

Appendix A

DETAILED RESPONSE TO RFP SECTION 4, PROJECT AND SCOPE REQUIREMENTS

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Motorola Solutions' response to Section 6.3.5 of the RFP is provided below, revised to reflect the final negotiated terms of the parties in accordance with the Agreement and Appendices.

RFP Section	RFP Specification	Motorola Compliance Response	Motorola Explanation
4	Project Scope and Requirements		
4.2	Regulatory, Licensing and Permit Requirements		
	The SFPUC is requesting proposals to provide a fully turn-key radio system. As such, Proposals must identify all regulatory, licensing, and permitting requirements for the implementation and installation of the proposed system and must state in writing that Proposer shall be responsible for obtaining and meeting all such requirements including, but not limited to, those related to the following broad categories:	Comply with Clarification	Motorola Solutions (Motorola) has had to make assumptions regarding certain scope, specifically with respect to site civil work.
	Federal Communications Commission (FCC) Licensing and Federal Aviation Administration (FAA) Permits: Securing all infrastructure permits and licenses, including, but not limited to, FAA permits and FCC licenses which shall be in the name of and belong to the SFPUC for all purchase or lease to own systems.	Comply with Clarification	Motorola has conducted a Frequency Search in proposal phase. It is assumed that the frequencies identified can be secured by SFPUC after contract signing.
4.6	Communication and Radio Microwave Backbone Site Requirements		
	Where a proposed site will be owned by third party, Proposer must certify that it can deliver to the City a lease agreement for the site that contains the City's standard terms. In addition, the lease should include an option that would allow SFPUC continue to use the site beyond the term of the contract with Proposer.	Exception	The proposed sites have preliminary verbal agreements to allow the SFPUC to utilize the locations. Motorola will assist SFPUC in its negotiation with the site owners. Motorola cannot ensure that site owners will accept SFPUC terms. The costs of the ongoing leases that will be negotiated have not been included with this proposal.

4.7	Radio Transmitter/Receiver Site Requirements		
	Where a proposed site will be owned by third party, Proposer must certify that it can deliver to the City a lease agreement for the site that contains the City's standard terms. In addition, the lease should include an option that would allow SFPUC continue to use the site beyond the term of the contract with Proposer.	Exception	The proposed sites have preliminary verbal agreements to allow the SFPUC to utilize the locations. Motorola will assist SFPUC in its negotiation with the site owners. Motorola cannot ensure that site owners will accept SFPUC terms. The costs of the ongoing leases that will be negotiated have not been included with this proposal.
4.8	Receiver Voting Requirements		
	If Proposer identifies a potential or actual intermodulation problem prior to, during, or following implementation, the Proposer will be required to resolve the issue at no cost to SFPUC without degrading system coverage or performance within 12 months after system acceptance.	Comply with Clarification	As part of the overall system, Motorola will perform intermodulation studies for the sites being proposed. Motorola will provide details on these intermodulation studies to SFPUC. Motorola will only resolve intermodulation issues directly related to and caused by the new proposed equipment. Intermodulation issues that Motorola identifies not related to the proposed equipment will be the responsibility of SFPUC and the interfering entity.
4.13	Site Control Equipment Requirements		
	It is preferred that routers, switches, and servers consist of "Commercial off the Shelf" (COTS) products to the greatest extent possible for site control equipment. Proposals should clearly call out exceptions to the use of COTS for site control equipment.	Comply with Clarification	The proposed Motorola system utilizes COTS equipment to the greatest extent possible, with the exception of our site routers. To ensure system performance parameters are met, Motorola utilizes the Motorola GGM8000 site gateways in the proposed system.
4.14	Network Management System Requirements		
	The Proposer should configure and price the NMS such that addition of any number of subscribers and/or talk groups at any point during the lifetime of the system can be accomplished by the SFPUC at no additional charge beyond the initial cost of system acquisition.	Comply with Clarification	Motorola has included 2,000 subscriber licenses on the proposed Motorola P25 system to allow SFPUC to grow the number of users well beyond what is currently in use. Growth beyond the 2,000 users in the future may require additional subscriber licenses.
4.18	Radio Requirements		
4.18.1	Voice Features Requirements		
	Digital Audio Recording	Comply with Clarification	Motorola is developing the digital Audio Recording feature on our APX line of subscribers, and this feature is scheduled for release in Q4 of 2017.

4.19	Technical Services		
	Project Schedule. The Proposer shall develop and maintain an approved, resource- loaded, base-lined project schedule including tasks, milestones, start and end dates with task prerequisites. The project should be completed no later than fifteen (15) months from the project start date. The project schedule must address the following at a minimum:	Comply with Clarification	Motorola's provided schedule meets all the requirements of the RFP with the exception of the Resource Loading.
	180-Day Burn-In Period	Comply with Clarification	Per the last Question/Answer documents, this has been reduced to 90-day Burn-in Period.
4.20	System Warranty and Post Implementation Support		
	Lifecycle Support. The Proposer must provide spare parts and equipment, technical support and engineering services at a discounted rate for the life of the contract. Proposer shall specify all discount rates in their proposal.	Comply with Clarification	Motorola has included spare parts, Sfs Lite for Subscribers, Security update services for the Radio System, technical support, Dispatch services, OnSite Support and Radio System Preventative Maintenance.