

**Vendor Presentation and Evaluations:  
Process and Summary**



# BAY AREA UASI PROGRAM

marin sonoma napa solano contra costa alameda santa clara santa cruz san mateo san francisco | san jose oakland

## Vendor Evaluations

February 23, 2010  
9:00AM – 4:00PM

Alameda County OES  
4985 Broder Road  
Dublin, CA

### Agenda

- I. Welcome and Introduction – 9:00AM
- II. Vendor Presentations
  - a. Up to 15 minutes for Presentation
  - b. Up to 30 minutes for Q&A

Time	Event
09:30-10:00AM	Evaluator Orientation
10:00-10:45	Alcatel-Lucent
10:45-11:00	Break (Vendor Transition)
11:00-11:45	Motorola
12:00-1:00PM	Lunch
1:00-1:45	IP Wireless
1:45-2:00	Break (Vendor Transition)
2:00-2:45	Harris
2:45-Finish	Partner Selection

### III. Adjournment

## **BTOP Proposal Evaluation Questions**

1. Did you engage in any successful Round 1 BTOP proposals?
2. Address any technology linkage between LTE and P25.  
Operationally, how would that benefit public safety?
3. How do you propose to mitigate the timing of the Bay Area waiver request?
4. What is your plan regarding any additional sites that might be needed?
5. Please address ownership and flexibility in your business model.
6. How scalable is your solution in relation to the grant award amount? Phased approach?
7. If we choose you as our partner, how do you envision our partnership going forward?
8. Are you working with any other waiver cities?

Evaluation and Scoring Worksheet

<b>Firm Name</b>		
<b>Evaluator</b>	<b>Name:</b>	
	<b>Agency</b>	
<b>Date</b>		
<b>1. Risk Mitigation: 30 points total score</b>		<b>Points Awarded</b>
<b>a. Financial; BTOP Match</b>		
<b>b. Technology</b> ○ LTE ○ Public Safety Specific ○ NPSTC involvement		
<b>c. 700MHz Frequency Risks</b> ○ Waiver timing ○ D-Block		
<b>Total Points from Section 1</b>	<b>30</b>	
<b>2. Business Model: 60 points total score</b>		<b>Points Awarded</b>
<b>a. System Operation, Maintenance, Ownership Model</b>		
<b>b. Implementation</b> ○ Areas Covered ○ System Capacity ○ Plan		
<b>c. Partnership Structure with the Bay Area</b>		
<b>d. Project Costs</b> ○ Overall ○ Long term		
<b>Total Points from Section 2</b>	<b>60</b>	
<b>3. BTOP Application: 10 points total score</b>		<b>Points Awarded</b>
<b>a. Application Requirements</b>		
<b>b. Prior Experience</b>		
<b>c. Application Model</b> ○ Writing ○ Submission ○ Assistance		
<b>Total points from Section 3</b>	<b>10</b>	
<b>Overall Total</b>	<b>100</b>	

**BTOP Proposals**

**Comments:**

**Firm** \_\_\_\_\_

**RFP** \_\_\_\_\_

**Evaluator** \_\_\_\_\_

**Date** \_\_\_ / \_\_\_ / \_\_\_

# BAY AREA UASI PROGRAM

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## Evaluators

### Broadband RFI Round 2 Presentations and Evaluations – February 23, 2010

Name	Title	Agency/Company	Ph Number	Email
MORRIS TABAK	AC	SFPD	415-553-1898	morris.tabak@sfpd.org
STEVE DUPRE	San Mateo	San Mateo Co	650-363-4443	SDUPRC@eo.sanmateo.ca.us
JHELLY DESSON	COMM. MANAGER	MANIP CO.	415-499-7313	jnelson@co.manip.ca.us
MIKE VANDER	CCCSO		925-313-2989	MIKE@SO.COVMY.US
BILL MCCAMMON	<del>EBRCSA</del> Director	EBRCSA	925 803-7802	bill.mccammon@acaov.org
AHSAN BAIGI	DIV. MGR	DIT / CITY OF OAKLAND	510-238-3010	abaig@oaklandnet.com
TERRY BETTS	INTEROPERABILITY PROGRAM DIRECTOR	UASI	415 705-8522	terry@BAUASI.ORG
JEFF BLAIN	Federap Program Mgr	UASI	415 705-8524	jeff@bauasi.org



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## Broadband RFI Round 2 Presentations and Evaluations – February 23, 2010

Name	Title	Agency/Company	Ph Number	Email
Debra Caudrighst	Vice President	Motorola	253- 422-2030	debra.caudrighst@mot.c
Derek Phipps	Missi Vice President	Motorola	425 220-1784	derek.phipps@motorola.com
Patrice Heaver	Account Manager	Motorola	415-777-1306	Patrice.Heaver@Motorola
B. Schesser	SVP	"	847-576-5333	Bob.Schesser@motorola.com
MARK MOON	SVP	MOTOROLA	847-576-5298	Mark.Moon@Motorola.com
RASHO CATHARINA	Area Sales Mgr	Motorola	650-678-5477	cpc046@mot.com
ANEESH SHAH	SI SPECIALIST	MOTOROLA	858-404-4424	ANEESH.SHAH@MOTOROLA.COM
Kevin Tenbrunsel	Director	Motorola	847-875-9223	Kevin.tenbrunsel@motorola.com







## Partner Evaluations Score Summary

<b>Evaluator</b>	<b>Alcatel-Lucent</b>	<b>Motorola</b>	<b>IP Wireless</b>	<b>Harris</b>
<b>1</b>	80	84	70	59
<b>2</b>	75	90	55	50
<b>3</b>	63	75	57	60
<b>4</b>	75	100	75	40
<b>5</b>	60	90	40	55
<b>6</b>	51	84	47	40
<b>7</b>				
<b>Total</b>	404	523	344	304
<b>Average</b>	67.33	87.17	57.33	50.67