

# SOUTH WALTON FIRE DISTRICT

911 North County Highway 393, Santa Rosa Beach, Florida 32459

**"Prompt, Competent, Caring Response in Time of Need"**



Ryan H. Crawford  
Fire Chief / Administrator

## Sole/ Single Source Request Justification

(For Noncompetitive Purchases over \$5000)

**WARNING:** Per Florida Statutes 838.22(2)- It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole source contract for commodities or services.

**To: Budget & Finance/ Purchasing Division**

Your approval is requested to initiate a sole/single source procurement action:

Requestor Name: Jose Antonio Perez Jr.

& Title: Communications Director

Requestor Dept./Division: Communications

Phone #: 850-240-2323

Requisition #: A25/26

Recommended Sole/Single Source procurement action with:

Company Name: Williams Communications

Contact Name: Tal Whiddon

Address: 5046 Tennessee Capital Blvd

City, State, Zip: Tallahassee, Florida 32303

E-mail: TWhiddon@wmscom.com

Telephone: 850-385-1121

Is the recommended company the manufacturer?  Yes  No

Does the manufacturer sell the item(s) through distributors?  Yes  No

**If yes, please have manufacturer provide a list of all authorized distributors.**

*Describe the full scope of work contemplated including installation if required; items should include brand, model and part number if applicable.*

Request to purchase two (2) XL-200 mobile radios nine (9) XL-200 portable with all of the programming needed to function on the SLERS and P25 system for the new C4 and REHAB2 vehicles and field unit portables and include the following 2 x Single Head XL-200 mobiles: 2 x SOF Radio Instal-Rmt w/Programming, 2 x SLERS Radio Programming Services, 2 x Mobile-Harris XL200M-P25C-Radio Base, 2 x Feature-Harris XL200M-VHF Band, 2 x Feature-Harris XL200M-UHF Band, 2 x Feature-Harris XL200M-700/800 MHz Band, 2 x Feature-Encryption Lite/ARC4-XL200M, 2 x Feature-Harris XL200M-Phase 2 TDMA, 2 x Feature-Harris XL200M-OTAR, 2 x Feature-XL200M-Encryption-256AES-64 DES, 2 x Feature-Harris XL200M-P25 & EDACS Trk, 2 x Kit-Radio Mounting-XL200M-Universal, 2 x Bracket-Harris XLM Control Head Mounting, 2 x Cable, XL-Mobile, Ethernet, 9M, 2 x Cable-Harris XL Control Unit Power-XL-CH, 2 x Mic-Harris XL200M-Standard Mobile-USB, 2 x Speaker-Harris XL200M-External Mobile, 2 x Cable-Harris XL Mobile-Speaker Accessory, 2 x Control Unit-Harris XL200-CH, 9 x SLERS Radio Programming-per Radio, 9 x Port-XL200P-Full Key Display-Black, 9 x Operation-XL200-Load NIFOG Personality, 9 x Feature-XL-P25 OTAR OverTheAir-Rekeying, 9 x Feature-XL200-P25 Phase 2 TDMA, 9 x Feature-Encryption Lite/ARC4-XL200P, 9 x Feature-XL200-Encryption-256-AES 64-DES, 9 x Feature Pkg-XL200-P25 Trunking/EDACS Trk, 9 x Feature Pkg-XL200-All Bands VUJ700-800, 9 x Ante-Harris XL-Flex Helical 136/870M, 9 x Mic-Spk-Harris XL XTRM-XL200P-Fire-Blk, 9 x Battery-Harris XL-Hi Cap Li-Ion 4800

03/01/2026

Identify the date you need item delivered or work performed.

Type of Sole/Single Source (Check One)  Sole Source  Single Source

<input type="checkbox"/>	One-Time: applies to a single requisition and purchase order for the current fiscal year
<input checked="" type="checkbox"/>	On-Going: Applies to multiple purchases to be made for one year from date Sole/Single Source approved. Estimated Annual Expenditures for one year: \$117,340.11

Is there a contract related to these services?  Yes  No If, yes has legal reviewed it?  Yes  No

### **SOLE/SINGLE SOURCE RATIONALE**

Explain why the recommended company is the only company who can perform the requirement. Address the following: Are there any other companies who can do this job? What condition (e.g. technological superiority, or performance risks, etc.) exists so that the recommended company has a significant advantage over any other company who can do this job?

**It is important to sufficiently address the major reason for conducting a noncompetitive procurement, avoiding peripheral issues which detract from the main reason and reduce the credibility of the justification. The rational must be clear and convincing, avoiding generalities and unsupported conclusions. Use one or more of the following as applicable.**

**Use additional sheets if necessary.**

A specific contractor is the only source of the required item because (check all that apply):

The required items are **proprietary to the Contractor.**

A specific item is needed:

- to be compatible or interchangeable with existing hardware,
- as spare or replacement hardware,
- for the repair or modification of existing hardware, or
- for technical evaluation or test.
- Vendor is the original equipment manufacturer; there are no regional distributors. Verification from manufacturer is attached
- This is the only equipment that meets the specialized needs of the department and performs the intended function. Detailed justification is attached.
- Vendor is the sole distributor that is restricted by the manufacturer to our territory. Verification from manufacturer is attached.

**It is not possible to obtain competition** (i.e., only one source is capable of supplying the items or meeting the requirements). *In a brief explanation, provide supporting evidence for the conclusion; other sources considered should be identified and why they are not able to meet the requirements.*

Williams Communications is the authorized vendor by L3 Harris Corp products for Northwest Florida. All vendors are required to abide by approved state pricing included in the contract with L3 Harris and the Florida Department of Management (FDMS).

There is a **substantial technical risk** in contracting with any other contractor, thereby making that an unacceptable course of action (e.g., where only one contractor has been successful to date in implementing a difficult manufacturing process). *In a brief explanation, provide supporting evidence of other contractor's with relevant capabilities and emphasize their inability to overcome the substantial technical risk.*

Purchasing from any other radio provider would not allow the portable radios to function on the Florida State Law Enforcement Radio System, SLERS, which is utilized by South Walton Fire District for all radio communications.

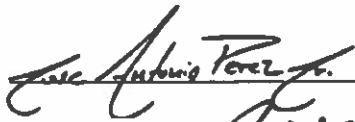

For support services effort, there is no reasonable expectation that a meaningful cost or other improvement could be made in the incumbent contractor's performance (e.g., the chances of another firm winning a competition are clearly remote). *Please provide a brief explanation.*

Williams Communications is the authorized vendor by L3 Harris Corp products for Northwest Florida. All vendors are required to abide by approved state pricing included in the contract with L3 Harris and the Florida Department of Management (FDMS).

**ACKNOWLEDGEMENT**

This section must be completed:

I am aware of the South Walton Fire District's requirements for competitive bidding for purchases over \$5,000.00 and the criteria for justification for Single Source/Sole. I have gathered the required technical information and have made a concerted effort to review comparable/equal equipment (e.g., market research). I have attached the pertinent documentation showing what market research was conducted to preclude other items from consideration.

Requestor Signature:  Date: 02/17/2026  
Fire Chief Signature:  Date: 2/24/26

The South Walton Fire District has advertised the above request on the District's website in accordance with State of Florida Statute 287.057 and no challenges or protests were received. \*

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

Fiscal Officer: \_\_\_\_\_ Date: \_\_\_\_\_

If approved by Fire Board: Resolution Number: \_\_\_\_\_

\*All requests for Sole/Single Source will be advertised on the District's website for a minimum of 7 days prior to approval from the Fire Chief.

# SOUTH WALTON FIRE DISTRICT 2025-2026 BUDGET

## Capital Outlay Request

Budget those items that will exceed \$5,000 each and will benefit the District for a period of time greater than one year.

2025-2026 Budget \$126,445.80

Division Communications - XL-200P For Available LIDs

### Description of Capital Request:

Request to purchase twelve (12) XL-200 portable radios with all of the programming needed to function on the SLERS and P25 system for the following newly available LIDs: BLS1 Mobile, DC-R Mobile, WCSO Server Room Mobile, ENG7 Mobile, ENG8 Mobile, ENG9 Mobile, Surplus Fleet Tahoe, Training Captain, New RES6 x 2, New Spares x 2. Port-XL200P-Full Key-Blk, Operation-XL200-Load NIFOG Personality, Feature-XL-P25 OTAR OverTheAir-Rekeying, Feature-XL200-P25 Phase 2 TDMA, Feature-Encryption Lite/ARC4-XL200P, Feature-XL200-Encryption-256-AES 64-DES, Feature Pkg-XL200-P25 Trunking/EDACS Trk, Feature Pkg-XL200-All Bands V/U/700-800, Ante-Harris XL-Flex Helical 136/870M, Mic-Spk-Harris XL XTRM-XL200P-Fire-Blk, 2 x Battery-Harris XL-Hi Cap Li-Ion 4800 mAh

### Justification:

P25 compatible radios can talk to each other in real-time regardless of which department (fire, EMS, beach safety, law enforcement) and jurisdiction they belong to and which vendor technology is used. The P25 standard allows for the integration of radio systems sourced from multiple vendors in a manner that now permits radio users to roam and interoperate throughout a region of like P25 radio systems. The P25 standard also has greater quality and clarity of radio transmissions. Walton County is in the process of starting a county wide P25 radio system with an expansion in radio coverage that is not provided the SLERS system.

### Strategic Issue Supported:

Strategic Focus 2022, Resource Management: "Support the corresponding funding increases for fleet, facility and equipment improvement and replacement programs."

Strategic Focus 2022, Dispatch/Radio Improvement: "Maintain effective interoperable communications efforts. Enhance the level of safety and accountability on the fire ground with state-of-the-art communications."

Strategic Plan 2021-2026, Contingency Planning: "Maintain the continuity of operations plan to sustain our Fire District and its members in the event of a disaster."

### Price:

\$126,445.80

### Vendor:

L3Harris / Williams Communications



**QUOTE**

5046 Tennessee Capital Blvd.  
 Tallahassee FL 32303  
 (850) 385-1121 Fax: (850) 575-0346  
 00353

QUOTE NO.: 10024 - 00  
 DATE: 2/06/26  
 TERMS: NET 30 DAYS  
 DELIVERY: UNITED PARCEL SERVICE

Please reference Quote No. on correspondence.  
 Send purchase orders to sales@wmscom.com.

Quote expires 03/08/2026.

TO: South Walton Fire District  
 Jose Perez, Jr.  
 Attn: 911 Communications Divi  
 911 N. CR 393  
 Santa Rosa Beach, FL 32459

WE ARE PLEASED TO QUOTE YOU THE FOLLOWING:

LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
1	1	MOBILE, XL-200M, MULTIBAND	3,163.50	3,163.50
2	1	FEATURE, VHF BAND	<del>444.00</del>	<del>444.00</del>
3	1	FEATURE, UHF BAND	444.00	444.00
4	1	FEATURE, 700/800 MHZ BAND	444.00	444.00
5	1	FEATURE, ENCRYPTION LITE	.01	.01
6	1	FEATURE, PHASE 2 TDMA	203.50	203.50
7	1	FEATURE, OTAR	518.00	518.00
8	1	FEATURE, 256-AES, 64-DES ENCRY	580.90	580.90
9	1	FEATURE PACKAGE, P25 & EDACS T	<del>1,850.00</del>	<del>1,850.00</del>
10	1	SPEAKER, EXTERNAL, MOBILE	57.72	57.72
11	1	CONTROL UNIT, XL-MOBILE, RHHC	906.50	906.50
12	1	KIT, INSTALLATION, XL-MOBILE R	555.00	555.00
13	1	PROGRAMMING	93.60	93.60

Continued on following page



LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
			<b>Item Summary</b>	<b>9,260.73</b>
			<b>Subtotal</b>	<b>9,260.73</b>
			<b>Outbound Frt</b>	<b>69.95</b>
			<b>Sales Tax</b>	<b>.00</b>
			<b>Grand Total</b>	<b>9,330.68</b>

ORDERS SUBJECT TO SHIPPING & HANDLING AND SALES TAX IF APPLICABLE

TERMS SUBJECT TO CREDIT REVIEW

BY **Sherrie Woodard** (850)385-1121 Ext

Accepted  
by \_\_\_\_\_  
LEGAL NAME OF PURCHASER

P.O. No. \_\_\_\_\_

\_\_\_\_\_  
AUTHORIZED SIGNATURE

Date \_\_\_\_\_



# QUOTE

5046 Tennessee Capital Blvd.  
 Tallahassee FL 32303  
 (850) 385-1121 Fax: (850) 575-0346  
 00353

QUOTE NO.: 10027 - 00  
 DATE: 2/06/26  
 TERMS: NET 30 DAYS  
 DELIVERY: UNITED PARCEL SERVICE

Please reference Quote No. on correspondence.  
 Send purchase orders to sales@wmscom.com.

Quote expires 03/08/2026

TO: South Walton Fire District  
 Jose Perez, Jr.  
 Attn: 911 Communications Divi  
 911 N. CR 393  
 Santa Rosa Beach, FL 32459

WE ARE PLEASED TO QUOTE YOU THE FOLLOWING:

LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
1	1	MOBILE, XL-200M, MULTIBAND	<del>3,168.50</del>	<del>3,168.50</del>
2	1	FEATURE, VHF BAND	444.00	444.00
3	1	FEATURE, UHF BAND	444.00	444.00
4	1	FEATURE, 700/800 MHZ BAND	444.00	444.00
5	1	FEATURE, ENCRYPTION LITE	.01	.01
6	1	FEATURE, PHASE 2 TDMA	203.50	203.50
7	1	FEATURE, OTAR	518.00	518.00
8	1	FEATURE, 256-AES, 64-DES ENCRY	580.90	580.90
9	1	FEATURE PACKAGE, P25 & EDACS T	1,850.00	1,850.00
10	1	KIT-RADIO MOUNTING-XL200M-UNIV	366.30	366.30
11	1	MIC-HARRIS XL200M-STANDARD MOB	111.00	111.00
12	1	SPEAKER, EXTERNAL, MOBILE	57.72	57.72
13	1	CABLE, XL-MOBILE, SPEAKER ACCY	88.80	88.80
14	1	CONTROL UNIT, XL-CH	1,369.00	1,369.00
15	1	PROGRAMMING	93.60	93.60

Continued on following page



LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
			<b>Item Summary</b>	9,734.33
			<b>Subtotal</b>	9,734.33
			<b>Outbound Frt</b>	69.95
			<b>Sales Tax</b>	.00
			<b>Grand Total</b>	9,804.28

ORDERS SUBJECT TO SHIPPING & HANDLING AND SALES TAX IF APPLICABLE

TERMS SUBJECT TO CREDIT REVIEW

BY **Sherrie Woodard** (850)385-1121 Ext

Accepted  
by \_\_\_\_\_  
LEGAL NAME OF PURCHASER

P.O. No. \_\_\_\_\_

\_\_\_\_\_  
AUTHORIZED SIGNATURE

Date \_\_\_\_\_



**QUOTE**

5046 Tennessee Capital Blvd.  
 Tallahassee FL 32303  
 (850) 385-1121 Fax: (850) 575-0346  
 00353

QUOTE NO.: 10025 - 00  
 DATE: 2/06/26  
 TERMS: NET 30 DAYS  
 DELIVERY: UNITED PARCEL SERVICE

Please reference Quote No. on correspondence  
 Send purchase orders to sales@wmscom.com.

Quote expires 03/08/2026.

TO: South Walton Fire District  
 Jose Perez, Jr.  
 Attn: 911 Communications Divi  
 911 N. CR 393  
 Santa Rosa Beach, FL 32459

WE ARE PLEASED TO QUOTE YOU THE FOLLOWING:

LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
1	9	PORTABLE,XL-200P,FKP,BLK,US,NA	2,923.00	26,307.00
2	9	OPERATION,LOAD NIFOG PERSONALI	.01	.09
3	9	FEATURE-XL-P25 OTAR OVERTHEAIR	518.00	4,662.00
4	9	FEATURE-XL200-P25 PHASE 2 TDMA	203.50	1,831.50
5	9	FEATURE, ENCRYPTION LITE	.01	.09
6	9	FEATURE-XL200-ENCRYPTION-256-A	580.90	5,228.10
7	9	FEATURE PACKAGE, P25 AND EDACS	1,850.00	16,650.00
8	9	FEATURE PACKAGE,ALL BANDS,V+U+	1,328.30	11,954.70
9	18	BATTERY,LI-ION,HI-CAPACITY,480	185.00	3,330.00
10	9	ANTE-HARRIS XL-FLEX HELICAL 13	111.00	999.00
11	9	SPKR MIC, XL XTRM, XL200P, BLK	736.30	6,626.70
12	9	COVER SIDE-UDC-HARRIS-XL PORTA	4.44	39.96
13	9	PROGRAMMING	93.60	842.40

Continued on following page



QUOTE NO. 10025 - 00

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LINE	QTY	DESCRIPTION	UNIT PRICE	TOTAL
			Item Summary	78,471.54
			Subtotal	78,471.54
			Outbound Frt	124.95
			Sales Tax	.00
			Grand Total	78,596.49

ORDERS SUBJECT TO SHIPPING & HANDLING AND SALES TAX IF APPLICABLE

TERMS SUBJECT TO CREDIT REVIEW

BY **Sherrie Woodard** (850)385-1121 Ext

Accepted  
by \_\_\_\_\_  
LEGAL NAME OF PURCHASER

\_\_\_\_\_  
AUTHORIZED SIGNATURE

P.O. No. \_\_\_\_\_

Date \_\_\_\_\_