



Grants Administration Division 1100 Vermont Avenue, NW Washington, D.C. 20530



u.s. Department of Justice

Office of Community Oriented Policing Services

November 13, 2003

Mr. Thomas A. Trufant Communications Administrator Division of Communications Department of Public Safety City of Columbus

220 Greenlawn Avenue Columbus, OH 43223

Re: COPS Interoperable Communications Grant # 2003INWXOO14

Dear Mr. Trufant:

The Office of Community Oriented Policing Services ("COPS Office") has received your sole source justification documentation to purchase radio operating consoles, portable radios and related equipment such as furniture from Motorola, Inc. Our Legal Division has reviewed the material for non-competitive procurement and advises that your justification is acceptable and in accordance with the COPS Interoperable Communications grant conditions. Please proceed with your project and do not hesitate to contact your COPS project manager, Ms. Karen Hoff, at (202) 514-8143 with any questions or issues.

Sincerely,

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Robert A. Phillips
Acting Deputy Director

cc: Karen Hoff,
Supervisory Senior Policy Analyst

Grant File Financial Staff

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11/13/03 (0.?)



November 5, 2003

City of Columbus

Public Safety Department, Communications Division 220 Greenlawn Avenue

Columbus, Ohio 43223 Attn: Thomas A. Trufant, Administrator

MOTOROLA intelligence everywhere'

Dear Mr.Trufant:

Thank you for the continued interest you have expressed in Motorola communication system products. Motorola is in the process of, or has supplied and installed consoles with furniture in Westerville, Clermont County, Hilliard, Canton and Cincinnati. In addition to these references below are some compelling reasons to procure the new console and dispatch furniture from Motorola, as part of the overall project:

Eliminates time and overhead costs associated with additional separate procurement of furniture by Columbus. This dispatch operation will require close coordination due to size of the existing and new systems being contemplated.

Motorola is uniquely qualified to design, coordinate and implement a system of this magnitude and complexity. Similar to radio system installations that include third party manufactured antennas, combiners and grounding equipment, it is widely accepted that the primary vendor apply consistent standards for design, manufacture, shipment coordination and implementation in large projects such as this.

Eliminates need for City personnel to manage the ordering, tracking, receiving, and installation of furniture. This is compounded by the fact that coordination impacts a live public safety dispatch center.

Provides the primary benefit of a single point-of-contact relative to radio dispatch console equipment and furniture procurement, tracking, delivery, installation and acceptance testing.

Allows greater schedule control, installation control, and human resource control by eliminating need for Columbus to manage furniture procurement, tracking, delivery and installation.

Reduces project management time and effort relative to managing a third party furniture procurement, scheduling and installation into a live public safety dispatch center .

All activities relative to the console/furniture are coordinated by a single entity rather than two or three entities, (Columbus, third party & Motorola).

Motorola will be able to provide the dispatch center furniture to the specification of the console equipment requirements and user requirements, eliminating the possibility of obtaining a 'low bid' furniture package and associated problems.

Please call my office if you have any questions or a need for additional information, Sincerely,

MOTOROLA IN~ ~~~ ~ O~ Chris Zigo

Sales Team Manager

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