



HARRIS CORPORATION

Communication Systems
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harris.com

Sent via E-mail

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

RE: Procurement of (305) Motorola Solutions radios without a Formal Bid Process

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

Harris Corporation and our partner Dailey-Wells Communications, Inc. (DWC) respectfully call your attention to the May 15, 2018 agenda item A-14 (18-00340) GENERAL SERVICES in which the Purchasing Manager requests approval to purchase three hundred and five (305) tri-band public safety handheld radios with accessories from Motorola Solutions for \$1,631,400. The unit cost of the Motorola radios is \$5,245.

Please note that Dailey-Wells has provided a competitive quotation for Harris radios matching the required specifications in the amount of \$3,701.50 per radio. The total price for the radios from Harris/Dailey-Wells would be \$1,128,957.50; a substantial savings to the County of Santa Barbara of \$502,442.50! Our offering included:

- (5) year warranty
- Free Radio Programming
- Custom designed training curriculum for end users
- Assistance with inventory / asset control and deployment
- Door to Door pickup and drop-off for repairs

The Harris radios offered by Dailey-Wells have been tested by Santa Barbara County Sheriff's deputies who gave a strong endorsement for our multi-band radios over the competition. Not only are these radios proudly **Made and Serviced in the USA!** but Harris and Dailey-Wells have designed, engineered, installed and continue to maintain several critical communications systems throughout the region including: the City of Los Angeles STRS Radio System, the County of Los Angeles CWIRS Radio System, USC Department of Public Safety Radio System and the Port of LA's Port Security Radio System. Dailey-Wells has a complete, local maintenance and engineering facility at 4880 E. Valley Blvd., Los Angeles, CA, which uniquely positions them to support the sale of equipment in Santa Barbara County.

We were surprised that the above agenda item was included for the Board of Supervisors' May 15, 2018 meeting as Harris/Dailey-Wells has been asked to provide a complete system demo on May 17, 2018 to showcase our infrastructure equipment and our feature-rich radio platform. With the recent series of events and the lack of a competitive environment, Harris does not see the benefit to continue with a demonstration to the various county entities.

Harris Corporation respectfully requests the Board of Supervisors direct General Services staff to utilize the County's competitive bid process for radio procurements.

Respectfully,

S. Jayne Leighton
Strategic Initiatives

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