HARRIS

HARRIS CORPORATION

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Procurement Sensitive

May 27, 2009
JS.09.039

MAILED VIA FEDERAL EXPRESS OVERNIGHT

Contra Costa County
Purchasing Department
1220 Morello Ave
Suite 210
Martinez, CA 94553

Attention: Vonley R Honey
Buyer II
General Services Purchasing/Materials

Subject: Project P-25 Professional Grade Portable Radios
Contra Costa County Bid Number 0904-018
Harris RF Communications Division (RFCD)
Government and Public Safety Unit Proposal

Reference: (a) Contra Costa County Bid Number 0904-018 dated April 29, 2009, as amended on April 30, 2009 and May 5, 2009

Enclosure: (1) Three (6) sealed copies, one (1) original five (5) copies, of Harris RF Communications Division (RFCD) Response entitled Project P-25 Professional Grade Portable Radios Bid Number: 0904-018, Harris RF Communications Division (RFCD) Government and Public Safety Unit Proposal dated May 27, 2009

Dear Mr. Honey

The RF Communications Division of Harris Corporation (Harris) is pleased to provide Enclosure (1) in response to the reference (a) request for proposal. Harris has long been a world class leader in innovative communications technology. It has proven its strength as a highly successful, high volume manufacturer of superior quality communications products for the military market and is currently leveraging those strengths in its products for the first responder community.

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The following assumptions contributed to the basis of estimate from which our pricing was derived. Because modifications to these assumptions may result in price and/or schedule changes, they should be reviewed carefully to insure mutual agreement prior to contract award:

1) Delivery lead times are dependent on quantity ordered, therefore will be quoted on individual task order level.
2) Harris respectfully requests a valid tax exempt certificate at time of contract award.
3) Prices reflect FOB Destination and include freight charges to Martinez, California.

In reference to Section J Clause 10, 11, and 12 Harris considers this letter and its enclosures to be procurement sensitive and company confidential.

Harris' proposal response is valid until September 29, 2009. If you have any questions regarding this submission or require additional information, please contact Harris' technical point of contact, Mr. Thomas Benson at (585)241-8371, email tbenson@harris.com or Harris' administrative point of contact, Ms. Janice Krause at (585)241-8399, email Janice.krause@harris.com

Very truly yours,

Janice Krause

Janice Krause
Contracts Manager

Contra Costa County Request for Proposal:

Project P-25 Professional Grade

Portable Radios Bid Number: 0904-018,

Harris RF Communications Division (RFCD) Government and Public Safety Unit Proposal

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Generated By: Harris Corporation RF Communications Division,
1680 University Ave, Rochester NY 14610

Submitted: May 27, 2009

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TABLE OF CONTENTS

1 EXECUTIVE SUMMARY 3
1.1 UNITY™ XG-100P FULL-SPECTRUM MULTIBAND RADIO PRODUCT DESCRIPTION 3
1.2 TECHNICAL REQUIREMENTS COMPLIANCE MATRIX 5
2 PRICE SUMMARY DATED MAY 12, 2009 8
2.1 OFFERINGS: 9
2.1.1 XG-100P TIER 3 (XG-100P-03) 9
2.1.2 XG-100P TIER 4 (XG-100P-04) 9
3 QUALIFICATIONS 9
3.1 PAST PERFORMANCE 9
3.2 ENVIRONMENTAL REQUIREMENTS RESPONSE 11
3.2.1 RECHARGEABLE BATTERY RECYCLING 12
3.2.2 SOURCE REDUCTION PACKAGING 12
3.2.3 PALLETS AND LARGE VOLUME PACKAGING 12

LIST OF FIGURES

FIGURE 1-1: XG-100P 4

LIST OF TABLES

TABLE 2-1: XG-100P PRICE SUMMARY 8
TABLE 3-1: PAST PERFORMANCE DESCRIPTION # 1 OF 3 10
TABLE 3-2: PAST PERFORMANCE DESCRIPTION # 2 OF 3 10
TABLE 3-3: PAST PERFORMANCE DESCRIPTION # 3 OF 3 11

APPENDIX

A: XG-100P Full-Spectrum Multiband Radio

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1 EXECUTIVE SUMMARY

Harris Corporation's RF Communications Division (RFCD) (NYSE: HRS) Government and Public Safety Business Unit is pleased to offer the Unity™ XG-100P, a next-generation Land Mobile Radio (LMR), to the County of Contra Costa. The Harris Unity™ XG-100P is fully compliant to the specifications listed in Contra Costa County bid 0909-018, request for Project 25 professional grade portable radios under the multiband radio specification.

The XG-100P provides first responders with an interoperable communications solution that resolves the incompatibilities inherent in today's emergency response communications systems. Additionally, the XG-100P offers advanced features, including a built-in GPS receiver enabling situational awareness, built-in noise cancellation technology, built-in Bluetooth® technology enabling wireless audio and data interfaces, and a software-only upgrade path to support upgrading to future standards including APCO P25 Phase 2.

1.1 UNITY™ XG-100P FULL-SPECTRUM MULTIBAND RADIO PRODUCT DESCRIPTION

Communication interoperability and personnel monitoring are critical to first responders and their command centers as they respond to day-to-day activities, natural disasters, major incidents, and terrorist acts. Under an internally funded multimillion dollar research and development program, Harris RFCD has developed the XG-100P Full-Spectrum Multiband Radio (Figure 1-1).

With the XG-100P, the public safety community can transition from today's legacy Land Mobile Radio communication systems to a software-defined architecture that ensures backwards compatibility and interoperability while providing for new advanced features. By covering all of the public safety frequency bands in one radio (136-174 MHz (VHF Band), 380-520 MHz (UHF Bands), 762-870 MHz (700/800 MHz Bands)), the XG-100P will allow interoperable communications between federal, state, local, military and tribal nation emergency communication systems.

The XG-100 is built to the military standard for ruggedness and submergibility, designed to be intrinsically safe, and features a true software-defined radio architecture that allows flexibility for future growth, including a software-only upgrade to the APCO P25 phase 2 standards. With a 3-year standard radio warranty, the XG-100 Full-Spectrum Multiband Radio is a future-proof investment.

The XG-100P also includes a personnel monitoring capability and offers improved communications in high-noise environments, such as those containing sirens, within moving vehicles, and on fire-grounds. As a multi-band software-defined radio, the XG-100P will be suitable for operations by a single agency within a single jurisdiction, by multiple agencies working within a single jurisdiction, or by multiple agencies working across multiple jurisdictions.

Harris RFCD has incorporated the following characteristics into this innovative and unique device:

Figure 1-1: XG-100P

- Unprecedented Connectivity

  Full-Spectrum Multiband Frequency Coverage
  - 136-174 MHz, 380-520 MHz, and 762-870 MHz
  - Full APCO P25 Compliance
  - Digital P25 conventional
  - Digital P25 trunking
  - Analog FM
  - Continuous Scanning across all bands, voice modes, and encryption types
- Optimum Channel Capacity
  - Large 16-channel selector
  - 12,500 channels storage capacity
  - 10 mission files with 1,250 channels each
- Superior Voice Quality
  - Built-in noise reduction
  - Clear audio in high-noise environments
- Built-In Secure Bluetooth® Technology
  - Wireless audio accessories
  - Wireless data support
- Built-In GPS Receiver
  - User position sent securely over-the-air
  - Personnel position tracking
  - Rapid response for emergencies
- Full-Color Display
  - Intuitive user interface
  - Front-panel programming
- User-Centric Design
  - Conforming grip and easy-to-use buttons for handheld operation
  - Large knobs and configurable top display for holster operation
- Future Proof Investment
  - Software-Defined Radio technology supporting future P25 standards
  - MIL-STD-810 rugged and submersible, standard

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1.2 TECHNICAL REQUIREMENTS COMPLIANCE MATRIX

The following technical requirement matrix between the XG-100P and the Multiband specifications listed in Contra Costa County Bid number 0904-018. The XG-100 is fully compliant as shown in the Compliance Matrix below.

Multiband Portable General Requirements	Requirement	Product Compliance	Notes
Channel Spacing, Analog	12.5 kHz, 20 kHz, 25 kHz	Compliant	
Channel Spacing, Digital	12.5 kHz (FDMA), 6.25 kHz (TDMA)	Compliant	
Frequency Range	136-174 (VHF), 380-520 (UHF) 762-870 MHz (700/800)	Compliant	
RF Power Output	VHF: 1-6 Watts UHF: 1-5 Watts 700/800: 1-3 Watts	Compliant	
Channel Zones	64	Compliant	
Digital Squelch	Monitor, Normal, Selective	Compliant	
FM Squelch	CTCSS, CDCSS, Noise, Tone	Compliant	
GPS	GPS data, GPS positioning information displayed	Compliant	
Talkgroups/Channels	12,500	Compliant	
Mission Files	1 active, 10 stored	Compliant	
Weight with battery and antenna	24 oz	Compliant	

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Dimensions (w/o antenna or battery) (HxWxD)	6.7"x2.52"x1.9" or less	Compliant	6.5"x2.5"x1.8"
Call Modes	Conventional, Talk-around, unit-to-unit, Emergency	Compliant	
Wireless	Secure Bluetooth	Compliant	
Interoperability	P25 Conventional, P25 Trunking, Analog FM	Compliant	
Encryption Algorithms	AES, DES-OFB	Compliant	
Key Storage	100 keys or any combination	Compliant	
Key loading	Key loader, OTAR	Compliant	
Keypad	12-button DTMF, 2 soft keys, 5-way navigator	Compliant	
User controls	Push-to-Talk, dedicated emergency button, 3 programmable side buttons, 2-position top switch	Compliant	
Channel Selection	Front panel, 16-channel selector knob	Compliant	
Band Selection for Zone/Channel	Front panel, 3-position top switch	Compliant	
Audio	Dual-microphone, Remote speaker microphone, Bluetooth wireless technology	Compliant	

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Programming	Front-panel, computer application, unit-to-unit cloning	Compliant	
Displays	Front and Top Displays	Compliant	
Display	Anti-reflective Color Display	Compliant	
Other interfaces	USB 2.0, RS-232 (9600 baud min.), Bluetooth	Compliant	
Antenna Port	SMA, 50 Ohm	Compliant	
Mil Specs	MIL-STD-810F	Compliant	
Submersible	MIL-STD-810F	Compliant	
Intrinsically Safe	Yes	Compliant	
Battery Life	12 hours (90/5/5)	Compliant	

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2 PRICE SUMMARY DATED MAY 12, 2009

Table 2-1: XG-100P Unit Price Summary

Contra Costa County Product Pricing	P/N	Year 1 Price	Year 2 Price	Year 3 Price
Radio Configurations:				
XG-100P-003: Tier 3	XG-100P-003	4,496	4,720	4,956
Includes: AES/DES Encryption, P25 Conventional OTAR				
XG-100P-004: Tier 4	XG-100P-004	5,395	5,665	5,948
Includes: AES/DES Encryption, P25 Conventional, OTAR P25, Phase 1 Trunking				
Options:				
P25 Trunking Option		1,080	1,134	1,191
Intrinsically Safe (I.S.)		225	236	248
Accessories (18 month warranty):				
Standard RSM	12082-0600-01	126	132	139
1-Bay Charger	12082-0310-01	108	113	119
6-Bay Charger	12082-0314-01	585	614	645
Leather Holster	12082-0500-01	45	47	50
Nylon Carry-Case	12082-0510-01	45	47	50
USB Cable / RPA	12082-0410-A1	135	142	149
KVL Cable	12082-0400-A1	90	95	99

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AA Clamshell	12082-0309-01	63	66	69
Battery	12082-0300-01	108	113	119
Antenna	12082-0250-01	54	57	60
Belt Clip	12082-0530-01	18	19	20

Year prices are based on the based on the beginning of the Government FY calendar

2.1 OFFERINGS:

The All of the Harris XG-100P land mobile radios are built upon software defined architecture and have Full-Spectrum Multiband Frequency Coverage encompassing 136-174 MHz, 380-520 MHz, and 762-870 MHz. Both the XG-100P-003 and XG-100P-004 models listed above Include: Radio transceiver, Standard lithium battery, 136–870 MHz full-spectrum antenna, Belt clip, Operator card, Manuals on CD, 3-year warranty, Analog FM, P25 Conventional, internal GPS, and internal, Bluetooth. Due the relative ease of upgrade the radios via a software solution both the XG-100P-003 and XG-100P-004 are begin submitted for consideration.

2.1.1 XG-100P Tier 3 (XG-100P-03)

XG-100P-003 is a fully featured land mobile radio including the basic configuration about as well as AES/DES Encryption with P-25 OTAR. The XG-100P-003 can easily be upgraded to a XG-100P-004 (listed below) via the purchase of P25 Trucking option at any time .

2.1.2 XG-100P Tier 4 (XG-100P-04)

XG-100P-004 is also a fully featured land mobile radio including the basic configuration with AES/DES Encryption, P-25 OTAR, and P-25 Trucking capability.

3 QUALIFICATIONS

3.1 PAST PERFORMANCE

Harris RFCD is pleased to have the opportunity to describe its exceptional and relevant past performance. For decades, Harris RFCD has been supplying U.S. Government customers with state-of-the-art radio equipment, including tactical HF/VHF/UHF radio equipment, security solutions, sensor systems and system applications. Harris RFCD is a viable and stable business entity located in Rochester, New York. For the past 45 years Harris RFCD has been recognized world-wide for its ability to integrate new hardware and software technology into practical radio communications solutions. Harris RFCD is committed to today's first responders and warfighters and strives to maintain legacy interoperability while delivering new capabilities, without burdening the end- user with unnecessary technical complexity. Harris RFCD is committed to the Land Mobile Radio (LMR) program, as demonstrated by its internal LMR research and development initiative. The past performance described here demonstrates these commitments and Harris RFCD's vast experience with world-class communications solutions.

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Since the XG-100P is a new addition to the Harris RFCD product line, the following Past Performance Descriptions detail projects and programs of the AN/PRC-152 NSA-certified, Type I encrypted, multi-band handheld transceiver, from which some of the multiband and SDR technologies for the XG-100P radio design is derived.

Table 3-1: Past Performance Description # 1 of 3

Contract Number	W15P7T-06-F-0040
Project / Program Title	Army SINCGARS VAA
Pricing Type (e.g. FFP?)	FFP
Contract Dollar Value	$168,765,000
Period of Performance	July 2006 – October 2007
Government Agency	CMDR, US Army CECOM
Client POC (name, address, phone number, e-mail address)	John Tangelos CECOM, Acquisition Center AMSEL-ACCB-RTAA Ft. Monmouth, NJ 07703-5008 (732) 532-8302
Description of the effort	To satisfy the US Army's requirement for Combat Network Radios for immediate support to the Global-War-On-Terrorism, Harris RFCD provided the AN/VRC-110 which consisted of two AN/PRC-152 handheld radios, each with its own Vehicle Amplifier Adapter. All deliveries met the demanding US Army schedule and price requirements. Harris RFCD provided a completely integrated communications package, comprehensive operator training, a full set of technical manuals and support for in-theater installation and maintenance. This program is relevant to the LMR Solicitation because both the XG-100P and the AN/PRC-152 are handheld radios built on similar architectures, and this program is proof of Harris RFCD's ability to successfully produce, ship, install, and support thousands of handheld radios.

Table 3-2: Past Performance Description # 2 of 3

Contract Number	N66001-07-D-0054, Delivery Order #0002
Project / Program Title	CISCHR
Pricing Type (e.g. FFP?)	FFP
Contract Dollar Value	$4,465,645.00
Period of Performance	Dec 07 – Feb 08
Government Agency	SPAWAR
Client POC (name, address, phone number,	Steve Bolger SPAWAR Systems Center

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e-mail address)	53560 Hull Street San Diego, CA 92152-5001 619-553-7204 Steve.Bolger@navy.mil
Description of the effort	This effort included the shipment of 1,115 AN/PRC-152 handheld radios plus accessories in a 30 day window (17 Jan 08 through 15 Feb 08). The Delivery Order was received on 20 Dec 07, shortly before the holiday break, however the Harris RFCD Manufacturing system reacted on short notice and not only began shipments in less than 30 days, but also completed the shipment of over 1,000 handheld radios within 30 days of the initial shipment. This effort demonstrates Harris RFCD's ability to deliver a high volume of handheld radios to a customer with minimal lead time.

Table 3-3: Past Performance Description # 3 of 3

Contract Number	N66001-07-D-0054, Delivery Order #0003
Project / Program Title	CISCHR
Pricing Type (e.g. FFP?)	FFP
Contract Dollar Value	$11,231,133.00
Period of Performance	Dec 07 – Apr 08
Government Agency	SPAWAR
Client POC (name, address, phone number, e-mail address)	Steve Bolger (619) 553-7204 SPAWAR Systems Center 53560 Hull Street San Diego, CA 92152-5001 Steve.Bolger@navy.mil
Description of the effort	This effort included the shipment of 4,479 AN/PRC-152 handheld radios plus accessories. The contract required Harris RFCD to ship the handheld radios in specific lot quantities to multiple destinations. Harris RFCD assigned the Program Manager, Al Circelli, to actively manage this program to ensure constant customer contact.

3.2 ENVIRONMENTAL REQUIREMENTS RESPONSE

Harris Corporation is committed to reducing the overall environmental impact from manufacturing and distribution of its products.

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3.2.1 RECHARGEABLE BATTERY RECYCLING

Harris has a rechargeable battery recycling program. Harris will collect and recycle used rechargeable batteries in accordance with the existing recycling programs established within Harris communications locations.

3.2.2 SOURCE REDUCTION PACKAGING

All of Harris communications shipping uses a 100% recycled two-ply kraft paper as a void fill (dunnage) for shipping.

3.2.3 PALLETS AND LARGE VOLUME PACKAGING

The Harris Shipping Dept uses a presswood pallet which is manufactured from 100% recycled wood material. Harris will also collect Pallets and Large volume packaging for recycling from the county.

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Appendix A:

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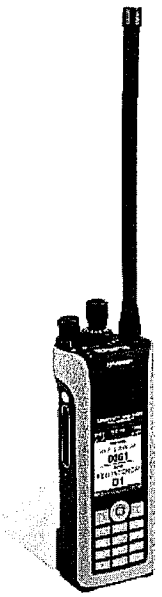
UNITY™ XG-100P

FULL-SPECTRUM

MULTIBAND RADIO



Federal Agencies

Public Safety

First Responders

The Unity™ XG-100P Full-Spectrum Multiband Radio's user-centric design delivers unprecedented interoperability, ease-of-use, and advanced capabilities in a radio that you can depend on for years to come.

The XG-100P covers all portable land mobile radio frequency bands in a single radio. With frequency coverage across the VHF, UHF, and 700/800 MHz bands, extended battery life, and full APCO P25 compliance, the XG-100P enables interoperability with responders from any agency, whether operating on analog or digital. The ability to scan continuously across all bands, voice modes, and encryption types puts unprecedented connectivity in the hands of the user.

Able to store multiple mission files, each capable of storing 1,250 channels, the XG-100P can be completely reconfigured from the front panel. A first for land mobile radios, wireless radio-to-radio cloning allows in-the-field programming of multiple radios without the need for cables.

The XG-100P offers significant capability beyond push-to-talk. Dual microphones and advanced signal processing for built-in noise suppression provide clear and crisp voice quality in high-noise environments. Wireless audio and data accessories are supported by built-in secure Bluetooth® technology. The internal GPS receiver enables user position to be sent securely over-the-air for personnel position tracking and rapid response for emergencies.

The large, full-color display allows easy use of the radio's features, including text messaging, GPS and front panel programming. With an ergonomic design, the XG-100P features a no-slip grip and easy-to-use, intuitive buttons for hand-held operation. Large knobs and a configurable top display provide instantaneous radio control when operating in a holster.

Ruggedness and submersiblity shouldn't be an option; that's why every XG-100P is built to MIL-STD-810F military standards. The XG-100P features a true software-defined radio architecture that allows flexibility for future growth, including a software-only upgrade to the APCO P25 phase 2 standards. With a 3-year standard radio warranty, the XG-100P Full-Spectrum Multiband Radio is a future-proof investment.

Talk as One. Work as One.

Unite the entire team with one radio. For more on interoperability, visit www.talkasone.com

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Specifications for the XG-100P

Capabilities

Interoperability	• Digital P25 Conventional • Digital P25 Trunking • Analog FM
Channel Scanning	• Continuous scanning of all bands • Analog, digital, dual-mode • Priority scanning • Channel voting
Call Modes	• Conventional • Talk-around • Unit-to-Unit • Emergency
Positional Data	Built-in GPS receiver
Wireless	Built-in secure Bluetooth® technology

Specifications

Frequency Range	136-174 (VHF), 380-520 (UHF), 762-870 MHz (700/800)	
Channels/Talkgroups	12,500 (1,250 per mission file)	
Mission Files	1 active, 10 stored	
Channel Zones	64	
Channel Spacing	Digital P25:	• 12.5 kHz (FDMA), • 6.25 kHz (TDMA)
	Analog FM:	• 12.5, 25 kHz
Transmit Power	VHF: UHF: 700/800:	1-6 watts 1-5 watts 1-3 watts
Digital Squelch	Monitor, normal, selective	
FM Squelch	Noise, Tone, CTCSS, CDCSS	
Battery Life	12 hours (90% idle, 5% Rx, 5% Tx)	
Dimensions	2.5 W x 6.5 H x 1.8 D in. (w/o antenna)	
Weight	24 oz. (w/ battery and antenna)	

Interfaces

Audio	• Dual-microphone • Remote speaker microphone • Bluetooth® wireless technology
Radio Programming	• Front-panel • PC-based application • Radio-to-Radio wireless cloning
Front Display	Transflective Color LCD
Top Display	Blue Monochrome OLED
Keypad	12-button DTMF, 2 soft keys, 5-way navigator
Channel Selection	Front panel, 16-channel selector knob
Zone / Chan. Bank Selection	Front panel, 3-position top switch
User Controls	Push-to-Talk, dedicated emergency button, 3 programmable side buttons, 2-position top switch
Remote Control/Data	• USB • RS-232 • Bluetooth® wireless technology
Antenna Port	SMA, 50 Ohms

Encryption

Algorithms	AES, DES-OFB
Key Storage	100 keys, any combination
Key Loading	Key loader, OTAR

Environmental

Rugged	MIL-STD-810F
Submersible	MIL-STD-810F
Intrinsically Safe	Yes

Included Accessories

Antenna	136-870 MHz Whip
Battery	Intrinsically Safe Li-Polymer
Belt Clip	Detachable, Spring-Loaded

Optional Accessories

Cables	• USB Programming Cable • Key Loader Cable
Batteries	AA Battery Adapter
Battery Chargers	• Single-Bay charger • Six-Bay charger • DC Adapter/Charger
Holsters and Carry Cases	Several types available
Audio Accessories	• Remote Speaker Microphone • Several headsets available

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