



March 22, 2011

Public Safety Committee  
Milwaukee Common Council  
City Hall, Room 205  
200 E. Wells Street  
Milwaukee, WI 53202

Dear Aldermen:

Throughout the course of 2010 and 2011, Harris Corporation has worked with the Milwaukee Police Department (MPD) to implement many changes and upgrades to improve, customize and enhance the public safety communications system. Today it is handling hundreds of thousands of calls each month, enhancing officer safety, improving interoperability with other departments, and saving taxpayers' money.

Although the system currently meets or exceeds coverage levels required by the City, we have and will continue to work with the City to enhance the City's radio system. Earlier this year we took steps to provide enhanced radio coverage in the City by adding another transmission site, and we anticipate bringing another tower site on line in April. We have also worked with the Department on changes to improve radio user protocol and the deployment of Vehicle Tactical Repeaters (VTACs) that provide enhanced in-building coverage.

In addition, for the first time in the City's history, every police officer now has his or her own personal radio, complete with emergency button, increasing the level of security for every officer. When an officer presses the emergency button on the radio, dispatch and other officers in the talk group are immediately notified of the emergency, facilitating the fastest possible response.

Finally, Harris Corporation has an obligation to respond to the inflammatory news release issued by Alderman Donovan on March 21, 2011. Harris Corporation holds itself to the highest ethical standards in its business practices. While the bid was completed by a company that Harris later acquired, we are confident that it complied with all legal and ethical requirements in its response to the City of Milwaukee's RFP for a digital police radio system.

Ald. Donovan seems to be relying on unsupported allegations previously made as part of a bid process objection filed by a competitor, Motorola. The City reviewed these allegations at the time they were filed nearly a decade ago and dismissed the objection. We would note a few key facts:

- During the "bid opening" meeting, it was found that two bidders submitted proposals and bids: M/A-COM and another company from Michigan. At the meeting, bids from both bidders were opened and read. Motorola representatives attended the meeting, but had already chosen not to submit a bid.
- The City of Milwaukee's system in place was a Motorola system. The City made the determination about what they required in their new radio system.

- The RPF bid and review process was determined by the City and run by the City. The Harris predecessor followed the process dictated by the City. Bidders do not determine the process, including the use of outside reviewers.
- M/A-COM's sales representative made sales calls to City representatives, as did sales representatives from other vendors. Information, in the form of marketing materials, was made available. At the request of the City, M/A-COM provided a "budgetary estimate," which is a broad expression of the range of solution and prices the company could provide. We do not know if other competitors provided budgetary estimates, but the procedure is very common in our industry and in other industries.
- We did not issue the news releases described by Alderman Donovan so we cannot provide explanation on whether, when or why they were released. We were notified of our award following the procurement processes of the City. We did not know we had been awarded the contract until the City determined that an award was to be made.

I trust this letter resolves any confusion about the claims raised by Alderman Donovan. Harris Corporation has as its first priority its commitment to the MPD officers and the other first responders it works for and supports across the country. We will continue to stand by Milwaukee's world-class communications system that serves those who serve the citizens of Milwaukee. We invite you to reach out to us with any questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Murray", with a long, sweeping flourish extending to the right.

Michael Murray  
Vice President, Global Programs  
Public Safety and Professional Communications

CC: Milwaukee Common Council  
P. Beeson, Esq., Harris Senior Counsel