Backhaul  
Land Mobile Radio

# City Radio Network Upgrade Agreement

- Negotiated an Agreement for \$3,976,569 to replace End of Life:
  - Land Mobile Radio System
  - Backhaul System (Microwave / Fiber)
  - Dispatch Consoles
  - Infrastructure (Antenna, Shelter, Generator)
  - Subscribers (handhelds / Mobiles)





# Thank You!

## Z Consulting Group

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