



City of Dania Beach
Procurement Division
100 West Dania Beach Blvd.
Dania Beach, FL 33004

Notice of Intended Sole Source

The City of Dania Beach is issuing this public notice of intent to conduct a sole source purchase for commodities described below. Respondents who or which believe they can meet or exceed the requirements described must provide convincing technical data sufficient to support their position. In the event respondents can supply substantially similar products the City may elect to cancel this Notice of Intent and advertise a formal solicitation.

Posting date: Wednesday, March 1, 2023

Due date: Wednesday, March 22, 2023 at 5:00 p.m.

General Information

Commodity: Motorola APX6000XE, P-25 Compliant Radios

Intended Single Source: Motorola Solutions

Justification: Motorola does not sell these radios via dealers or distributors. Motorola APX6000XE P-25 compliant radios can only be purchased from Motorola Solutions.

Response: If your firm believes they have the ability to supply the item(s) above, please contact the City of Dania Beach Procurement Department at procurement@daniabeachfl.gov.

February 22, 2023

City of Dania Beach
Attention: Chief Michael Huck
1110 North Beach Road
Dania Beach, FL 33004

Dear Chief Huck,

We are humbled and honored that the City of Dania Beach is considering Motorola Solutions P25-compliant radios. Our APX platform is the world's most advanced P25 radio solution.

As it relates to "routes to market" channels, please note that Motorola Solutions only sells P25 radios via a direct channel business model. This means that we do not sell our radios to dealers or distributors for resale to our end-customers. Therefore, the only legitimate channel to purchase a Motorola P25 radio is via the Motorola Solutions direct team.

For Broward County, the authorized Motorola representatives for the sale of our P25 radios consist of Denise Contreras (our local Manufacturer Representative), Danny Sanchez (our Vice President of Sales in Florida), Maurizio Callari (our Area Sales Manager), and myself.

On behalf of the entire team here at Motorola Solutions, we look forward to helping the City of Dania Beach advance your mission. For any questions, please feel free to contact me directly.

Sincerely,



Renata Oiticica Lampert
Account Executive
Motorola Solutions, Inc.
M. (954) 605-1311
E. renatao@motorolasolutions.com

In accordance with Florida Statute . s287.057(3)(c) goods or services available only from a single source may be exempt from competitive solicitation requirements. A sole source determination is not effective until the sole source certification request has been electronically posted for fifteen (15) business days without challenge, and subsequently approved in writing.

Name:	Department:
Item/Service:	Vendor:
Cost Estimate:	Service Date Range:
Description of products, services or both intended for purchase:	
Purpose (<i>describe in detail the public purpose of requested items</i>):	
Justification (<i>describe the criteria that qualifies this purchase as a sole or single source</i>):	

Sole Source Certification



Explain how this pricing compares to other vendors/products and how it is considered to be fair and reasonable:

Requesting Department Certification Statement

I certify that the above item(s), materials or service is a sole source item for the reasons indicated above.

Requestor:	Signature: <i>Michael Huck</i>	Date:
Department Director: Eric Brown	Signature:	Date:

Approval of Sole Source Purchase

Finance Director:	Signature:	Date:
City Manager: <i>Required if over \$10,000</i>	Signature:	Date: