

Lenzi, Chelsea

From: Leighton, Jayne <sleigh01@harris.com>
Sent: Monday, May 14, 2018 7:39 PM
To: Williams, Das; Wolf, Janet; Hartmann, Joan; Adam, Peter; Lavagnino, Steve; sbcob; Allen, Michael (COB)
Cc: Thornton, Carl; Commander Bonner (cmb2474@sbsheriff.org); Fletcher, Mark; CJ Hijazi (cj@dwcomm.com); Mike Priolo - Dailey-Wells (mpriolo@dwcomm.com); Mr. Fletcher
Subject: RE: Harris Concerns Regarding Purchasing Managers Request to Purchase \$1.6M in Motorola Radios Without a Formal Bid Process
Attachments: Santa Barbara - Board of Supervisors 2nd Letter from Harris Corporation.pdf

Honorable Supervisors, Clerk of the Board and Chief Deputy Clerk Allen, attached please find a letter from Harris Corporation adding information to the multiple internal communications sent to you.

We kindly thank you in advance for your time and consideration of our request.

Respectfully,

-Jayne-



HARRIS CORPORATION

Communication Systems
221 Jefferson Ridge Parkway
Lynchburg, VA 24501
Phone 1-434-455-6600
Fax 1-434-455-6753

May 14, 2018

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Sent via E-mail

Honorable Members of the Santa Barbara County Board of Supervisors
Clerk of the Board
105 E. Anapamu Street, Room 407
Santa Barbara, CA 93101

RE: Memo from Probation Department and Sheriff's Office to Janette Pell, Director, dated May 13, 2018
SB Board Letter from Jannette Pell Director to Board of Supervisors
May 15, 2018 Board of Supervisors Meeting - Agenda Item A-14 (18-00340)

Honorable Supervisors, Clerk of the Board and Chief Deputy Allen:

Harris Corporation and our partner Dailey-Wells Communications, Inc. were disappointed to read that fiscal decisions are being made based on these four (4) technical requirements that can also be met by the less expensive and equally capable Harris/Dailey-Wells offering:

- GPS Integration with Dispatch
- Mission Critical Geofencing
- Group Services – Enhanced data sharing
- Radio Trace – Enhanced security controls

We clearly understand Harris/Dailey-Wells has no standing should the County elect to pay an additional \$305,000 to procure (305) similar radios meeting the same specifications, however, we felt compelled to set the record straight.

Additionally, this procurement will position the County of Santa Barbara into a noncompetitive, non-vendor independent, sole-source arrangement for the procurement of infrastructure.

Again, Harris Corporation and our partner Dailey-Wells respectfully requests the Board of Supervisors direct General Services staff to ensure that tax dollars are prudently spent and to utilize the County's competitive bid process for radio procurements. This directive is in line with the "Santa Barbara County Guiding IT Principles" as outlined in the County of Santa Barbara Countywide Information Technology Strategic Plan document (<http://www.countyofsb.org/gsasaset.c/130>), particularly item 6:

6. Hardware and software will adhere to open (vendor-independent) standards and minimize proprietary solutions. This approach will promote flexibility, inter-operability, cost effectiveness, and mitigate the risk of dependence on individual vendors.

We also expect and request our various pricing proposals be safeguarded and not shared with the competition. Thank you in advance for your time and consideration of our request.

Respectfully,

S. Jayne Leighton
Strategic Initiatives
Sleigh01@harris.com / (505) 414-8700

cc: Carl Thornton, Commander Bonner, Deputy Director Fletcher – County of Santa Barbara
CJ Hijazi, Executive Vice President / Mike Priolo, Director of Sales – DWC
Mark Fletcher, Regional Sales Manager – Harris