



Section 5

# Supplier Procurement and Subcontracting Plan

Public Safety Video Products and Services

June 28, 2022

**Commonwealth of Virginia**

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## Section 5

# Supplier Procurement and Subcontracting Plan

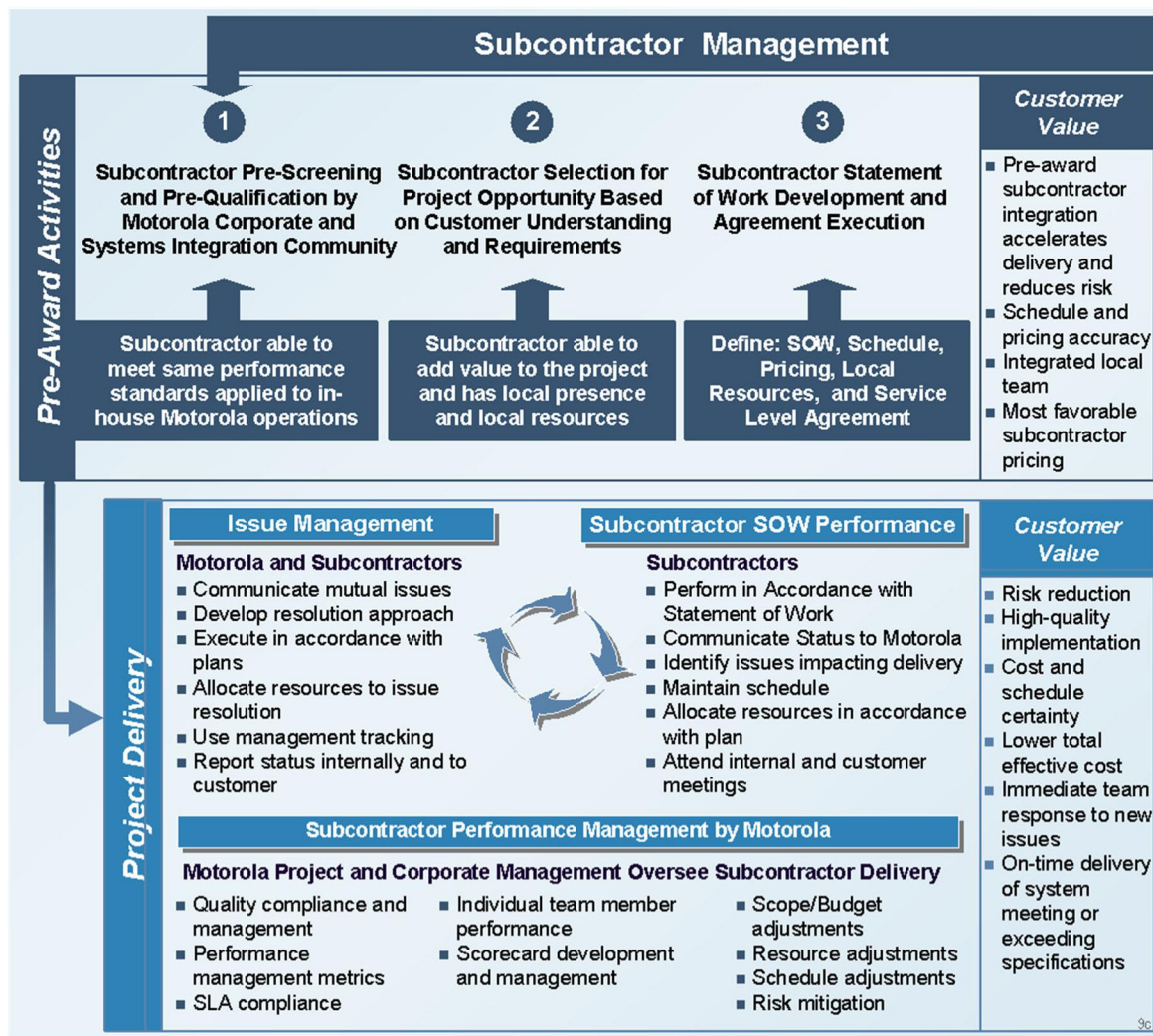
## 5.1 Mentor-Protégé Programs and Participation

Motorola Solutions (Motorola) intends to employ subcontractors that are SWaM certified. Our current plan of record is to contract installation services with all service shops in the Commonwealth of Virginia. Their combined participation will be in excess of 3% of the contract value. Our 3% is based on the per unit installation price. Other project related equipment and services will impact this overall percentage. The final percentage will be provided once the Commonwealth defines a specific project scope and Motorola provides a firm fixed price proposal in response to specific project requirements. Please see Appendix B attached in Section 5.2.

### Subcontractor Management

Our project management philosophy ensures that our subcontractors and third party suppliers follow the same high quality standards as Motorola. The figure below illustrates our subcontractor management approach. The approach is divided into two major parts; what we do pre-award and what we do during project delivery.

Motorola outsources highly specialized functions to industry-proven firms. During this time, we have learned that our continued success is only achieved through the careful up-front selection of our subcontractors, the rigorous oversight of their work, and the integration of their team members as part of our core customer project team. In order to complete a project of this size within the allotted time frame Motorola, with the Commonwealth's permission, may choose to bring in additional contractors to complete the project.



**We create customer value during pre-award by carefully selecting our subcontractors and using proven processes for subcontractor management.**

## Pre-Award Activities

Motorola pre-screens and pre-qualifies our subcontractors to ensure that they meet the same performance standards we apply to ourselves. We involve our subcontractors in Statement of Work development. Oftentimes we also execute formal teaming agreements. These agreements clearly identify the subcontractor's role in the design, schedule, local resources, and service level agreements.

This pre-award approach has the following advantages:

- Longer term subcontractor association means better working relationships.
- Pre-award subcontractor integration accelerates delivery and reduces risk.
- Inclusion of local subcontractors provides an integrated local team to support our customers.
- Optimum implementation schedule and increased pricing accuracy.



## During Project Delivery

During project delivery, we integrate our subcontractors as core team members for effective coordination and communications. Subcontractor scope, performance, quality, and schedule are all managed according to the same core project management principles applied to the Motorola organization.

We bring leading inventory management and supply chain capabilities to every customer project. Equipment lists, generated as part of the proposal development process, pass directly to our procurement system. This system manages components, including materials provided by outside suppliers, so that necessary supplies are available when needed.

This supply chain management approach during project delivery has these benefits:

- Consistent level of quality across the entire integrated project team.
- Immediately identify shortcomings and immediately take corrective action.
- More efficient and effective delivery of the system because components are in the right place at the right time.
- Parts availability issues do not delay the project.

## Mentor and Protégé Program and Participation

The charter of Motorola's Supplier Diversity Program is to assist diverse suppliers who are pursuing business with Motorola. The Supplier Diversity lead helps diverse and small businesses understand how to do business with Motorola through various outreach efforts with national and local diversity organizations. Our partnership and sponsorship of these organizations support inclusive supply chain access, development, and equity. Our partnerships include but are not limited to technology: Supply Chain Access, Leadership, and Equity (SCALE), National Minority Supplier Development Council (NMSDC), Women Business Enterprise National Council (WBENC), National Gay & Lesbian Chamber of Commerce (NGLCC), Disability: IN, and National Veterans Business Development Council (NVBDC).

## Motorola Commitment Statement

### *Supplier Diversity Organization*

The Motorola Supplier Diversity Program strives to match the diversity of our supply base to our customers and to support diversity community outreach organizations. Motorola has centralized its supplier diversity program to maximize and leverage the use of diverse suppliers within its supply chain. The Supplier Diversity program is embedded in our Procurement organization, under the Chief Procurement Officer.

The charter of Motorola's Supplier Diversity Program is to assist diverse suppliers who are pursuing business with Motorola. The Supplier Diversity Lead helps diverse and small businesses understand how to do business with Motorola, and what is expected of suppliers to Motorola. The Supplier Diversity Lead for Motorola is responsible for leading and providing assistance for activities related to the identification and utilization of diverse suppliers, disseminating information on available business opportunities, and ensuring that such businesses are provided an equal opportunity to bid on goods and services purchased or contracted by Motorola.

Via outreach efforts with various national and local diversity organizations, Motorola's Supplier Diversity program actively recruits and provides information to small and diverse businesses about partnership opportunities with Motorola. Motorola is a proud partner of the following organizations who support and further develop diverse suppliers:

- Tech:SCALE formerly Technology Industry Group (TIG) – Board Members
- Women's Business Enterprise National Council (WBENC) – Board Members
- National Minority Supplier Development Council (NMSDC)
- Minority Supplier Development China – Founding Corporate Partner
- United Hispanic Chamber of Commerce (USHCC)
- National Gay and Lesbian Chamber of Commerce – Founding Corporate Partner (NGLCC)
- National Veteran Business Development Council (NVBDC)
- Small Business Administration (SBA)

Disability: In Success of the Motorola Supplier Diversity Program is measured annually based on company-wide spend goals and specific customer contractual requirements. Motorola's participation goals on supplier diversity include:

- As a prime contractor, Motorola is committed to achieving the goals of the Federal Government Small Business Subcontracting Program.
- Motorola makes commitments to its customers who require diverse supplier participation to achieve their required spend targets.
- Motorola has internal goals with management accountability to achieve a target percentage of diversity supplier procurement.

### **Motorola Supplier Diversity Policy**

It is the policy of Motorola to purchase goods and services necessary for the effective operation of our business from certified diverse suppliers to the fullest extent possible consistent with the merits of the suppliers' offerings. Motorola will not discriminate in its procurement practices on grounds of race, religion, age, nationality, social or ethnic origin, sexual orientation, gender, gender identity or expression, marital status, pregnancy, political affiliation, or disability. Motorola will put forth its best efforts to source and utilize qualified diversity-owned business enterprises for subcontracting opportunities.

The program requires all individuals making purchasing/sub-contracting decisions and the Supplier Diversity team to make every effort to achieve the objectives of the program.

Supplier Diversity is a competitive advantage, and we strive to strategically build an innovative and diverse supplier base that enables us to fulfill our commitment and purpose "to help people be their best in the moments that matter."

## 5.2 Appendix B – Small Business (SWaM) Subcontracting Plan

Motorola has provided Appendix B - Small Business (SWaM) Subcontracting Plan below for the Commonwealth's review.

\* Our 3% is based on the per unit installation price. Other project related equipment and services will impact this overall percentage. The final percentage will be provided once the Commonwealth defines a specific project scope and Motorola provides a firm fixed price proposal in response to specific project requirements.

## Appendix B – Small Business (SWaM) Subcontracting Plan

Supplier must complete and submit a Small Business ("SWaM") Subcontracting Plan using this template.

In order for a Supplier's Small Business Subcontracting Plan to be awarded points for the SWaM Participation evaluation criterion, either Supplier or Supplier's proposed subcontractor(s) must hold an active State of Virginia Department of Small Business and Supplier Diversity ("DSBSD") SWaM certification prior to the due date and time for receipt of proposals. This includes small women, small minority, or service disabled veteran-owned businesses when they have received DSBSD small business certification.

**Supplier Name:** Motorola Solutions

**Preparer Name:** Justin Frank

**Date:** 6/22/22

### Instructions:

1. If Supplier is certified by DSBSD as a small business or as a micro business, complete only **Section A** of this form.
2. If Supplier is not a DSBSD certified small or micro business but plans to utilize DSBSD certified small or micro business subcontractor (s) in performing the requirements of the contract, complete **Section B** of this form.

For the Supplier to receive points for the SWaM Participation evaluation criterion, the Supplier shall state the amount of the overall spend utilization commitment percentage that will be directly with SWaM subcontractors in performing the Requirements of the contract.

3. If Supplier is not a DSBSD certified small or micro business and does not plan to utilize DSBSD certified small or micro business subcontractor(s) in performing the requirements of the contract, please so state: \_\_\_\_\_

### Section A

If your firm is certified by the Department of Small Business and Supplier Diversity, provide your certification number and the date of certification. Supplier must include a copy of DSBSD certification with its proposal:

Radio Communications of Va, Inc.: 655909

03-19-2019 SWaM Expiration Date: 03-19-2024

Clear Communications and Electronics, Inc.: 666506

05-01-2018 SWaM Expiration Date: 05-01-2023

Certification number: \_\_\_\_\_ Certification Date: \_\_\_\_\_

### Section B

Populate the table below to show Supplier's overall commitment percentage that will be directly spent with SWaM subcontractors in performing the Requirements of the contract. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc. This shall not exclude DSBSD-certified micro businesses or women, minority, or service disabled veteran-owned businesses when they have received the DSBSD small business certification. Note: this proposed participation will be incorporated into the subsequent contract and will be a requirement of the contract. Failure to obtain the proposed participation percentages may result in breach of the contract.



SUPPLIERS MUST PROVIDE UTILIZATION COMMITMENT PERCENTAGES IN ORDER TO RECEIVE POINTS. IN CASE OF INCONSISTENCY OF LINE ITEM AND TOTAL, TOTAL WILL BE USED.

**B. Plans for Utilization of DSBSD-Certified Small Businesses for this Procurement**

Small Business Name & Address  DSBSD Designation and Certificate #	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Involvement	Spend utilization commitment percentage
Radio Communications of Va, Inc  1282 Mountain Road Glen Allen, VA 23060  Certification Number: 655909 SWaM Certification Type:  Small Start Date: 03-19-2019 SWaM Expiration Date: 03-19-2024	Joe Buttner  Phone: (804) 266-8999 Fax: (804) 262-6846 jbuttner@ix.netcom.com	NIGP Code and Description: 05516 Consoles, Police Vehicle (Includes Controls for P.A., Sirens, Warning Devices) 05557 Lights and Accessories: Flashing, Light Bars, Revolving, and Warning (Including Strobe/Warning Light) 05579 Sirens, Horns and Back-up Alarms 72616 Antennas and Accessories (Radio Only): Brackets, Masts, Mount, Rotators, Standoffs, etc. (Including		

		<p>72688 Two-Way Radio, Portable, Including Vehicle Radio Relay Systems 72689 Two-Way Radio Receivers, Transmitters, Transceivers : Mobile and Base Station (Audio Transfer) 72690 Two-Way Radio Supplies, Parts, and Accessories 91316 Construction , Communicati on Equipment (Includes Antenna Towers) 91365 Maintenance and Repair, Antenna Tower and other Communicati on Equipment Pcard: N Business Category: Communicati on and Media Related Services</p>		
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<p>Clear Communications and Electronics, Inc.</p> <p>620 Cami Lane Charlottesville, VA 22902</p> <p>Certification Number: 666506</p> <p>SWaM Certification Type: Small Start Date: 05-01-2018 SWaM Expiration Date: 05-01-2023</p>	<p>Steve Duncan</p> <p>Phone: (434) 971-8139</p> <p>Fax: (434) 971-8919</p> <p>sduncan@clearcomva.com</p>	<p>72600RADIO COMMUNICATION EQUIPMENT, ACCESSORIES AND SUPPLIES</p> <p>83881Telecommunication Equipment (Via Satellite) for Emergency Vehicles (Including Radio Terminal Display</p> <p>91316Construction, Communication Equipment (Includes Antenna Towers)</p> <p>91365Maintenance and Repair, Antenna Tower and other Communication Equipment</p> <p>95944Electronic and Communication Equipment Services (Including Installation, Maintenance and Repair)</p> <p>99828Communication Equipment (Including Radio, Television, Telephone, VCR, Video/Audio Equipment, etc.),</p>		
<p>SWaM Total Commitment Percentage: Please state here the total spend commitment percentage for DSBSD-certified SWaM businesses directly performing the Requirements of this Contract</p>				