

Honorable Mayor and Members
of the Torrance City Council
City Hall
Torrance, California

Members of the Council:

SUBJECT: Fire and Communications & Information Technology – Reject four bids received and authorize purchase order for P25 UHF and VHF mobile and portable radios. Expenditure: Not to exceed \$495,121.99.

RECOMMENDATION

Recommendation of the Fire Chief and the Information Technology Director that the City Council:

- 1) Reject the bid from Williams USA Inc of Windsor, California, as non-responsive;
- 2) Reject the bid from Relm Wireless Corporation of West Melbourne, Florida, as non-responsive;
- 3) Reject the bid from Bassett Sales of Burbank, California, as non-responsive;
- 4) Reject the bid from 911 Vehicle of Chino, California, as non-responsive; and
- 5) Authorize a purchase order to Motorola Solutions of San Diego, California, in the amount of \$495,121.99 (including 8.75% sales tax) for the purchase of Project 25 compliant UHF and VHF mobile and portable radios for the Torrance Fire Department (B2011-32).

Funding

Funding is available from the FY 2008 Urban Areas Security Initiative federal grant (\$506,610). Funds will be received after expenditures are incurred.

BACKGROUND

On September 22, 2009, Torrance City Council accepted and appropriated the Fiscal Year (FY) 2008 Urban Areas Security Initiative (UASI) federal grant in the amount of \$310,716, of which \$6,750 was for Terrorism Liaison Officer (TLO) training and \$303,966 - for the purchase of self-contained breathing apparatus (SCBA). The Council also approved the subrecipient Agreement with the City of Los Angeles.

On March 8, 2011, Torrance City Council accepted and appropriated an additional allocation of FY 2008 UASI federal grant in the amount of \$506,610 for the purchase of P25 radios and approved a first amendment to the FY 2008 UASI Agreement with the City of Los Angeles (C2009-183) to increase the UASI 08 grant amount allocated to City of Torrance by \$506,610 for a new total of \$817,326. The first amendment also extended the term of the Agreement to April 30, 2011.

On July 12, 2011, Council approved a first supplemental to the agreement with the City of Los Angeles (C2009-183) for the Fiscal Year 2008 Urban Areas Security Initiative grant (UASI), extending the term to November 30, 2011 to allow the continuation and completion of the activities authorized under the Agreement. The only activity remaining to be completed is the purchase of the Project 25 compliant radios. While the November 30, 2011 is the extension for the agreement and UASI 2008 grant, the City of Torrance and all subrecipients have a deadline to submit the request for reimbursement and all paid invoices by October 31, 2011.

ANALYSIS

The City issued Notice Inviting Bids (B2011-32) for UHF and VHF Mobile and Portable Radios for the Torrance Fire Department. This bid was advertised in the Daily Breeze newspaper on Sunday, July 31, 2011. Based on vendor feedback, two (2) addendums were issued. The first addendum (Addendum # 1 issued August 8, 2011) clarified the requirement to have a migration path for upgrading to a digital trunked system, removed a receiver sensitivity requirement and added a different specification for a radio receiver adjacent channel rejection selectivity requirement. The Radio receiver sensitivity was changed, the reference to button knob and switch specifications were changed to functional descriptions and a definition was added for the term "one step". Addendum #2 was issued August 16, 2011 adding analog signaling feature, clarification was made for brand names and specification appearance to a certain brand or manufacturer.

Sealed Bids were opened on August 25, 2011. The City received bids from 6 vendors as indicated in the table below.

Vendor	Total Bid Price Submittal (without extended warranty)	Comments
Williams USA Winsor, CA	\$363,358.76 Brand Bid: ICOM and OTTO	Does not meet bid specifications
Relm Wireless Corporation West Melbourne, FL	\$405,461.32 Brand Bid: RELM BK	Does not meet bid specifications
Advanced Electronics, Inc. Redondo Beach, CA	\$696,468.46 Brand Bid: Motorola	City staff has corrected vendor's mathematical extension error. Bid Item unit price did not change. Vendor was notified.
Motorola Solutions Inc.* San Diego, CA	\$495,121.99 Brand Bid: Motorola	City staff has corrected vendor's mathematical extension error. Bid Item unit price did not change. Vendor was notified.
Bassett Sales Burbank, CA	Unable to evaluate. Bid was submitted on original bid proposal sheet. Bid required that responses be submitted on bid proposal pages recognized by the document footer "Addendum #2 Issued August 16, 2011". Bid was submitted as Addendum #1	
911 Vehicle Chino, CA	Unable to evaluate. Bid was submitted on Addendum #1 bid proposal sheet. Bid required that responses be submitted on bid proposal pages recognized by the document footer "Addendum #2 Issued August 16, 2011". Bid was submitted as Addendum #1	

*Lowest Responsible Bidder

During the bid review process, staff found the bid received from Williams USA of Windsor California and from Relm Wireless Corporation of West Melbourne Florida did not meet the specifications as stated in the Notice Inviting Bids. As such, staff is recommending rejection of these two bids for the following reasons:

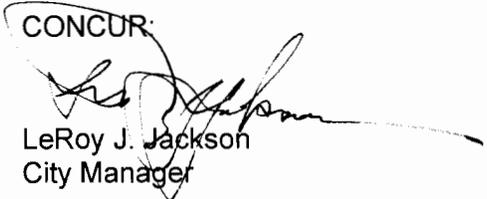
Williams USA, Windsor, CA	
Bid Specification	Vendor Response
15 "Full Keypad" UHF portable radios	"Limited Keypad" UHF portables radio
1000 radio channel capability	512 radio channel capability
240 extra portable batteries	Bid only 120 extra batteries commenting that the radios come with batteries and assumed the City only wanted 120 instead of the 240 that was in the bid specification.
Yellow Portable Cases (This feature was requested for increased visibility for firefighter safety.)	Vendor's product does not have a yellow portable case. However, if this was the only deviation from the bid specifications, the bid would not have been rejected.
MDC1200 signaling in the UHF portables radios (This feature is used in our current dispatch console and CAD system for dispatching and fire fighter identification and is crucial part of our system)	Feature isn't available in their UHF portable radios at this time.
3 Dual head mobile radios	Single head UHF mobile radio bid. Vendor supplied the same part numbers and pricing for both items. The product specification sheet included is generic. Staff could not determine if the bid was accurate based on provided information.
Relm Wireless Corporation, West Melbourne, Florida	
Bid Specification	Vendor Response
MDC1200 signaling for the UHF mobile or portable radios (This feature is used in our current dispatch console and CAD system for dispatching and fire fighter identification and is crucial part of our system. These radios would not be able to go into service without this feature.)	Vendor cannot provide this feature until a future date. Vendor noted it could be available 120 days (4 months) after the award of bid.
Yellow UHF portable case (This feature was requested for increased visibility for firefighter safety.)	Vendor is unable to ship this item but stated that they will provide black case and could deliver the yellow case 120 days (4 months) after the award of the bid. If this was the only deviation from the bid specifications, the bid would not have been rejected.

Respectfully submitted,


WILLIAM RACOWSKI
Fire Chief


RICHARD SHIGAKI
Information Technology Director

CONCUR:


LeRoy J. Jackson
City Manager

- Attachments:
- A. Evidence regarding nonresponsive bid: 911 Vehicle
 - B. Evidence regarding nonresponsive bid: Bassett Sales
 - C. Evidence regarding nonresponsive bid:
Relm Wireless Corporation
 - D. Evidence regarding nonresponsive bid: Williams, USA

Torrance Fire Department:

1701 Crenshaw Blvd.

Torrance CA, 90501

911 Vehicle

Chino, CA

Bid Results for Bid B2011-32 – for UHF and VHF Mobile and Portable Radios for the Torrance Fire Department

Dear Sir/Madam,

After evaluation of your bid, the City of Torrance has determined that Williams USA is a non-responsive bidder per the Torrance Municipal Code Sections 22.1.4(c) and 22.3.9(c)(1).

The lowest responsible bidder is determined based upon a number of factors including: "The ability of the bidder to perform the contract within the time specified, without delay." (Torrance Municipal Code section 22.1.4(c)) The City may reject a bid "if the apparent lowest bidder is non-responsive due to defects, technicalities or informalities in their bid proposal..." (Torrance Municipal Code section 22.3.9(c)(1)). The bid submitted by 911 Vehicle did not meet the bid specifications for the following reason:

911 Vehicle Chino, CA	Unable to evaluate. Bid was submitted on Addendum #1 bid proposal sheet. Bid required that responses be submitted on bid proposal pages recognized by the document footer "Addendum #2 Issued August 16, 2011". Bid was submitted as Addendum #1
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If you do not agree with this assessment, you can present your side either in writing to:

City of Torrance
Office of the City Clerk
3031 Torrance Blvd.
Torrance CA 90503.

Or in person at the upcoming City Council meeting on September 13, 2011 at 7:00 PM in the Council Chambers located at 3031 Torrance Bl Torrance CA 90503.

We would like to thank you for participating in the bid process with the City of Torrance.

Respectfully,

Martin A. Serna

**Assistant Chief/Administration Division/Fire Department City of Torrance | 1701 Crenshaw Blvd |
Torrance CA 90501 | 310.781.7035 voice | 310.781.7030 fax | mserna@TorranceCA.Gov |
www.TorranceCA.Gov.**



Notice Inviting Bids

City of Torrance | 3031 Torrance Blvd, Torrance CA 90503 | www.TorranceCA.Gov

Addendum #2

Bid No. B2011- 32

Bid to Furnish UHF and VHF Mobile and Portable Radios for the Torrance Fire Department

BID SUBMITTAL INFORMATION

Bids may be mailed or hand delivered. No faxed bids will be accepted.

Late bids will not be accepted.

Location: Office of the City Clerk
3031 Torrance Blvd.
Torrance, CA 90503

Date: Thursday, August 25, 2011

Time Deadline: **2:00 P.M.**

Bids will be opened and publicly read aloud at 2:15 p.m. on the same date in the Council Chambers.

An original plus two (2) copies sealed in an envelope and marked with the bid number and title must be submitted by the deadline. Your bid submittal must include the following:

- Vendor's Response (Section III of this document) on the forms provided. If additional space is required, please attach additional pages.

Prior to the award of a Purchase Agreement (if applicable, see below) the following is to be submitted to the Purchasing Division:

- Proof of a City of Torrance Business License:

You are required to have a City of Torrance Business License if your company is located in the City of Torrance; will physically be working in the City of Torrance; or will be using your own vehicles to deliver to the City of Torrance. For additional information and licensing requirements, please contact the City of Torrance Business License Office at (310) 618-5923.

Questions regarding this Notice Inviting Bids should be directed to:

Felice N. Fromm
Purchasing Manager
(310) 618-5820

Bid No. B2011- 32

**Bid to Furnish UHF and VHF Mobile and Portable Radios for the
Torrance Fire Department****SECTION III BID PROPOSAL**

FAILURE TO COMPLETE ALL ITEMS IN THIS SECTION MAY INVALIDATE BID.

In accordance with your "Invitation to Bid", the following bid proposal is submitted to the City of
Torrance.**Bid Proposal Submitted By:**_____
Name of Company_____
Address_____
City/State/Zip Code_____
Telephone Number/Fax Number_____
Printed Name/Title_____
Signature_____
Date**Form of Business Organization:**

Please indicate the following (check one);

 Corporation Partnership Sole Proprietorship Other: _____**Business History:**

How long have you been in business under your current name and form of business? ___ years.

If less than three (3) years and your company was in business under a different name, what was that
name?_____

Bid No. B2011-32	Bid to Furnish UHF and VHF Mobile and Portable Radios for the Torrance Fire Department
SECTION III BID PROPOSAL	

FAILURE TO COMPLETE ALL ITEMS IN THIS SECTION MAY INVALIDATE BID.

In accordance with your "Invitation to Bid", the following bid proposal is submitted to the City of Torrance.

Bid Proposal Submitted By:

911 Vehicle

Name of Company

2130 E. Winston Road

Address

Anaheim, CA 92806

City/State/Zip Code

714-808-0911 / 714-808-0916

Telephone Number/Fax Number

Dan Walters / President

Printed Name/Title

[Handwritten Signature]

Signature

8/23/11

Date

Form of Business Organization:

Please indicate the following (check one);

Corporation Partnership Sole Proprietorship Other: _____

Business History:

How long have you been in business under your current name and form of business? 11 years.

If less than three (3) years and your company was in business under a different name, what was that name?

Torrance Fire Department:

1701 Crenshaw Blvd.

Torrance CA, 90501

Bassett Sales

Burbank, CA

Bid Results for Bid B2011-32 – for UHF and VHF Mobile and Portable Radios for the Torrance Fire Department

Dear Sir/Madam,

After evaluation of your bid, the City of Torrance has determined that Williams USA is a non-responsive bidder per the Torrance Municipal Code Sections 22.1.4(c) and 22.3.9(c)(1).

The lowest responsible bidder is determined based upon a number of factors including: "The ability of the bidder to perform the contract within the time specified, without delay." (Torrance Municipal Code section 22.1.4(c)) The City may reject a bid "if the apparent lowest bidder is non-responsive due to defects, technicalities or informalities in their bid proposal..." (Torrance Municipal Code section 22.3.9(c)(1)). The bid submitted by Bassett Sales did not meet the bid specifications for the following reason:

Bassett Sales Burbank, CA	Unable to evaluate. Bid was submitted on original bid proposal sheet. Bid required that responses be submitted on bid proposal pages recognized by the document footer "Addendum #2 Issued August 16, 2011". Bid was submitted as Addendum #1
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If you do not agree with this assessment, you can present your side either in writing to:

City of Torrance

Office of the City Clerk

3031 Torrance Blvd.

Torrance CA 90503.

Or in person at the upcoming City Council meeting on September 13, 2011 at 7:00 PM in the Council Chambers located at 3031 Torrance Bl Torrance CA 90503.

We would like to thank you for participating in the bid process with the City of Torrance.

Respectfully,

Martin A. Serna**Assistant Chief/Administration Division/Fire Department City of Torrance | 1701 Crenshaw Blvd |****Torrance CA 90501 | 310.781.7035 voice | 310.781.7030 fax | mserna@TorranceCA.Gov |****www.TorranceCA.Gov.**



Notice Inviting Bids

Addendum #2

City of Torrance | 3031 Torrance Blvd, Torrance CA 90503 | www.TorranceCA.Gov

Bid No. B2011- 32

Bid to Furnish UHF and VHF Mobile and Portable Radios for the Torrance Fire Department

BID SUBMITTAL INFORMATION

Bids may be mailed or hand delivered. No faxed bids will be accepted.

Late bids will not be accepted.

Location: Office of the City Clerk
3031 Torrance Blvd.
Torrance, CA 90503

Date: Thursday, August 25, 2011

Time Deadline: **2:00 P.M.**

Bids will be opened and publicly read aloud at 2:15 p.m. on the same date in the Council Chambers.

An original plus two (2) copies sealed in an envelope and marked with the bid number and title must be submitted by the deadline. Your bid submittal must include the following:

- Vendor's Response (Section III of this document) on the forms provided. If additional space is required, please attach additional pages.

Prior to the award of a Purchase Agreement (if applicable, see below) the following is to be submitted to the Purchasing Division:

- Proof of a City of Torrance Business License:

You are required to have a City of Torrance Business License if your company is located in the City of Torrance; will physically be working in the City of Torrance; or will be using your own vehicles to deliver to the City of Torrance. For additional information and licensing requirements, please contact the City of Torrance Business License Office at (310) 618-5923.

Questions regarding this Notice Inviting Bids should be directed to:

Felice N. Fromm
Purchasing Manager
(310) 618-5820

Bid No. B2011- 32

**Bid to Furnish UHF and VHF Mobile and Portable Radios for the
Torrance Fire Department**

SECTION III BID PROPOSAL

FAILURE TO COMPLETE ALL ITEMS IN THIS SECTION MAY INVALIDATE BID.

In accordance with your "Invitation to Bid", the following bid proposal is submitted to the City of Torrance.

Bid Proposal Submitted By:

Name of Company

Address

City/State/Zip Code

Telephone Number/Fax Number

Printed Name/Title

Signature

Date

Form of Business Organization:

Please indicate the following (check one);

Corporation Partnership Sole Proprietorship Other: _____

Business History:

How long have you been in business under your current name and form of business? ____ years.

If less than three (3) years and your company was in business under a different name, what was that name?

Bid No. B2011-32

Bid to Furnish UHF and VHF Mobile and Portable Radios for the
Torrance Fire Department

SECTION III BID PROPOSAL

FAILURE TO COMPLETE ALL ITEMS IN THIS SECTION MAY INVALIDATE BID.

In accordance with your "Invitation to Bid", the following bid proposal is submitted to the City of
Torrance.**Bid Proposal Submitted By:**BASSETT SALES CORPORATION

Name of Company

1101 CHESTNUT STREET

Address

BURBANK CA 91506

City/State/Zip Code

TEL: (800) 422-1003 FAX: (818) 766-8917

Telephone Number/Fax Number

CRAIG E. BASSETT / PRESIDENT

Printed Name/Title

Craig E. Bassett

Signature

8-15-11

Date

Form of Business Organization:

Please indicate the following (check one);

 Corporation Partnership Sole Proprietorship Other: _____**Business History:**How long have you been in business under your current name and form of business? 30 years.If less than three (3) years and your company was in business under a different name, what was that
name?

Torrance Fire Department:

1701 Crenshaw Blvd.

Torrance CA, 90501

Relm Wireless Corporation

West Melbourne, FL

Bid Results for Bid B2011-32 – for UHF and VHF Mobile and Portable Radios for the Torrance Fire Department

Dear Sir/Madam,

After evaluation of your bid, the City of Torrance has determined that Williams USA is a non-responsive bidder per the Torrance Municipal Code Sections 22.1.4(c) and 22.3.9(c)(1).

The lowest responsible bidder is determined based upon a number of factors including: "The ability of the bidder to perform the contract within the time specified, without delay." (Torrance Municipal Code section 22.1.4(c)) The City may reject a bid "if the apparent lowest bidder is non-responsive due to defects, technicalities or informalities in their bid proposal..." (Torrance Municipal Code section 22.3.9(c)(1)). The bid submitted in by Relm Wireless Corporation did not meet bid specifications due to the following

Relm Wireless Corporation, West Melbourne, Florida	
Bid Specification	Vendor Response
MDC1200 signaling for the UHF mobile or portable radios (This feature is used in our current dispatch console and CAD system for dispatching and fire fighter identification and is crucial part of our system. These radios would not be able to go into service without this feature.)	Vendor cannot provide this feature until a future date. Vendor noted it could be available 120 days (4 months) after the award of bid.
Yellow UHF portable case (This feature was requested for increased visibility for firefighter safety.)	Vendor is unable to ship this item but stated that they will provide black case and could deliver the yellow case 120 days (4 months) after the award of the bid. If this was the only deviation from the bid specifications, the bid would not have been rejected.

If you do not agree with this assessment, you can present your side either in writing to:

City of Torrance

Office of the City Clerk

3031 Torrance Blvd.

Torrance CA 90503.

Or in person at the upcoming City Council meeting on September 13, 2011 at 7:00 PM in the Council Chambers located at 3031 Torrance Bl Torrance CA 90503.

We would like to thank you for participating in the bid process with the City of Torrance.

Respectfully,

Martin A. Serna

Assistant Chief/Administration Division/Fire Department City of Torrance | 1701 Crenshaw Blvd |

Torrance CA 90501 | 310.781.7035 voice | 310.781.7030 fax | mserna@TorranceCA.Gov |

www.TorranceCA.Gov.

Contact for Additional Information:

Please provide the name of the individual at your company to contact for any additional information

Name

Title

Telephone Number/Fax Number

Addenda Received:

Please indicate addenda information you have received regarding this bid:

Addendum No. ____ Date Received: _____
 Addendum No. ____ Date Received: _____
 Addendum No. ____ Date Received: _____
 Addendum No. ____ Date Received: _____

_____ No Addenda received regarding this bid.

Payment Terms: The City of Torrance Payment term is Net 30. The City does not make pre-payments, or pay upon receipt.

Do you offer any discounted invoice terms? _____

Delivery Deadline:

The City intends to purchase these products using funding from the Fiscal Year 08 Urban Area Security Initiative (UASI) Grant, and as such, the City must have delivery and acceptance of products ordered, as well as invoices paid in time to submit a request for reimbursement (for the UASI Grant) no later than October 31, 2011.

What is the lead-time for delivery from receipt of a purchase order? _____ Calendar days

Inside Delivery Location:

Communications and Information Technology Department/Communications Division
 20500 Madrona Avenue
 Torrance, CA 90503

Successful Bidder is to contact Mr. Jerry Edwards of the Communications Division at 310-781-6969 to coordinate delivery.

Vendor Name: RELM WIRELESS CORPORATION

Bid- Submittal Requirement and Acknowledgement			
Bid Item #2			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
<p>41 Each UHF Mobile Radios</p> <ul style="list-style-type: none"> • Frequency range from 450-520 MHz • Radio power adjustable up to 45 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • Radios must come with single remote mount control head option with external speaker • 14 digit character display • 1000 minimum channel capability with display • Project 25 compliant • MDC 1200 analog signaling feature with no limitations • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Radio receiver adjacent channel rejection selectivity must be 75 dB (12.5 kHz) & 82 dB (25 kHz) or better • Radio must meet -80dB Intermodulation or better 	<p>✓ BETTER (440 TO 520 MHz)</p> <p>✓ BETTER (UP TO 50 WATTS)</p> <p>✓</p> <p>✓</p> <p>✓</p> <p>✓ BETTER (PROGRAMMABLE COLOR TFT DAY/NIGHT TOUCH SCREEN)</p> <p>✓ BETTER (2048 CHANNELS)</p> <p>✓</p> <p>✓ DELIVERABLE AS FLASH UPGRADE IN 120 DAYS</p> <p>✓</p>	<p>✓ -67 dB (12.5)</p> <p>✓ -77 dB (25)</p> <p>✓ -75 dB</p>	<p>CLASS A SPECS SEE ATTACHMENTS #2</p>

Continued on Next Page.....

Vendor Name: RELM WIRELESS CORPORATION

Bid- Submittal Requirement and Acknowledgement			
Bid Item # 3			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
3 Each UHF Mobile Radios <ul style="list-style-type: none"> • Frequency range from 450-520 MHz • Radio power adjustable up to 45 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • Radios must come with dual remote mount control heads with external speakers • 14 digit character display • 1000 minimum channel capability with display • Project 25 compliant • MDC 1200 signaling feature with no limitations • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Radio receiver adjacent channel rejection selectivity must be 75 dB (12.5 kHz) & 82 dB (25 kHz) or better • Radio must meet -80dB Intermodulation or better 	✓ BETTER (440-520 MHz) ✓ BETTER (UPTO 50 WATTS) ✓ ✓ ✓ ✓ BETTER (PROGRAMMABLE COLOR TFT DAY/NIGHT TOUCH SCREEN) ✓ BETTER (2048 CHANNELS) ✓ ✓ DELIVERABLE AS FLASH UPGRADE IN 120 DAYS ✓	✓ -67dB (12.5) -77dB (25) ✓ -75dB	CLASS A SPECS SEE ATTACHMENTS #2

Continued on Next Page.....

Torrance Fire Department:

1701 Crenshaw Blvd.

Torrance CA, 90501

Philip E. Williams
 PO Box 899
 Williams USA 94592
 Winsor, CA

Dear Mr. Williams,

After evaluation of your bid, the City of Torrance has determined that Williams USA is a non-responsive bidder per the Torrance Municipal Code Sections 22.1.4(b), 22.1.4(h), and 22.3.9(c)(1).

The lowest responsible bidder is determined based upon a number of factors including: “The ability, capacity, facilities and skill of the bidder to perform the contract.” (Torrance Municipal Code section 22.1.4(b)) Another factor is “The quality, availability and adaptability of the supplies and equipment to the particular use required.” (Torrance Municipal Code section 22.1.4(h)). The City may reject a bid “if the apparent lowest bidder is non-responsive due to defects, technicalities or informalities in their bid proposal...” (Torrance Municipal Code section 22.3.9(c)(1)). The bid submitted by Williams USA did not meet bid specifications for the following reasons:

Williams USA, Windsor, CA	
Bid Specification	Vendor Response
15 “Full Keypad” UHF portable radios	“Limited Keypad” UHF portables radio
1000 radio channel capability	512 radio channel capability
240 extra portable batteries	Bid only 120 extra batteries commenting that the radios come with batteries and assumed the City only wanted 120 instead of the 240 that was in the bid specification.
Yellow Portable Cases (This feature was requested for increased visibility for firefighter safety.)	Vendor’s product does not have a yellow portable case. However, if this was the only deviation from the bid specifications, the bid would not have been rejected.
MDC1200 signaling in the UHF portables radios (This feature is used in our current dispatch console and CAD system for dispatching and fire fighter identification and is crucial part of our system)	Feature isn’t available in their UHF portable radios at this time.
3 Dual head mobile radios	Single head UHF mobile radio bid. Vendor supplied the same part numbers and pricing for both items. The product specification sheet included is generic. Staff could not determine if the bid was accurate based on provided information.

If you do not agree with this assessment, you can present your side either in writing to:

City of Torrance
Office of the City Clerk
3031 Torrance Blvd.
Torrance CA 90503.

Or in person at the upcoming City Council meeting on September 13, 2011 at 7:00 PM in the Council Chambers located at 3031 Torrance Bl Torrance CA 90503.

We would like to thank you for participating in the bid process with the City of Torrance.

Respectfully,

Martin A. Serna
Assistant Chief/Administration Division/Fire Department City of Torrance | 1701 Crenshaw Blvd |
Torrance CA 90501 | 310.781.7035 voice | 310.781.7030 fax | mserna@TorranceCA.Gov |
www.TorranceCA.Gov.

Specification Acknowledgement and Price Proposal:

WILLIAMS USA
 P.O. Box 899
 Windsor, CA 95496

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement

Bidders are required to place a check mark in Column A indicating that your bid is as per the specifications of this Notice Inviting Bids.

Bidders are required to place a check mark in Column B indicating that your bid deviates from the specifications of this Notice Inviting Bids. If you are bidding anything other than what is specified, you must explain in detail how your bid differs by attaching additional pages to your bid submittal and indicating the page number in Column C.

You may attach additional sheets (with page numbers indicated on each additional page) to your bid submittal describing in detail what it is that you are bidding. You must indicate the page number reference (of the additional sheets) in Column C.

Bid Item #1

Description	Column A	Column B	Column C
<p>Item/Service</p>	<p>Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids</p>	<p>Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids</p>	<p>You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.</p>
<p>17 Each VHF Mobile Radios</p> <ul style="list-style-type: none"> • Frequency range from 136 – 174 MHz • Radio power adjustable up to 110 Watts • Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • Radios must come with remote mount control head options with external speaker • 1000 minimum channel capability with display • Project 25 compliant • Intermodulation or better • Radio receiver adjacent channel rejection selectivity must be 75 dB (12.5 kHz) & 82 dB (25 kHz) or better • Radio must meet -80dB Intermodulation or better 	<p>✓</p>	<p>✓</p>	<p>SID CHANNEL INSTEAD OF 1,000</p> <p>WE ARE PROVIDING A FULLY 100% OPERATIONAL P25 RADIO - NOT AN UPGRADEABLE MODEL</p>

Continued on Next Page.....

WILLIAMS USA
 P.O. Box 899
 Windsor, CA 95408

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement			
Bid Item #2			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
<p>41 Each UHF Mobile Radios</p> <ul style="list-style-type: none"> • Frequency range from 450-520 MHz • Radio power adjustable up to 45 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • Radios must come with single remote mount control head option with external speaker • 14 digit character display • 1000 minimum channel capability with display • Project 25 compliant • MDC 1200 analog signaling feature with no limitations • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Radio receiver adjacent channel rejection selectivity must be 75 dB (12.5 kHz) & 82 dB (25 kHz) or better • Radio must meet -80dB Intermodulation or better 	✓	✓	<p>512 CHANNEL INSTEAD OF 1,000-</p> <p>WE ARE SUPPLYING A 100% OPERATIONAL P25 RADIO, NOT AN UPGRADEABLE MODEL.</p>

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WILLIAMS USA

P.O. Box 899

Windsor, CT 06092

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement			
Bid Item # 3			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
<p>3 Each UHF Mobile Radios</p> <ul style="list-style-type: none"> • Frequency range from 450-520 MHz • Radio power adjustable up to 45 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • Radios must come with dual remote mount control heads with external speakers • 14 digit character display • 1000 minimum channel capability with display • Project 25 compliant • MDC 1200 signaling feature with no limitations • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Radio receiver adjacent channel rejection selectivity must be 75 dB (12.5 kHz) & 82 dB (25 kHz) or better • Radio must meet -80dB Intermodulation or better 	✓	✓	<p>512 CHANNEL INSTEAD OF 1000</p> <p>WE ARE PROVIDING A 100% Fully operation P&S Radio - NOT ANY UPGRADEABLE MODEL.</p> <p>AND</p>

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WILLIAMS USA

P.O. Box 899

Windsor, CA 95492

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement			
Bid Item #4			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
30 Each VHF Portable Radios <ul style="list-style-type: none"> • Frequency range from 136 – 174 MHz • Radio power adjustable up to 6 Watts • Must have Analog/Conventional & Digital voice operation • Must have full keypad option • Must have 12.5 & 25 KHz channel spacing capabilities • 1000 minimum channel capability with display • Project 25 compliant • Must support full feature Lapel microphone with a minimum of Speaker/Freq. Knob/Volume • Radio must be Intrinsically safe • Must have the ability in one step to switch between repeat mode to direct mode • Must have the ability in one step to monitor the selected frequency in the open squelch/ PL mode • Must have the ability in one step to turn on backlight for display • Must have the ability in one step to activate the selected channel scan feature • Must have the ability in one step to change radio zones • Radio must have programmable scan feature that allows different scan list per channel. • Radio must meet 1% audio distortion or better • Radio must meet -78 dB Intermodulation or better • FM Hum and Noise must meet -50dB (12.5 KHz) & -56 dB (25 kHz) or better 	✓	✓	512 CHANNEL INSTEAD OF 1,000 WE ARE PROVIDING A 100% FULLY OPERATIONAL P25 MODEL AUDIO DISTORTION IS 3% OR LESS @ 15 WATTS

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WILLIAMS USA

P.O. Box 899

Windsor, CA 95492

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement			
Bid Item #5			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different than what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
<p>15 Each UHF Portable Radios</p> <ul style="list-style-type: none"> • Frequency range from 450 - 512 MHz • Radio power adjustable up to 5 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • 1000 minimum channel capability with display • Must have full keypad option • Project 25 compliant • Must support full feature Lapel microphone with a minimum of Speaker/Freq. Knob/Volume • Radio must be Intrinsically safe • Radio must meet or exceed the submersible rating of 2m/6 feet for 30 minutes • Radio must be in a yellow housing case • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Must have the ability in one step for sending an emergency signal from the portable radio to the dispatch console • Must have the ability in one step to switch between repeat mode to direct mode • Must have the ability in one step to monitor the selected frequency in the open squelch/ PL mode • Must have the ability in one step to turn on backlight for display • Must have the ability in one step to activate the selected channel scan feature • Must have the ability in one step to change radio zones • Radio must have programmable scan feature that allows different scan list per channel. • Radio must meet 1% audio distortion or better • Radio must meet -77dB Intermodulation or better • FM Hum and Noise must meet -45dB (12.5 KHz) & -53 dB (25 kHz) or better • MDC 1200 analog signaling feature with no limitations 	✓	✓	<p>512 CHANNEL INSTEAD OF 1,000</p> <p>- WE ARE SUPPLYING A 100% FULLY OPERATIONAL PL MODEL</p> <p>- NO YELLOW HOUSING</p> <p>- AUDIO OUT IS 10%</p>

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WILLIAMS USA
 P.O. Box 898
 Windsor, CA, 95488

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement

Bid Item # 6

Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	Attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
<p>75 each UHF Portable Radios</p> <ul style="list-style-type: none"> • Frequency range from 450 - 512 MHz • Radio power adjustable up to 5 Watts • Must have Analog/Conventional & Digital voice operation • Must have 12.5 & 25 KHz channel spacing capabilities • 1000 minimum channel capability with display • Must have limited keypad option with navigation buttons • Project 25 compliant • Must support full feature Lapel microphone with a minimum of Speaker/Freq. Knob/Volume • Radio must be Intrinsically safe • Radio must meet or exceed the submersible rating of 2m/6 feet for 30 minutes • Radio must be in a yellow housing case • Radios must have a migration path for upgrading to a Digital Trunked System. Future migration will be accomplished with new software/firmware without replacing the original radios. • Radio receiver sensitivity must be 1% audio distortion on the receiver and -77 dB inter-modulation and -45dB FM Hum and Noise (12.5kHz) or better • Must have the ability in one step for sending an emergency signal from the portable radio to the dispatch console • Must have the ability in one step to switch between repeat mode to direct mode • Must have the ability in one step to monitor the selected frequency in the open squelch/ PL mode • Must have the ability in one step to turn on backlight for display • Must have the ability in one step to activate the selected channel scan feature • Must have one step process to change radio zones • Radio must have programmable scan feature that allows different scan list per channel. • Radio must meet 1% audio distortion or better • Radio must meet -77dB Intermodulation or better • FM Hum and Noise must meet -45dB (12.5 KHz) & -53 dB (25 kHz) or better • MDC 1200 analog signaling feature with no limitations 	<p>✓</p>	<p>✓</p>	<p>S12 CHANNEL INSTEAD OF 1600</p> <p>WE ARE SUPPLYING A 100% UHF TRUNKED P.S. MODEL</p> <p>NO YELLOW HOUSING</p> <p>AUDIO DIST IS 10%</p>

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WILLIAMS USA
 P.O. Box 895
 Windsor, CA 95492

Vendor Name: _____

Bid- Submittal Requirement and Acknowledgement			
Bid Item # 7			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
15 Each Multi Unit Charger <ul style="list-style-type: none"> Must have a minimum of 6 charging slots to support batteries for products listed in this Notice Inviting Bids 	✓		

Bid Item # 8			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
240 Each Extra Portable Batteries <ul style="list-style-type: none"> Batteries must be intrinsically safe and meet the minimum requirement for the portable radios listed in this Notice Inviting Bids. Batteries must have a minimum 8 hour duty cycle 	✓		

Bid Item # 9			
Description	Column A	Column B	Column C
Item/Service	Place a check mark in this column indicating that your bid is as per the specifications in this Notice Inviting Bids	Place a mark in this column if you are bidding something different then what is specified in this Notice Inviting Bids	You may attach additional sheets to your bid submittal describing in detail the service you are bidding. Please reference the page number of your attachment in the space below.
12 Each Lapel Microphones (Full Featured) with a minimum of: <ul style="list-style-type: none"> Speaker control Frequency knob Volume control 		✓	<i>No - Frequency knob</i>

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WILLIAMS USA
 P.O. Box 895
 Windsor, CA 95492

Vendor Name: _____

Bid Item #	Description	You Must Indicate Brand and Model Number Bid	Unit Price	Extended Price
1	17 Ea VHF Mobile Radios	Brand: ICOM Model: F9511HT-01	\$ 2,745.00	\$ 38,115.00
2	41 Ea UHF Mobile Radios	Brand: ICOM Model: F9521S-01	\$ 1,825.00	\$ 74,825.00
3	3 Ea UHF Mobile Radios	Brand: ICOM Model: F9521S-01	\$ 1,825.00	\$ 5,475.00
4	30 Ea VHF Portable Radios WH	Brand: ICOM Model: F9011S-01	\$ 1,079.00	\$ 32,370.00
5	15 Ea UHF Portable Radios	Brand: ICOM Model: F9021S-25	\$ 1,777.00	\$ 26,655.00
6	75 Ea UHF Portable Radios	Brand: ICOM Model: F9021S-25	\$ 1,777.00	\$ 133,275.00
7	15 Ea Multi Unit Charger 120	Brand: ICOM Model: BC121NF70	\$ 398.00	\$ 5,970.00
8	240 Ea Extra Portable Batteries 4 (120 COME WITH RADIOS) 120 ABOVE	Brand: ICOM Model: BP-254	\$ 135.00	\$ 16,200.00
9	12 Ea Lapel Microphones	Brand: OTIC Model: V2-52CF1111	\$ 99.00	\$ 1,188.00
Sub Total				\$ 334,123.00
Sales Tax (8.75%)				\$ 29,235.76
Total				\$ 363,358.76

As required by this bid, we have submitted one (1) original and two (2) copies of this bid submittal to the City of Torrance	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
As required by this bid, we have included a product specification sheet for each product bid.	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No