

From: [Martinez, Francine, GSD](#)
To: [Kristin Saavedra](#)
Subject: State of New Mexico: Sole Source #60-C0033-25-CP474 - Posted
Date: Friday, October 3, 2025 9:16:37 AM

Greetings,

Your Sole Source/Emergency Procurement has been published to the SPD website.

Procurement #60-C0033-25-CP474

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GSD/SPD State Purchasing Division

GSD.SPInfo@state.nm.us



**TORRANCE COUNTY
STATE OF NEW MEXICO
SOLE SOURCE REQUEST AND DETERMINATION FORM**

A sole source **determination** is not effective until the **sole source request for determination** has been posted for thirty (30) calendar days without challenge and subsequently approved in writing by the State Purchasing Agent or, for Professional Services Agreements, the Secretary of the General Services Department. The foregoing requirement is regardless of whether the **sole source request for determination** has been signed by the Agency and/or the Contractor.

- I. Name of Agency: Torrance County
Agency Chief Procurement Officer: Kristin Saavedra
Telephone Number: 505-544-4720
Agency Contact for this request: Kristin Saavedra
Telephone Number & Email Address:
505-544-4720; ksaavedra@tcnm.us
- II. Name of prospective Contractor: Motorola Solutions, Inc.
SHARE Vendor Number (must be active)
Address of prospective Contractor: 8916 Corona Loop, Albuquerque, NM 87113
Contact Name, Telephone Number and Email Address: Mike Gramse, 385-223-0976,
Michael.gramse@motorolasolutions.com
Amount of prospective contract before tax: \$130,000
Estimated tax amount (tax is subject to change): \$20,000
Term of prospective contract: Until the date of Final Project Completion on or before
September 30, 2026

Note: For terms longer than one year, Request for Policy Exemption from DFA MUST be included.

- III. Agency is required to state purpose/need of purchase and thoroughly list the services (scope of work), construction, or items of tangible personal property of the prospective contract

This Statement of Work (SOW) describes the deliverables to be furnished to Torrance County. The tasks described herein will be performed by Motorola, its subcontractors, and Torrance County to implement the solution described in the System Description. It describes the actual work involved in installation, identifies the installation standards to be followed, and clarifies the responsibilities for both Motorola and the County during the

project implementation. Specifically, this SOW provides:

- A summary of the phases and tasks to be completed within the project lifecycle.
- A list of the deliverables associated with the project.
- A description of the responsibilities for both Motorola and the County
- The qualifications and assumptions taken into consideration during the development of this project.

This SOW provides the most current understanding of the work required by both parties to ensure a successful project implementation. In particular, Motorola has made assumptions of the sites to be used for the new system. Should any of the sites change, a revision to the SOW and associated pricing will be required. It is understood that this SOW is a working document, and that it will be revised as needed to incorporate any changes associated with contract negotiations, Contract Design Review (CDR), and any other change orders that may occur during the execution of the project.

Motorola is proposing to move the existing Torrance County, New Mexico dispatch center to the NMDOIT system. The K2 Core equipment will be repurposed into a conventional subsystem on the DOIT system, allowing Torrance to keep the VHF Sites on the air and connected directly into the dispatch center and DOIT simultaneously. This move will integrate the County into the State system for interoperability.

Existing dispatch center hardware will be re-configured for operation on the State system, and new MPLS network equipment is provided. The existing dispatch center must be upgraded to match the ASTRO 25 version of the State system (2021.X) or greater prior to execution of the dispatch move.

Equipment List:

1 DSIGACX7024AC2PSU ACX7024, AC REDUNDANT PSU
1 DSIGSEACX100GA5 SW EACX 100G A W/SVC CS 5YR LICS
1 DSIGSVCCPACX70242P CP SUP ACX7024-DC-2PSU SVCS
10 DSIGSFP1GET SMALL FORM FACTOR PLUGGABLE CPNT 1000BT GBIT
ENET OPTIC (CTO)
1 DSIGACX7024AC2PSU ACX7024, AC REDUNDANT PSU
1 DSIGSEACX100GA5 SW EACX 100G A W/SVC CS 5YR LICS
1 DSIGSVCCPACX70242P CP SUP ACX7024-DC-2PSU SVCS
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1 DSIGSVCCPACX70242P CP SUP ACX7024-DC-2PSU SVCS

10 DSIGSFP1GET SMALL FORM FACTOR PLUGGABLE CPNT 1000BT GBIT
 ENET OPTIC (CTO)
 1 SQM01SUM0323 ASTRO MASTER SITE
 1 CA03517AD ADD: CORE EXPANSION
 2 UA00156AA ADD: MCC7500 CONSOLE LICENSES (QTY 5)
 1 B1948 MCC 7500E DISPATCH POSITION LICENSES
 6 UA00652AA ADD: 160 RADIO RESOURCES LICENSE
 6 UA00654AA ADD: ASTRO 25 TRUNKING OPERATION

- IV. Provide a detailed explanation of the criteria developed and specified by the agency as necessary to perform and/or fulfill the contract and upon which the state agency reviewed available sources. (Do not use “technical jargon;” use plain English. Do not tailor the criteria simply to exclude other contractors if it is not rationally related to the purpose of the contract.)

This is to confirm the justification of a sole source to purchase the necessary radio equipment associated with the customer-owned Motorola dispatch consoles. This radio equipment will integrate into the Counties dispatch consoles and will need to be purchased through Motorola Solutions, which is the only procurement avenue to purchase the Motorola Solutions radio equipment.

- V. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor ***the one source*** capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the “best” source or the “least costly” source. Those factors do not justify a “sole source.”)

- Integration with the customers’ existing ASTRO25 Radio Console through Motorola Solutions
- Seamless integration with the existing State ASTRO25 Trunked Radio System operated through the Motorola Solutions core
- Long standing track record of timely implementation of projects through Motorola Solutions and in partnership with Mobile Communications America radio shop
- Motorola Solutions provides Advanced Conventional proprietary features beyond P25 between Radio Dispatch Consoles and proposed Consolettes. These features provide call control and signaling information, along with important dispatch operations.

- VI. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are ***unique and how this uniqueness is substantially related to the intended purpose of the contract.***

Motorola has trunking resource licenses and software for all six dispatch (6) consoles, they have the proprietary rights to Motorola Solutions Radio Equipment

- VII. Explain why other similar professional services, services, construction or item(s) of

tangible personal property **cannot** meet the intended purpose of the contract.

Dispatch consoles are Motorola consoles only and this radio equipment will integrate into the Counties dispatch consoles and will need to be purchased through Motorola Solutions, which is the only procurement avenue to purchase the Motorola Solutions radio equipment.

VIII. Provide a narrative description of the agency's due diligence in determining the basis for the procurement, including procedures used by the agency to conduct a review of available sources such as researching trade publications, industry newsletters and the internet;; contacting similar service providers; and reviewing the State Purchasing Divisions' Statewide Price Agreements. Include a list of businesses contacted (***do not state that no other businesses were contacted***), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, perform the contract; or an explanation of why the agency has determined that no businesses other than the prospective contractor can perform the contract.

We did our due diligence and were unable to locate any vendors that provided all of the required equipment, software, licensing, etc. needed to upgrade Torrance County Dispatch center for full NMDoIT operation. I have included the documentation related to this request.

We were notified by DHS that Torrance County is unable to utilize the Motorola State Contract as part of the funding is federal funding and the Federal Government does not recognize the State Contracts as they don't follow Federal Procurement Laws. This is why we must utilize sole source.

Certified by:



Date: 10.01.2025

Torrance County Chief Procurement Officer

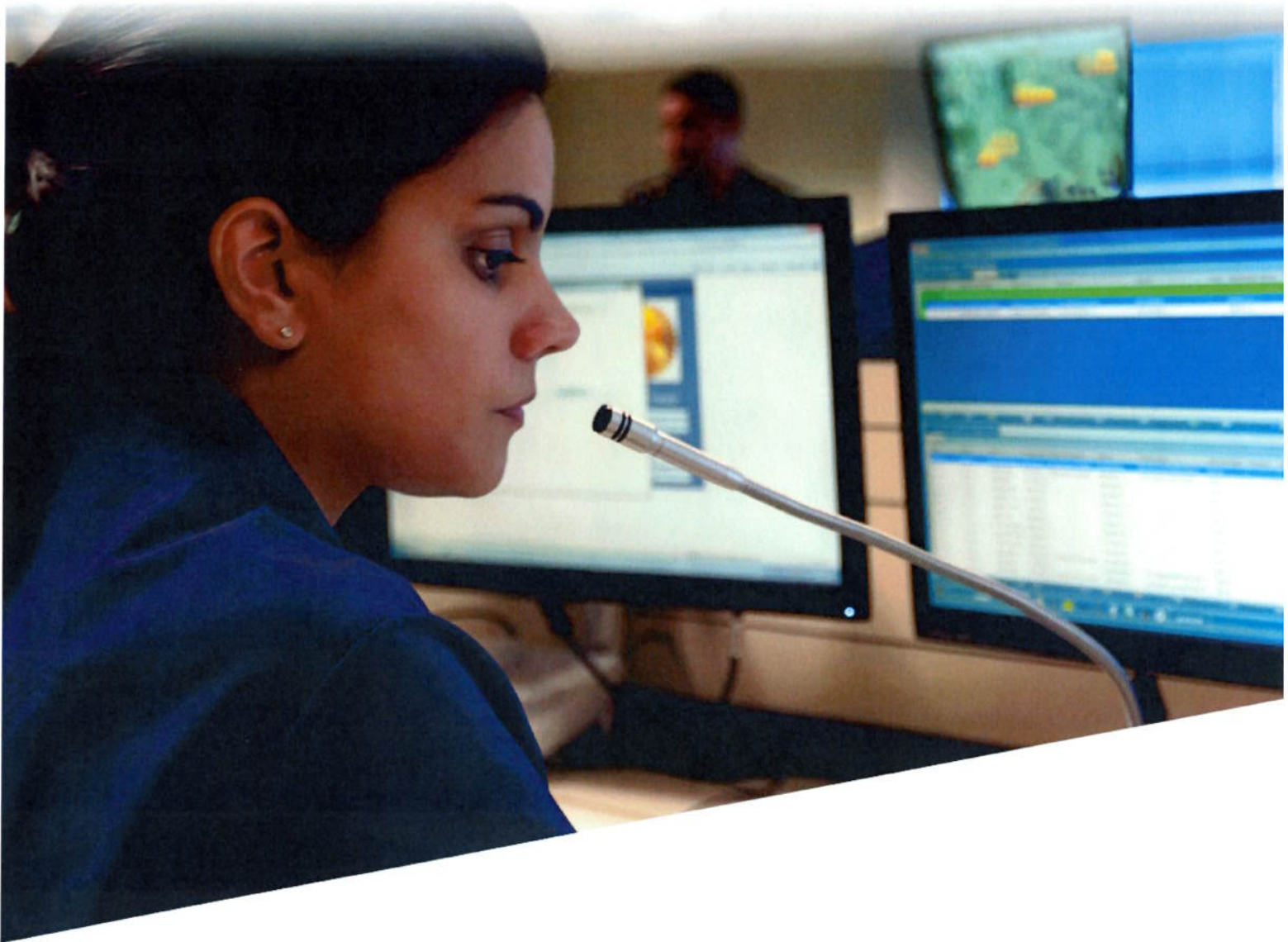
Approved by:

Date: 10/1/2025



Torrance County Manager

If this sole source is being submitted by a governmental agency or governmental entity not under the final authority of the State Purchasing Agent, the State Purchasing Agent's signature is not required. The signature line may be removed from this form or marked as N/A. Hard Copy Documentation for Courtesy Postings do not need to be submitted to SPD for approval.



Torrance County Office

Sole Source - Radio Equipment

Mike Gramse

385-223-0976

michael.gramse@motorolasolutions.com

Motorola Solutions, Inc.
500 W Monroe Street, Ste 4400
Chicago, IL 60661-3781
USA

September 9, 2025

Torrance County

205 S. Ninth St
Estancia, NM 87016

RE: Sole Source - Radio Equipment

Dear Kristin Saavedra,

Motorola Solutions, Inc. (Motorola Solutions) appreciates the opportunity to provide Torrance County with a sole source letter regarding the purchase of Radio Equipment on the State of New Mexico, Statewide Price Agreement # 10-00000-20-00048.

This letter is to confirm the justification of a sole source to purchase the necessary radio equipment associated with the customer owned Motorola dispatch consoles. This radio equipment will integrate into the Counties dispatch consoles and will need to be purchased through Motorola Solutions, which is the only procurement avenue to purchase the Motorola Solutions radio equipment. This letter also includes the following explanation for sole source justification -

- Integration with the customers' existing ASTRO25 Radio Console through Motorola Solutions
- Seamless integration with the existing State ASTRO25 Trunked Radio System operated through the Motorola Solutions core
- Proven success system implementation track record by Motorola Solutions and in partnership with Mobile Communications America radio shop
- Local resources and references of proven implementation within the State of New Mexico
- Long standing track record of timely implementation of projects through Motorola Solutions and in partnership with Mobile Communications America radio shop
- Motorola Solutions provides Advanced Conventional proprietary features beyond P25 between Radio Dispatch Consoles and proposed Consolettes. These features provide call control and signaling information, along with important dispatch operations.

Any questions regarding this sole source justification letter can be directed to Mike Gramse, at 385-223-0976, (michael.gramse@motorolasolutions.com). I look forward to our continued relationship with Torrance County.

Sincerely,

Mike Gramse

Mike Gramse
Area Sales Manager

MOTOROLA SOLUTIONS, INC.