

Reed, Sharon

From: Evans, Bob
Sent: Thursday, August 16, 2012 2:26 PM
To: Reed, Sharon
Cc: Eker, Larry; Gibson, Cindy
Subject: TUSA contract for planning support for new radio system

Sharon,

The new radio system for Wyandotte County has been approved for funding this Fall. We have a need for technical radio planning expertise to finalize the plan and the pricing for the system acquisition. TUSA Consulting is a communications planning and design firm that has worked with all of the new radio systems around Wyandotte County. The reference material attached to the proposal outlines their extensive experience working with the acquisition and installation of the new P-25 radio systems in the Kansas City Metro area. They are the only firm with this range of experience available to help us move to final contract on this acquisition.

Bob Evans, Director
Emergency Management
Wyandotte County/ Kansas City, Kansas
701 N 7th Street Room B-20
Kansas City, Kansas 66101
Main- 913-573-6300
Cell- 913-972-0524
Pager-816-717-5574
Text- 913-972-0524
Email- bevans@wycokck.org

JC
#29715

Gibson, Cindy

From: Evans, Bob
Sent: Friday, June 29, 2012 7:52 AM
To: Gibson, Cindy
Subject: FW: Retainer Agreement
Attachments: TUSA Retainer 062712.doc

Please print 4copies of attachments and email...thanks

Sent from my Windows Phone

From: Jack Hart
Sent: 6/28/2012 16:06
To: Evans, Bob
Subject: Retainer Agreement

Bob,

As discussed, attached is the Tusa Consulting Services Retainer Agreement.

You can enter whatever hours you desire for a monthly placeholder;
however, you are only invoiced for actual hours worked.

Thank you,

Jack

Jack Hart
Tusa Consulting Services
Cell: 816-550-7475
www.tusaconsulting.com



tusa | consulting services
Your Admin Systems Speak for Themselves.

Gibson, Cindy

From: Evans, Bob
Sent: Monday, July 02, 2012 4:39 PM
To: Clark, Jaime
Cc: Jonscher, Debbie; Ortiz, Gary; Eker, Larry; Gibson, Cindy
Subject: FW: Consulting Services Proposal- for new p-25 Next Gen Radio System
Attachments: Wyandotte County Proposal 062812.doc

Importance: High

Jaime,

Attached is a proposal from TUSA Consulting Services to support our planning for the new radio system. The funding for the new system is proposed in the 2012/2013 Budget to be considered by the BOCC on August 2nd. TUSA Consulting is effectively the on-call radio engineering company for most of the Metropolitan area including the MARC Metropolitan radio system, MARRS.

In order to rapidly move to contract and acquisition after approval of the budget, we need to finalize the remaining design issues in the current working proposal developed jointly with BPU. The funding for this contract will be in the modified 2012 budget on August 2nd. How can I proceed to engage TUSA at this time to finalize design and cost and transfer the expenses in the revised budget?

From: Jack Hart [<mailto:jack.hart@tusaconsulting.com>]
Sent: Sunday, July 01, 2012 7:44 PM
To: Evans, Bob
Subject: Consulting Services Proposal
Importance: High

Bob,

Per our conversation last week, I am submitting the attached Radio System Consulting Services proposal.

Please review, and let me know if you have any questions.

Thank you for this opportunity.

Jack

Jack Hart
Tusa Consulting Services
Cell: 816-550-7475
www.tusaconsulting.com

TUSA CONSULTING SERVICES

Consultant Services Retainer

The following describes **Tusa Consulting Services'** (TCS) normal fee structure for technical and support services that are performed on a time and expenses basis. For projects of a large scope, the cost for services varies depending upon the project's duration, breadth of services required and economy of scale.

Technical Resource, TCS Radio	Hourly Rate
Project Principal/Advisor	\$170
Project Manager	\$160
Senior Consultant	\$155
RF Voice/Rebanding Consultant	\$145
Drafting	\$ 65
Administrator	\$ 60

Travel expenses for TCS' consultants, on time-based projects, are normally invoiced at actual cost, without escalation.

A monthly retainer can be used as an interim means to engage TCS; TCS will normalize the fees for Principal, Manager and Senior Consultant to the same \$145/hour rate as for an RF Voice Consultant. The Client is under no obligation to utilize TCS consulting services unless needed.

Monthly retainer: _____ hours

ACCEPTED:

DATE

FOR _____

PROPOSAL TO:

**WYANDOTTE
COUNTY/BPU**

FOR

**RADIO SYSTEM TRANSITION
CONSULTANT SUPPORT SERVICES**

PRESENTED BY

TUSA CONSULTING SERVICES



tusa | consulting services
Our Radio Systems Speak for Themselves.

1.0 INTRODUCTION

Wyandotte County, KS, in partnership with BPU, operates a county-wide Motorola SMARTNET radio system. The County/BPU is currently considering an upgrade of the system to a P25, Phase II, network that would be operate as a "simulcast cell" off the Johnson County Master Switch. This would bring the Wyandotte/BPU system into the regional MARRS (Metropolitan Area Regional Radio System) network.

The County has requested that Tusa Consulting Services (TCS) submit a proposal to support certain tasks associated with this planned transition. TCS has been supporting the development and growth of the MARRS system since its inception and possesses unique knowledge of the system's configuration and operational features. TCS has also been involved with developing RFP's, assessing bids, and negotiating contracts with Motorola with several regional entities that are joining/have joined the MARRS network, and can provide the County with insight into this process.

The attached proposal specifically addresses tasks that have been discussed with Wyandotte County's representatives. The time durations are estimates. Additional tasks are listed as "TBD" (to be determined); these listed tasks are additional services TCS can provide to the County as the project progresses. TCS would also take on other, to-be-identified tasks as mutually agreed-to by TCS and Wyandotte County.

2.0 OVERVIEW OF TUSA CONSULTING SERVICES

Tusa Consulting Services, Inc. was founded by Dominic (Nick) Tusa in 1991. At that time, he worked as a contract radio engineer for professional consulting firms such as Moses Engineers, RCC Consultants, and Dorsey-Pages, LLC. Additionally, Tusa directly undertook microwave and radio communications consulting projects for Exxon Company, USA; the City of Kansas City, Missouri, and others. By 2006, Nick Tusa transitioned from providing technical services to other consulting firms and focused on developing a wholly-independent private practice.

TCS Services:

Assessment, design and implementation of VHF/UHF and 800 MHz conventional/trunked radio networks. TCS services include radio system assessment, user interviews, hardware specification, development of site requirements, propagation studies, drive-testing, narrowband upgrade plans, FCC/APCO license application submission, preparation of cost analyses, evaluation of vendor proposals, and supervision of installation, testing & acceptance. Typical radio system configurations we've designed involve multiple transmit/receive sites, dispatch centers, mobile data, and interconnectivity systems.

Design-Implementation of Simulcast/Multi-Site Radio Networks - Today, many system operators require the enhanced coverage performance and spectrum efficiency which simulcast/multi-site transmitter configurations can best provide; many VHF/UHF narrowband transition solutions require adaptation of multi-site simulcast methodologies. We have successfully implemented such systems in rural settings, as well as large cities. Examples are Lee's Summit, MO; Franklin, TN; Harrison County, MS; Jackson County, MS; St. Tammany and New Orleans, LA, and Hillsborough County, FL. TCS has large-scale radio implementation projects underway in Kansas City, Missouri and Floyd County, Georgia.

Development of Request for Proposal (RFP) technical specifications, proposal evaluations, and contract negotiation support - TCS has supported the development, publication and evaluation of RFP's for radio systems in Kansas City, Clay and Cass counties, Missouri; Ft. Lauderdale, Florida; and Sedgwick County, Kansas. TCS has created a comprehensive RFP package that addresses everything from radio equipment specifications through site construction guidelines. Being vendor-independent, TCS is familiar with the products and services offerings of all major vendors. This enables us to fairly assess bid proposals and support successful contract negotiations.

Project Management - TCS provides comprehensive Project Management services that support single-site upgrades through county-wide and larger system deployments. Our expertise ranges from RF system design, site selection/acquisition/design, construction supervision, installation oversight, and system testing. We utilize industry-accepted project tracking tools, and track vendor and budget performance throughout a project's duration.

Thorough knowledge of all radio communications standards - TCS has developed conceptual design solutions for radio system projects utilizing EDACS, SMARTNET, SMARTZONE, TETRA, APCO 16, APCO P25, conventional/narrowband analog solutions, dispatch centers,

paging systems, and Mobile Data networks. Our team members have a thorough understanding of technologies such as DMR, iDEN, NXDN, OpenSKY, GSM, FDMA, CDMA, TDMA and HF SSB. We also have extensive practical experience with the design and installation of interconnectivity networks using microwave, fiber and wireline technologies.

3.0 PROJECT EXPERIENCE

The following are “typical” TCS projects.

Riverside, Missouri

The City of Riverside is located on the northwest edge of the greater Kansas City metropolitan area. When the City converted its single VHF repeater system to narrowband operation, it experienced loss of coverage within the city’s boundaries. The City had recently split its police and fire departments (previously, the public safety group handled fire and police with the same personnel), and they were experiencing radio traffic congestion. Additionally, the VHF system did not provide acceptable in-building coverage to a local high school, retail stores and a casino.

TCS was contracted to assess the VHF system and develop a plan to merge the City into the evolving Kansas City 800 MHz P25 radio network. TCS selected a location for a new tower that would enhance Riverside’s coverage and also extend the footprint of the Kansas City system. TCS assisted with contract negotiations (Motorola), supervised the construction of a new 24 channel radio site, upgraded the joint PD/FD dispatch center, helped develop the talkgroup/fleet map structure for subscriber radios, and transitioned all users onto the new system...on time, and within budget.

Since cutover, Riverside has experienced excellent coverage, inside and outside, throughout the City, along with increased radio traffic capacity and seamless interoperability with Kansas City and the surrounding regional P25 system. *Currently active project.*

Project value: \$5,000,000

Contact: Captain Chris Skinrood - 816-935-7675

Platte County, Missouri

Platte County is north and west of Kansas City, MO. The County has contracted with Motorola to build a five (5) site 800 MHz P25 system that will attach to the KCMO system as a “simulcast cell”, operating off the KCMO Master Switch. TCS assisted the County with presenting the need for a new system to a citizen’s group and obtained unanimous approval.

TCS conducted an assessment of the County’s current VHF radio system, developed a needs requirements list and conceptual narrowband/P25 designs, identified required subscriber equipment, and supported negotiations with Motorola (sole-source) on the County’s behalf. The County signed the contract with Motorola in December, 2011. The project is scheduled to be

completed by November 2012. This system will support the County Sheriff and multiple municipalities and agencies throughout the County. *Currently active project.*

Project value: \$10,000,000

Contact: Captain Joseph King – 816-858-1951

Kansas City, Missouri

The existing Kansas City, Missouri (KCMO) 800 MHz HARRIS EDACS system is being replaced with a Motorola P25 system. The TCS-developed RFP was published in early 2009 and the selected vendor's contract was signed in December 2009. The project kicked-off in January of 2010 and the nine (9) site system is currently in the testing/acceptance phase. Since January 2010 we have erected two (2) new towers and retrofitted seven (7) sites (while adding the 9th site, the City of Riverside). Additionally, we have completely renovated the KCPD dispatch center and upgraded the KCFD/EMS dispatch center. A new loop microwave network has been deployed (as specified in the TCS-developed RFP). TCS is currently working with KCMO to develop a new joint PD/FD backup dispatch center with 16 radio dispatch positions. Three neighboring cities have elected to join the new system; they required upgraded dispatch centers and the coordination of new subscriber equipment installations.

The KCMO system has more than 6,000 users. TCS transitioned the KC Police Department, Kansas City Fire Department, and the cities of Riverside, Gladstone and North Kansas City onto the new system in late 2011; remaining City departments will move onto the system in 2Q12. *Currently active project.*

Project value: \$35,000,000

Contact: Major Robert Kuehl – 816-582-4886

CURRENT CLIENT LIST

These are currently active TCS projects:

Kansas City, MO	City of Independence, MO
Platte County, MO	City of Overland Park, KS
Cass County, MO	Linn County, KS
Jackson County, MO	Mid-America Regional Council (MARC), MO
Clay County, MO	University of Notre Dame, IN
City of Lee's Summit, MO	Floyd County, GA
City of Riverside, MO	City of Ft. Lauderdale, FL
City of Gladstone, MO	City of New Bern, NC
City of North Kansas City, MO	City of New Orleans, LA
City of Blue Springs, MO	ShipCom Inc., Mobile, AL

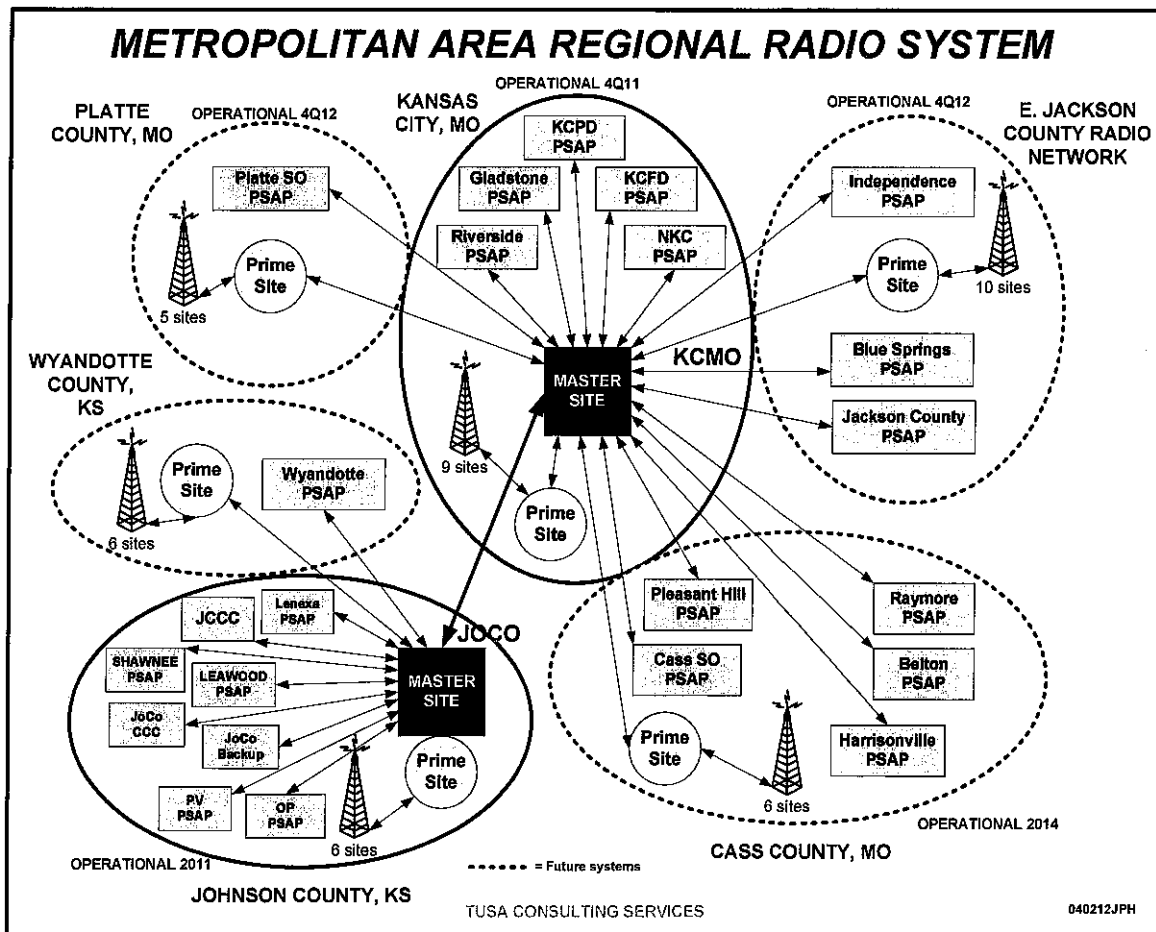
4.0 METROPOLITAN AREA REGIONAL RADIO SYSTEM (MARRS)

Tusa Consulting Services has played a major role in the development of the regional P25 digital network, from its conceptual design in 2007 through today's current system expansion.

TCS has provided/is providing P25 project implementation oversight for:

- Johnson County, KS
- Kansas City, MO (including North Kansas City, Riverside and Gladstone)
- Overland Park, KS
- Independence/Blue Springs, MO
- Platte County, MO
- Cass County, MO
- Jackson County, MO

The following is a schematic diagram of the MARRS system as it will look in 2014.



5.0 PROPOSED PROJECT SUPPORT

Jack Hart, Kansas City-based Senior Consultant for Tusa Consulting Services, will be the Project Manager for the Wyandotte County project. His experience spans more than 40 years in telecommunications and encompasses all aspects of radio systems technology.

Project history:

- Kansas City, MO – 800 MHz P25 Digital Radio system transition project; RFP, vendor negotiations, project management (9 sites)
- Platte County, MO - 800 MHz P25 Digital Radio system design, vendor negotiations, system implementation (5 sites)
- Jackson County, MO – transition from VHF system to regional 800 MHz P25 network
- Cass County, MO – radio system assessment, RFP development, bid proposal evaluation, contract negotiations with winning bidder (7 sites)
- Mid-America Regional Council
 - regional hospital radio system assessment (HEAR and MARCER)
 - upgrade of MERS (Metropolitan Emergency Radio System) VHF repeater system
 - testing and acceptance of the RAMBIS (Regional Area Multi-Band Interoperability System) network
 - upgrade of MED10 UHF repeater and site relocation
 - MARRS (Metropolitan Area Regional Radio System) governance support and cost sharing plan
- Ada County, ID – 700 MHz P25 radio system assessment and expansion design
- Canton, MI – VHF radio system assessment and transition plan to state P25 system
- New York City Police Department/New York City Fire Department - post 9/11 radio system and dispatch center upgrades.
- Project Management - Motorola Northeast US region
 - Northeast region cellular system deployments (NY, NJ, DE, CT, RI, PA, MA)
 - New Jersey State Police/New Jersey Transit statewide 800 MHz system
 - New York City 800 MHz SMARTNET trunked radio system
 - City of Boston simulcast 800 MHz trunked radio system
 - State of Rhode Island DOT statewide simulcast trunked radio system
- Cellular system engineering and implementation:
 - Sprint PCS, Nextel, Cellular One/AT&T Wireless, NYNEX Mobile Communications, AT&T AMPS

Complete resume follows.

Jack Hart

Key Clients

New York City – NYPD and FDNY
New York City – NY City Transit Authority
New York State – Statewide Wireless Network (SWN)
MARC Region – Kansas City, MO
Canton Public Safety – MI
Missouri Hospital Association
Bowling Green, KY
Ada County, ID
Kansas City, MO
Lee's Summit, MO
Platte County, MO
Cass County, MO
Jackson County, MO
Independence/Blue Springs, MO
Kurdistan Ministry of Health, Iraq
Hyderabad Police, India

Key Qualifications

Program Management
VHF/UHF/800 Conventional and Digital Radio Systems
RF Design
Propagation Analysis
Site Acquisition & Construction
Dispatch Center integration
Mobile data systems
Cellular systems

Education

BA Philosophy – Cathedral College, NY

Communications system professional with 40+ years experience with the design, deployment and management of public safety radio and cellular radiotelephone networks. Specializes in the design and implementation of city, state and region-wide radio networks. Expert in civil design, permitting/zoning, and construction of radio sites and associated switching centers.

Experience

2008-Present *Consultant – Tusa Consulting Services*

- Kansas City P25 system upgrade
- Cass, Platte, Jackson County radio system assessments and P25 transition planning
- Clay County, MO, VHF narrowband planning and implementation
- Lee's Summit, MO, UHF narrowband upgrade design
- Ada County, ID, 700 MHZ system assessment and conceptual design

2001-2008 *LMR Consulting – New York/New Jersey*

- IXP Corp. - Support New York City's NYPD and FDNY post-9/11 dispatch consolidation and radio modernization project
- General Dynamics - Project Director – New York SWN

1990 - 2001 *Cellular Systems Design & Deployment*

- VP Engineering, Cellular One/AT&T Wireless – design and deployment of 800 MHZ Analog/TDMA Cellular network in NY/NJ, and 1900 MHZ PCS Digital Cellular systems in Washington DC, MD, PA, MA & RI
- VP Engineering, Nextel – design and management of IDEN network in NY, NJ & CT
- Chief Technical Officer – Sprint PCS Affiliate – NY, VT, NH

1985-1990 *Motorola – Glen Rock, New Jersey*

- Program Manager – deployment of cellular systems in NY, NJ, PA, CT, RI & MA
- Area Program Manager – LMR planning & deployment
 - New Jersey State Police & NJ Transit 800 MHZ trunked radio system
 - City of Boston simulcast trunked network
 - New York City – Dept. of General Services trunked network

1980 – 1985 *AT&T AMPS/NYNEX Mobile Communications*

- RF Engineer, AT&T AMPS – initial RF design of cellular systems in NY, NJ, RI, MA, IL, AZ, FL, CA - designed the "Cellular Emergency Callbox"

1970- 1980 *AT&T Bell System/New York Telephone Co.*

- Engineering support of data communications systems and equipment
- Installation and maintenance of two-way radio, microwave and mobile telephone systems

6.0 PROJECT PROPOSAL

Based upon several meetings with Wyandotte County representatives, Tusa Consulting Services proposes the following initial project support services. The tasks that are labeled "TBD" will be revisited as the project progresses. Other tasks can be added based upon a mutually agreed upon scope of work and written approval from Wyandotte County's Project Manager.

WYANDOTTE COUNTY	
<i>RADIO SYSTEM TRANSITION PROJECT SUPPORT</i>	
TASK	DAYS*
Identify current system requirements (control stations, paging, etc.)	5
Review Motorola proposal/assist with contract negotiations	15
Develop project plan and schedule	5
Support the processes needed to bring Wyandotte County into MARRS	3
Coordinate transition planning with Johnson County	2
Develop/finalize fleetmaps	10
Assist with site acquisition	TBD
Assist agencies with selection of subscriber equipment	TBD
Attend staging acceptance at Motorola factory	TBD
Plan and supervise dispatch center installation	TBD
Supervise tower site installations	TBD
Participate in system acceptance testing	TBD
Support transition of users to new system	TBD
	Total Days
	40
*estimated	
	COST
	\$46,400
TCS hourly fee - \$145 – Expenses are inclusive	



**DEPARTMENT OF PROCUREMENT & CONTRACT
COMPLIANCE**

SUPPLIER CERTIFICATION REGARDING DEBARMENT AND/OR SUSPENSION

This certification needs to be completed by all Unified Government Suppliers who are fulfilling a single procurement in excess of \$20,000. Please complete, sign, and submit the form to the Unified Government Procurement Department (address at the bottom):

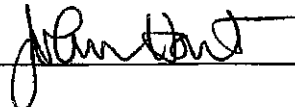
1. The undersigned certifies, to the best of his or her knowledge and belief, that:
 - a. The Offeror and/or any of its Principals:
 - i. Are Are not
Presently debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any Federal agency;
 - ii. Have Have not
Within a three-year period preceding this offer, been convicted of or had a civil judgment rendered against them for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, state or local) contract or subcontract; violation of Federal or state antitrust statutes relating to the submission of offers; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, tax evasion, or receiving stolen property; and
 - iii. Are Are not
Presently indicted for, or otherwise criminally or civilly charged by a government entity with, commission of any of the offenses enumerated in section (1)(a)(ii) of this provision; and
 - iv. Have Have not
Within a three-year period preceding this offer, had one or more contracts terminated for default by any Federal agency.
2. "Principals," for the purpose of this certification, means officer; directors; owners; partners; and, persons having primary management or supervisory responsibilities within a business entity (e.g., general manager; plant manager; head of a subsidiary, division, or business segment, and similar positions). This Certification concerns a matter within the jurisdiction of an agency of the United States and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution.
3. The Offeror shall provide immediate written notice to the Procurement Department if, at any time prior to contract award, the Offeror learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances;
4. A certification that any of the items in this provision exists will not necessarily result in withholding of an award under this solicitation. However, the certification will be considered in connection with a determination of the Offeror's responsibility. Failure of the Offeror to furnish a certification or provide such additional information as requested by the Unified Government Procurement Department may render the Offeror non-responsive;

Unified Government of Wyandotte County/Kansas City, Kansas
Procurement and Contract Compliance, 701 N 7th Street, Room 649, Kansas City, Kansas 66101
Tel: (913)573-5440 Fax: (913) 573-5444 Email: purchase@wycokck.org

5. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision. The knowledge and information of an Offeror is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings; and
6. The certification of this provision is a material representation of fact upon which reliance was placed when making award. If it is later determined that the Offeror knowingly rendered an erroneous certification, in addition to other remedies available to the Government, the Unified Government Procurement Department may terminate the contract resulting from this solicitation for default.

Authorized Supplier Representative

JOHN HART
Name (typed)


Signature

SENIOR CONSULTANT
Title

7/5/12
Date

TUSA CONSULTING SERVICES
Company

RADIO
Project

For Office Use Only: Bid _____ **RFP** _____ **P.O. #** _____

Unified Government of Wyandotte County/Kansas City, Kansas
Procurement and Contract Compliance, 701 N 7th Street, Room 649, Kansas City, Kansas 66101
Tel: (913)573-5440 Fax: (913) 573-5444 Email: purchase@wycokck.org

**Search Results Excluded By
Firm, Entity, or Vessel : Tusa Consulting
as of 14-Aug-2012 3:55 PM EDT**

Your search returned no results.