



# DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

## Purchasing Services

Nicole Westmoreland, MBA, Purchasing Agent

813/794-2221 Fax: 813/794-2111

727/774-2221 TDD: 813/794-2484

352/524-2221 email: [nwestmor@pasco.k12.fl.us](mailto:nwestmor@pasco.k12.fl.us)

June 17, 2014

## MEMORANDUM

**TO:** Honorable School Board Members

**FROM:** Nicole Westmoreland, MBA, Purchasing Agent *NW*

**SUBJECT:** Request to share Pasco County's current and modern UHF Radio System  
Purchase of Harris M7100 Migration Two-Way Radios  
Communications International

Pasco County has offered the District to share in their current and modern UHF radio system (800 MHz), Memo of Understanding (MOU) to follow. Due to the limitations of the District's existing VHF radio system, we are unable to expand and have dependable communications within the County. Pasco County's UHF radio system will give the District increased dependable radio coverage; it will also give room for further expansion and will allow our buses to communicate directly with the emergency operation center in the event of an emergency or disaster.

Additionally, due to migrating to Pasco County's communications network, the Transportation Services Maintenance Department is requesting Board approval to purchase Harris M7100 Migration two-way radios from Communications International. This will include installation, removal, and inventory of the existing systems for the entire yellow fleet and five (5) bus garage base stations. One hundred thirty-seven (137) two-way radios will be installed initially. As frequencies are released by Pasco County, all additional two-radios will be installed, activated and existing radios removed and inventoried. Communications International is the exclusive reseller and warranty service provider assigned to the Pasco County School District (see attached letter). Communications International will install radios at the cost of \$646,866.21 (see attached quote), utilizing capital funds. The costs of the radios are at a considerable savings to the District of \$527,065.06 and the offer will expire on June 21, 2014. Please reference the attached letter from Harris Corporation for further information.

Please feel free to contact Emmett Thompson, Supervisor of Transportation Services Maintenance, or me if you have any questions or concerns.

Attachments

NW/dam

Date/Time: June 17, 2014 11:47:00



HARRIS CORPORATION

PSPC  
150 Apollo Drive  
Chelmsford, MA 01824  
phone 1-978-905-3500  
fax 1-978-905-3360

[www.pspc.harris.com](http://www.pspc.harris.com)

May 21, 2014

Emmett Thompson  
Pasco County School Board  
7227 Land O' Lakes Blvd  
Land O' Lakes, FL 34638

This letter hereby indicates that Communications International is an authorized Harris Corporation Reseller and warranty service provider and the exclusive reseller assigned to the Pasco County School District.

Due to the complexity and unique configuration of each communications network, Harris has an extensive training and certification process for channel partners to work on these public safety networks. Communications International is a Harris Regional Center of Excellence. If this status should change at some point in the future you will be notified by Harris Corporation in writing.

If you have any questions please do not hesitate to contact me at anytime.

Harris and Communications International Inc. look forward to the opportunity to provide services and sales support for this opportunity.

Sincerely,

Edward C. Muller  
Manager, Indirect Channel  
Harris Corporation  
Public Safety & Public Service Division  
Email: [emuller@harris.com](mailto:emuller@harris.com)  
Phone: (603) 275-0877

## Emmett Lionel Thompson

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**From:** Scot MacDonald <smacdonald@ask4ci.com>  
**Sent:** Wednesday, May 28, 2014 8:21 AM  
**To:** Emmett Lionel Thompson  
**Cc:** Joseph Ioco; Rick Rewiski  
**Subject:** Pasco County School Board Proposal  
**Attachments:** qte1401027-2.pdf; qte1401027.pdf; M7100 Operators guide.pdf; XG-25 Quick Guide.pdf; M7100 Quick Guide.pdf; CI\_Pasco\_Co\_School\_Board\_Authorization\_Letter\_05212014\_REV\_A.PDF; Pasco County School Board Presentation Rev\_3.docx

Emmett,

Here is the requested information. I have included information packets on both of the radios and the Sole Source Letter. I have split the quotes up by equipment and labor. I also wanted to point out that the install labor includes. Removal of your current radios, inventory, and install of the new ones. I also wanted to offer 5 hand held radios for your supervisors to use. These are refurbished radios that will be on permanent loan to you guys. If you have any questions please let me know.

Thanks,

Scot Macdonald  
Regional Service Supervisor



7792 Professional Place  
Tampa, FL 33637

772-766-6403



7792 Professional Place  
 Tampa, FL 33637  
 Voice: 813.887.1888 Fax: 813.887.3884

QUOTATION

Page	1/1
Date	5/21/2014
Quote Number	QTE1401027

<b>Bill To</b> Pasco County, District School Board Of 7227 Land O' Lakes Blvd Land O' Lakes, FL, 34638	<b>Site</b> Pasco County, District School Board Of 7227 Land O' Lakes Blvd Land O' Lakes, FL, 34638
	<b>Contact</b> Voice: Fax:

Site Number	Description	Salesperson	Reference
PAS210MAIN	M7100 Communications Migration	MacDonald, Scot	

Description	Qty	List Price	Disc %	Disc Amt	Sale Price	Total
<b>Harris M7100 Migration</b>						
Migrate Transportation from VHF to 800MHz M7100 Equipment Pricing Includes: EDACS Trunking P25 Phase 1 Trunking  Installation Related Materials	450	3,052.50	57.16 %	1,744.75	1,307.75	588,487.46
Migrate Transportation from VHF to 800 MHz M7100 Install Installation Labor Remove Current Radios and Install New Harris Radios	450	295.00	66.44 %	196.00	99.00	44,550.00
Migrate Transportation from VHF to 800 MHz M7100 Disp Equip Pricing Includes: EDACS Trunking P25 Phase 1 Trunking New Antenna System Installation Related Materials	5	3,457.50	49.51 %	1,711.75	1,745.75	8,728.75
Migrate Transportation from VHF to 800 MHz M7100 Disp Labor Pricing Includes: Installation Labor	5	1,900.00	46.32 %	880.00	1,020.00	5,100.00
7-Year Extended-Warranty * 2-Years-Manufacturer-Warranty *5-Year-Extended-Warranty *7-Year-Total-Warranty.	1	243,000.00	-0.00%	0.00	243,000.00	-243,000.00
<b>Subtotal:</b>						<del>689,866.21</del> <b>646,866.21</b>

*Handwritten:* \$646,866.21

Prices quoted are valid for ( 30 ) Days from Document Date.  
 Orders may be subject to shipping & handling charges.  
 All warranties are manufacture's warranties.

Plus Tax	0.00
Total Due (USD)	<del>689,866.21</del>

By signing this Quotation and/or submitting a purchase order pursuant to this Quotation you acknowledge that you have read and agree to be bound by Communications Int'l. Inc.'s Terms and Conditions of Sale Service and Technical Support.