



**City of North Port**  
**FINANCE DEPARTMENT/PURCHASING DIVISION**  
4970 CITY HALL BLVD  
NORTH PORT, FLORIDA 34286  
Office: 941.429.7170  
Fax: 941.429.7173  
Email: [purchasing@northportfl.gov](mailto:purchasing@northportfl.gov)



## **NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT**

**Sole/Single Source No: SS NO. 26-66**

**Date Posted: March 17, 2026**

**Written Response Due Date: March 24, 2026**

**This is not a formal solicitation and there are no submissions required.** The proposed contract action is for product or services for which the City intends to negotiate and award with only one contractor/vendor under the authority of and in accordance with Florida State Statute 287.057(5)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

- **DESCRIPTION OF SERVICE/PRODUCT: APX NEXT XN PORTABLE RADIOS**
- **AMOUNT** (This is an acquisition with an estimated value of): **\$81407.52**
- **VENDOR: MOTOROLA SOLUTIONS INC**

Interested firms or individuals may identify their interest and capability to respond to the requirement by submitting in writing their name, address, point of contact, telephone number, e-mail, and a statement regarding capability to provide the specified procurement per the attached specifications. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within seven (7) calendar days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement Manager not to compete this proposed action based on the responses to this notice is solely within the discretion and approval of the Procurement Manager and City Manager.

All sole/single source purchases exceeding the formal threshold indicated in the policies and procedures manual will require Commission Approval.

All responses must be in writing and returned to **ATTENTION: PURCHASING**, City of North Port, 4970 City Hall Boulevard, Suite 337, North Port, Florida, 34286 or by: Fax 941-429-7173, or by e-mail [purchasing@northportfl.gov](mailto:purchasing@northportfl.gov). Note the number of the Sole Source Information inquiry on documentation.

Information regarding this Intent may be viewed and downloaded from DemandStar's website at [www.demandstar.com](http://www.demandstar.com). Links to DemandStar are also available from the City website at [www.northportfl.gov](http://www.northportfl.gov). This Notice of Intent is posted on the City FTP site at <https://northportfl.gov/files>. If you have any questions, concerns, or problems accessing this request using the link, please contact Michael White, Contract Administrator I, at 941.429.7174. Request for additional information or clarification regarding the specifications must be sent via facsimile to 941.429.7173 or via email to [purchasing@northportfl.gov](mailto:purchasing@northportfl.gov). No verbal requests will be honored.



# Procurement Request

## City of North Port

### Request

**Request Type \***

Sole/Single Source/Standardization

**Capital? (?)** No  Yes**PRR-EX (?)** Yes**FY \***

2026

**Type code \*****Preparer**

Kristina Smith

**Pre-Director Approver(s) (?)**

	Name
1	Deanna Marshall

**Department \***

FIRE

**Division(s)****Commission Meeting? \*** Yes  No**Commission Override (?)** Yes  No**Purchase****Payment Method \*** Visa Purchase  Purchase Order**Purchase Type \*** Single Purchase (current FY)  
 Blanket Purchase (current FY)**Purchase SubType \*** None  Change Order  
 Amendment**Description \***

Order for six APX Next XN portable radios for project F26ASE.

*Section 2-407 of the City of North Port Procurement Code provides guidelines for determining if good(s) or service(s) is/are a sole/single source. **All Sole/Single source requests will be posted on DemandStar & the City's Purchasing site for seven (7) calendar days.***

**Exemption Explanation (?) \***

Motorola is Sarasota County supplier for the 800MHz radio system and is the only service provider in Sarasota County.

**Steps taken to verify these goods and/or services are not available elsewhere (?) \***

N/A

**Other vendors that were contacted (?) \***

N/A

**Grant? \*** Yes  No**Technology Related? (?) \*** Yes  Renewal  No**Exemption****Reason \***

Attach documentation from the manufacturer certifying the vendor selected is the only distributor/dealer/contractor for the products or services in question and/or holds the production, unique capability, copyrights, trademark, and/or patent to the item, and check the following applicable statement(s):

 Patent, copyright or unique design restrictions. (Sole Source) Proprietary rights in technical data and/or product formulations (e.g. cleaning compounds, lubricating oils, paint, etc.), which can only be determined through extensive laboratory analysis and examination. (Sole Source) Only producer, such as utility supplier or construction material supplier, that will meet the specialized needs of the department or perform the intended function. (Sole Source)

Direct replacement parts, equipment or supplies that must be compatible with original equipment already installed but available only from the original equipment manufacturer. Most manufacturers have more than one dealer or distributor for their products. When this is the case, competition between dealers and/or distributors may be possible, eliminating the "sole or single source" restriction. (Single Source)

When tests and/or demonstrations of equipment, supplies, part, etc. under actual operating conditions reveal superior quality, performance, design or other characteristics in a brand product(s), which is available from only one source. Testing must be performed as often as practical. (Single Source)

Purchases for a brand product are to be made from one selected supplier, even though there are other suppliers that provide similar products. Options, such as pricing, availability, servicing, have been vetted and a supplier has been chosen that best meets the City's needs. (Single Source)

Maintenance, repair services or warranty which require specialized test equipment, procedures, and technical expertise available only from the original equipment manufacturer or authorized/licensed dealer/field service representative. (Single Source)

The part(s)/equipment are required to permit standardization and operating efficiencies within the organization and the parts and equipment are only available through a sole or single source. If competition is available, the parts and equipment must be competed. For brand-specific items, quotes should still be obtained. (Standardization)

Other: None or some of the above apply. Provide detailed justification below.

**Explanation \***

Motorola is Sarasota County supplier for the 800MHz radio system and is the only service provider in Sarasota County.

**Original Purchase (?) \***

11/07/2012

Standardization cannot be on the first purchase.

**Supporting backup \***

Click the Preview icon or right click link and select open in new tab or window to avoid downloading.

Motorola Sole Source NPF.pdf

514.59KB

**DemandStar**

For Purchasing Division

**Date Posted**

**Sole/Single Source Number**

**Effective Date**

**Expiration Date**

**Purchase Details**

**Line Items**

Item #	Description *	Unit of Measure	Quantity *	Unit Price *	Subtotal
1	APX Next XN portable radios	\$\$	81,407.52	\$1.00	\$81,407.52

**Shipping (?) \***

\$0.00

**Total Charges**

\$81,407.52

**Accounts (?)**

	Dept *	Account # (?) *	Project #	Amount *
1		151-2222-522.64-00	F26ASE	\$81,407.52

**Total Payments**

\$81,407.52

**Comments to Budget (?)**

**Backup Attachments**

Click the Preview icon or right click link and select Open link in new tab or window to avoid downloading.

**Additional Backup**

Related NavLine Req, price sheet, quote, drawings, specifications, risk waiver, etc.

Vendor Details

Vendor Information (?)



Except for Emergency purchases, vendor MUST already be setup as a vendor in NavLine.

Vendor Name \*

MOTOROLA SOLUTIONS INC

Vendor Number \*

838

Vendor Name CST

Contact

Vendor Email

[jason.gober@motorolasolutions.com](mailto:jason.gober@motorolasolutions.com)

Remittance Address

13104 COLLECTIONS CENTER DR, CHICAGO, IL 60693

Phone

941-343-0020

Vendor Documentation Current (?) \*

Yes  No

Risk Documentation Current (?) \*

Yes  No  Waiver Attached

YTD Expenses (?)

Department Inclusive (?) \*

\$22,849.28

City Inclusive (?) \*

Highest Approver (?) \*

FD and CM will be skipped on the back end, as needed.

10/29/2025

NORTH PORT, CITY OF  
4980 CITY HALL BLVD  
NORTH PORT, FL 34286

RE: Motorola Quote for NEXTXN qty 6 with smart services

Dear Rejean Drapeau,

Motorola Solutions is pleased to present NORTH PORT, CITY OF with this quote for quality communications equipment and services. The development of this quote provided us the opportunity to evaluate your requirements and propose a solution to best fulfill your communications needs.

This information is provided to assist you in your evaluation process. Our goal is to provide NORTH PORT, CITY OF with the best products and services available in the communications industry. Please direct any questions to Karen DiMarco at [kdimarco@emciwireless.com](mailto:kdimarco@emciwireless.com).

We thank you for the opportunity to provide you with premier communications and look forward to your review and feedback regarding this quote.

Sincerely,

Karen DiMarco

Motorola Solutions Manufacturer's Representative

Billing Address:  
NORTH PORT, CITY OF  
4980 CITY HALL BLVD  
NORTH PORT, FL 34286  
US

Shipping Address:  
NORTH PORT, CITY OF  
4980 CITY HALL CENTER BLVD  
NORTH PORT, FL 34286  
US

Quote Date:10/29/2025  
Expiration Date:04/21/2026  
Quote Created By:  
Karen DiMarco  
kdimarco@emciwireless.com

End Customer:  
NORTH PORT, CITY OF  
Rejean Drapeau  
rdrapeau@northportfl.gov  
941-240-8154

Contract: 19860 - NASPO 00318

Payment Terms:30 NET

### Summary:

Any sales transaction resulting from Motorola's quote is based on and subject to the applicable Motorola Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents. Motorola Standard Terms and Conditions are found at [www.motorolasolutions.com/product-terms](http://www.motorolasolutions.com/product-terms).

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
	APX™ NEXT	APX NEXT XN ALL						
1	H55TGU9PW8AN	APX NEXT XN; ALL-BAND MODEL 4.5 PORTABLE	6		\$11,172.00	27.0%	\$8,155.56	\$48,933.36
1a	Q387CB	ADD: MULTICAST VOTING SCAN	6		Included	Included	Included	Included
1b	QA09030AB	ADD: MOTOROLA APX HOSTED RADIOCENTRAL*	6		\$0.00	0.0%	\$0.00	\$0.00
1c	BD00004AA	ADD: CORE BUNDLE XN	6		\$3,206.00	27.0%	\$2,340.38	\$14,042.28
1d	Q806CH	ADD: ASTRO DIGITAL CAI OPERATION	6		Included	Included	Included	Included
1e	Q498BN	SOFTWARE LICENSE ENH: ASTRO 25 OTAR W/ MULTIKEY	6		Included	Included	Included	Included
1f	Q15AU	ADD: AES/DES-XL/DES-OFB ENCRYPTION AND ADP	6		Included	Included	Included	Included
1g	QA03399AK	ADD: ENHANCED DATA	6		Included	Included	Included	Included



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products. Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
1h	QA01767BL	ADD: P25 LINK LAYER AUTHENTICATION	6		Included	Included	Included	Included
1i	QA00580BA	ADD: TDMA OPERATION	6		Included	Included	Included	Included
1j	BD00015AA	ADD: OPERATIONAL BUNDLE	6		\$221.00	27.0%	\$161.33	\$967.98
1k	QA08675AB	ADD: APX NEXT XN 10-PIN ADAPTER	6		\$262.00	27.0%	\$191.26	\$1,147.56
1l	QA00631AL	ADD: DVRS PSU ACTIVATION	6		Included	Included	Included	Included
1m	QA09001AM	ADD: WIFI CAPABILITY	6		Included	Included	Included	Included
1n	H797DW	SOFTWARE LICENSE ENH: DVP-XL ENCRYPTION AND ADP	6		Included	Included	Included	Included
1o	QA09028AA	ADD: VIQI VC RADIO OPERATION	6		Included	Included	Included	Included
1p	H38DA	ADD: SMARTZONE OPERATION	6		Included	Included	Included	Included
1q	BD00010AB	ADD: SECURITY BUNDLE	6		\$1,227.00	27.0%	\$895.71	\$5,374.26
1r	QA09113AA	ADD: BASELINE RELEASE SW	6		\$0.00	0.0%	\$0.00	\$0.00
1s	QA07680AA	ADD: MULTI SYSTEM OTAR	6		Included	Included	Included	Included
1t	QA01843AR	ADD: FALL ALERT / MANDOWN OPERATION	6		Included	Included	Included	Included
1u	Q361CD	ADD: P25 9600 BAUD TRUNKING	6		Included	Included	Included	Included
1v	QA09016AA	ADD: LTE FOR VERIZON LTE SERVICE*	6		\$0.00	0.0%	\$0.00	\$0.00
1w	BD00040AD	ADD: PROVISIONING NON-FEDERAL BUNDLE	6		\$353.00	27.0%	\$257.69	\$1,546.14
1x	QA09772AA	ENH: MULTI-CODE PLUG PROGRAMMING	6		Included	Included	Included	Included
1y	G996AP	ADD: PROGRAMMING OVER P25 (OTAP)	6		Included	Included	Included	Included
1z	Q53BF	ADD: FRONT PANEL PROGRAMMING & CLONING	6		Included	Included	Included	Included



Line #	Item Number	Description	Qty	Term	List Price	Disc %	Sale Price	Ext. Sale Price
1aa	H301DJ	DEL: DELETE BELT CLIP/ BASIC CARRY XE	6		-\$10.00	0.0%	-\$7.30	-\$43.80
2	PSV01S02944A	PROVISIONING SUPPORT*	1		\$0.00	0.0%	\$0.00	\$0.00
3	SSV01S01407A	SMARTPROGRAMMING	6	1 YEAR	\$75.00	0.0%	\$75.00	\$450.00
4	SSV01S01406A	SMARTCONNECT	6	1 YEAR	\$75.00	0.0%	\$75.00	\$450.00
5	SSV01S01476A	SMARTLOCATE	6	1 YEAR	\$75.00	0.0%	\$75.00	\$450.00
6	LSV01S03082A	RADIOCENTRAL PROGRAMMING	6	1 YEAR	\$32.04	0.0%	\$32.04	\$192.24
7	SSV01S01907A	SMARTMAPPING	6	1 YEAR	\$75.00	0.0%	\$75.00	\$450.00
8	LSV01S03447A	APX NEXT DMS ESSENTIAL W ACC DMG	6	3 YEARS	\$451.08	0.0%	\$451.08	\$2,706.48
Product Services								
9	LSV01Q00387A	ASTRO TECHNICAL ASSISTANCE	6		\$185.00	0.0%	\$185.00	\$1,110.00
10	PMMN4138A	PORTABLE RSM XVN500 DIV2, NFPA, GREEN, WITHOUT KNOB	6		\$829.00	27.0%	\$605.17	\$3,631.02

**Grand Total**
**\$81,407.52(USD)**
**Notes:**

- The Pricing Summary is a breakdown of costs and does not reflect the frequency at which you will be invoiced.

NOTICE: Motorola has certified the APX NEXT XN radio with the carry solutions for NFPA and FCC compliance purposes and are the only carry solutions approved by Motorola for use with the APX NEXT XN radio. Use of non-approved accessories may void the radio's warranty and may affect continued compliance with NFPA standards and FCC regulations. By selecting "No Carry Solution," the customer acknowledges receipt of this Notice.

- Additional information is required for one or more items on the quote for an order.

Motorola's quote (Quote Number: \_\_\_\_\_ Dated: \_\_\_\_\_) is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then the following Motorola's Standard Terms of use and Purchase Terms and Conditions govern the purchase of the Products which is found at <http://www.motorolasolutions.com/product-terms>.

The Parties hereby enter into this Agreement as of the Effective Date.

Motorola Solutions, Inc.

Customer



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.  
 Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



Line #	Item Number	Parametric Data
1b	QA09030AB	Incomplete
1v	QA09016AA	Incomplete
2	PSV01S02944A	Incomplete



## Purchase Order Checklist NA OM

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead  
**(PO will not be processed without this)**

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO )

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Tax Exemption Status

Signatures (As required)

**NOTE:** When an email order is submitted a confirmation is sent from Motorola AutoNotify referencing a **case number**.

Once checklist is complete, order still must go through **Order Validation/Credit Approval**



## North Port Fire Rescue

Kristina Smith

[kasmith@northportfl.gov](mailto:kasmith@northportfl.gov)

Kristina,

Motorola Solutions, Inc. is the leader in communications systems for the Government and Public Safety market. The systems we manufacture and maintain include commercially available products, proprietary hardware and software components, which combine to produce premier communication capabilities such as Sarasota County's ASTRO P25 Radio System.

By nature of the complex proprietary hardware and software components as well as the overall system design, we recommend that our **Motorola Solutions Center (MSC) located at 8240 Vicela Dr. Unit 2, Sarasota, FL 34240 provide maintenance and support to Government and Public Safety customers in Sarasota County.** With a local presence, the Motorola MSC has the capability to comply with the needs of Sarasota County and North Port Fire Rescue as it pertains to availability to perform the requested maintenance and as needed repairs of equipment performed in the field and at their own repair facility, including contracted response time(s) to emergency and non-emergency service calls, notification of repair delays and to provide contract maintenance and inventory reports.

In addition, in order to protect your system investment, any factory certified modifications or enhancements to the hardware or software for your system should be provided by Motorola. In the event that a required fix requires such involvement, Motorola will provide the necessary solution as part of the maintenance agreement.

Furthermore, Motorola provides advanced services solutions that will help maximize the performance of your network and provide optimal efficiency. Our comprehensive suite of services follows a total lifecycle framework which means complete end-to-end coverage of your network.

High-level system troubleshooting support:

Sarasota County and North Port Fire Rescue requires technical support with access to expert troubleshooting, remote analysis through automated diagnostic tools, and a response and restoration methodology that ensures issue is resolved quickly and effectively. Motorola has centralized, telephone support required 24x7x365 helping on-site restoration team resolve network issues that require a high level of communications expertise and troubleshooting capabilities.

Our Technical Support Operation Center is staffed by trained and highly skilled Systems Technologists who specialize in the characterization, diagnosis and swift resolution of network performance issues. Technologists are required to have:

- Comprehensive knowledge database to access known system-related issues and resolutions
- System test lab to duplicate issue, enabling faster troubleshooting
- Access to engineers who design communications systems
- Support processes and escalation procedures that adhere to committed response times

Although System Technologists typically can resolve the majority of cases, when an issue arises that even they cannot resolve, they have to have direct and immediate access to the highest tier of support—development engineers.

Motorola Services collaborates with you to meet the needs of your organization and your end users. Our long-standing industry partnerships and expertise have helped make us the premier vendor of end-to-end voice and data applications delivery solutions for government and public sector organizations. First-response organizations around the world trust Motorola to deliver technology that's second nature — seamlessly connecting users to real-time information and allowing them to focus on their missions, not the technology. Trust us to securely design, integrate, support, operate and manage your essential communications networks.

If you have any questions, do not hesitate to contact me directly. We look forward to continuing to provide you with the best-in-class hardware, software and services.

Sincerely,

Jason R Godber  
Manager FST

**Motorola Solutions Centers**

Sarasota Manatee  
Motorola Solutions, Inc  
8240 Vicela Dr. Unit 2  
Sarasota, FL 34240  
Office: 941.343.0020  
Cell: 941.299.5780