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## 725G – 2-Way Radio Communications Equipment

Contract Number:	725G
Effective Date:	Extended until June 30, 2012
Contract Administrator:	<b>Sherwood Creech</b> <a href="mailto:Sherwood.creech@nc.gov">Sherwood.creech@nc.gov</a> 919-754-6668 (Office) 919-715-8549 (Fax)

**\*\*NOTE: This contract does not include the FRS and GMRS walkie-talkie type two-way radios which are sold at most discount stores.**

### Scope

The intent of this contract and shall be for 2-way mobile and base radio communications equipment and their accessories. No other communications equipment or categories are included on this contract. In-shop and onsite repair services are also available. Contact distributors directly for quotes on all needs.

Contract 725G only covers the following equipment items:

Equipment: The equipment is divided into four (4) categories. The categories are:

- i) Low Band Equipment to include parts/accessories
  - Mobile Radios
  - Trunk mounted Radios
  - Front mounted Radios
  - Base Stations, 50 to 100 watts
  - Portable Radios, 5 watts or higher
- ii) VHF Equipment to include parts/accessories
  - Mobile Radios
  - Vehicle Repeaters
  - Base Stations, 35 to 100 watts
  - Repeaters – 100 watts
  - Portable Radios, 4 watts or higher
- iii) UHF Equipment to include parts/accessories
  - Mobile Radios
  - Trunk mounted Radios
  - Front mounted Radios
  - Vehicle Repeaters
  - Base Station, 40 to 100 watts
  - Repeaters - 100 watts
  - Portable Radios, 4 watts or higher
- iv) 800 MHz Equipment to include parts/accessories
  - Mobile Radios
  - Trunk mounted Radios
  - Front mounted Radios
  - Base Stations, 50 to 100 watts
  - Repeaters - 35 watts
  - Portable Radios, 3 watts or higher

Parts and Accessories. Included in parts and accessories shall be a variety of antennas, antenna cables, mounts for units and antennas, power supplies, and any other parts or accessories as needed. The following are examples of items that are considered in parts and accessories.

- 2-way antennas (mobile, portable)
- 2-way headsets and microphones
- 2-way encoders and decoders
- Power supplies to include batteries and chargers
- Mounts for both the units and the antennas
- Carry cases and clips
- Flash upgrades for programming radios

State Agencies with the need to acquire other radio communications equipment not covered by this contract are required to comply with IT Procurement Rules, Policies, and Procedures.

This is a **Convenience Contract**, not mandatory, for the use of **State Governmental Agencies** and **non-State Agencies**. Non-state Agencies presently include the **North Carolina University System** and its member campuses, **Instructional components of the Department of Public Instruction**, **Instructional components of the Department of Community Colleges**, as well as **Local (Municipal and County) Governments**.

**Manufacturer Brand / Pricing**

There are multiple brands awarded in this contract. To obtain pricing, contact the Primary contract contact or any of the distributors listed in the Ordering and Vendor Contact Information section next.

**Ordering and Vendor Contact Information**

Vendor	Contact Information
<p><b>E. F. Johnson</b></p>	<p><b>Offering E.F. Johnson brand equipment at a 15% discount off MSRP, offering the product categories: VHF, UHF, and 800MHz</b></p> <p><u>Primary Contract Contact:</u> Michael Basham, <a href="mailto:mbasham@efjohnson.com">mbasham@efjohnson.com</a></p> <p>Fed ID: 41-0736849 Phone: 919-210-5313 (mobile)</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>Atlantic Communications, Chuck Blount, Newport News, VA (757) 380-8489            Communications Int'l, David Hansley, Goldsboro, NC (919) 735-9200            Communications Specialists, Tyler Glover, Raleigh, NC (919) 832-9135            Communications Specialists, Cleve White, Wilmington, NC (910) 791-9773            East Coast International, Gary McKeel, Morehead City, NC (252) 240-3524            Kimball Communications, Dan Kimball, Hendersonville, NC (828) 697-6232            Mobile Communications, Mark Lane, Greensboro, NC (336) 790-2521            Mobile Communications, Mark Lane, Winston-Salem, NC (336) 793-8259            Radio Communications, Matthew Dean, Cary, NC (919) 467-2421            Radio Communications, Tom Lafferty, Charlotte, NC (704) 361-5876            T &amp; D Communications, Stan Matthews, Goldsboro, NC (919) 580-9661            TriCom Radio, Keith Bullock, Lumberton, NC (910) 735-1010            Two Way of Carolina, Jon Sable, Charlotte, NC (704) 361-6224            Whitley's Communications, Vick Whitley, Asheville, NC (828) 254-2567</p> <p><u>E.F. Johnson's Additional Offerings or Services:</u></p>

Vendor	Contact Information
<b>E. F. Johnson continued...</b>	<ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> </ul>
<b>ICOM America</b>	<p><b>Offering ICOM brand equipment at a 37.25% discount off MSRP, offering the product categories: VHF and UHF</b></p> <p><u>Primary Contract Contact:</u> Etsi Tamura, <a href="mailto:gsa@icomamerica.com">gsa@icomamerica.com</a>  Fed ID: 91-1083924  Phone: 425-450-6090 Fax: 425-450-6063</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>8541 Electronics, Sales, Laurinburg, NC (910) 276-9693  Advanced Fire &amp; Safety, Sales, Henderson, NC (252) 430-0102  Communication Service, Sales, Asheville, NC (828) 254-1947  Communications Specialists, Don Loftin, Wilmington, NC (910) 791-9773  ECI Communications, Sales, Morehead City, NC (252) 240-3524  Hagemayer North America, Sales, Raleigh, NC (919) 834-6010  High Country Communications, Chris Bertolini, Linville, NC (828) 733-1822  Killebrew Radio, Sales, Rocky Mount, NC (252) 745-5655  Lupton's, Sales, Stonewall, NC (252) 745-5655  Mobile Communications, Sales, Yadkinville, NC (336) 677-2600  North Western Elect, Sales, Lenoir, NC (828) 754-5152  Radio Communications, Sales, Cary, NC (919) 467-2421  Radio Frequency Concepts, Sales, Huntersville, NC (704) 363-0930  RCS Communications, Sales, Winston-Salem, NC (336) 788-9191  Southeastern Cable Products, William Burden, Ahoskie, NC (252) 332-6764  Sutton's Radio, Sales. Mt. Olive, NC (919) 658-2837  Two Way Radio of Carolina, Inc., Sales, Charlotte, NC (704) 372-3444  Wireless Communications, Sales, Charlotte, NC (704) 597-5220  Wireless Communications, Sales, Hickory, NC (828) 324-2825</p> <p><u>ICOM's Additional Offerings or Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> </ul>

Vendor	Contact Information
<p><b>Harris Corp.</b></p>	<p><b>Offering M/A-COM brand equipment at a 25% discount off MSRP, offering the product categories: VHF, UHF, and 800MHz</b></p> <p><u>Primary Contract Contact:</u> James Potter  Fed ID: 65-0916944  Phone: (301) 837-5200</p> <p><u>Distributors to be contacted for quotes:</u>  Communications International, David Hansley, Goldsboro, NC (919) 735-9200  Communications Specialists, Don Loftin, Wilmington, NC (910) 791-9773  Radio Communications, Matthew Dean, Cary, NC (919) 467-2421  RCS Communications, Sam Tull, Winston-Salem, NC (336) 788-9191  Two Way Radio of Carolina, Jon Sable, Charlotte, NC (800) 372-3444  Whitley 2-Way Radio Service, Vic Whitley, Asheville, NC (828) 254-2567</p> <p><u>Harris Corporation's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> <li>• Offers to Test Radio Frequency in area (for a fee)</li> </ul>
<p><b>Midland Radio</b></p>	<p><b>Offering Midland brand equipment at a 19% discount off MSRP, offering the product categories: Low Band, VHF, and UHF</b></p> <p><u>Primary Contract Contact:</u> Susan Ballew <a href="mailto:sballew@midlandradio.com">sballew@midlandradio.com</a>  Fed ID: 65-0590856  Phone: 816-241-8500 ext. 234 Fax: 816-241-5713</p> <p><u>Distributors to be contacted for quotes:</u>  Advanced Fire &amp; Safety, Dale Edwards, Henderson, NC (252) 430-0102  AIM Electronics, Karl Grider, Goldsboro, NC (919) 734-3221  Anser-Quik Communications, Art Gill, Morehead City, NC (252) 247-2211  Brantley Electronic Supply, Clay Johnson, Fayetteville, NC (910) 485-2100  Brinson Sound, Albert Brinson, New Bern, NC (252) 637-2418  Communications International, Bret Mottis, Goldsboro, NC (919) 735-9200  Communications Specialists, Tyler Glover, Raleigh, NC (919) 832-9121  Communications Specialists, Don Loftin, Wilmington, NC (910) 791-9773  Electronic Service Center, Danny Howard, Elkin, NC (336) 835-5421  Fonville Radio Repair, Grady Fonville, Greensboro, NC (336) 274-3984  High Country Communications, Chris Bertolini, Linville, NC (828) 733-1822  Kanoy Communications, David Kanoy, Ocean Isle, NC (910) 579-5050  Northwestern Electronics, Steve Cardwell, Lenoir, NC (828) 754-5152  Radio Communications, Matthew Dean, Cary, NC (919) 467-2421  Reisenweaver Communications, Richard Hedrick, Winston-Salem, NC (336) 788-9191  Southeastern Cable Products, William Burden, Ahoskie, NC (252) 332-6764  T &amp; D Communications, Stan Matthews, Goldsboro, NC (919) 580-9661</p>

Vendor	Contact Information
<b>Midland Radio continued...</b>	<p>Tri Com Service, William Bullock, Lumberton, NC (910) 735-1010  Two Way Radio of Carolina, Jon Sable, Charlotte, NC (800) 372-3444  Whitleys Communication Services, Vic Whitley, Asheville, NC (828) 254-2567</p> <p><u>Midland Radio's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> </ul>
<b>Motorola, Inc.</b>	<p><b>Offering Motorola brand equipment at a 10- 28% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</b></p> <p><u>Primary Contract Contact / Request Quotes from or Send Orders to:</u>  Holt Watts, <a href="mailto:holt.watts@motorola.com">holt.watts@motorola.com</a>  Fed ID: 36-1115800  Phone: 919-303-5785 Fax: 919-573-9305</p> <p><u>Motorola's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> <li>• Offers discounts off additional lines</li> </ul>
<b>Relm Wireless</b>	<p><b>Offering B.K. brand equipment at a 34% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</b></p> <p><u>Primary Contract Contact:</u> Susana Brown, <a href="mailto:sbrown@relm.com">sbrown@relm.com</a>  Fed ID: 59-3486297  Phone: 800-821-2900 Fax: 800-704-3177</p> <p><u>Distributors to be contacted for quotes:</u>  Asheville Communications, Sales, Asheville, NC (828) 251-1243  High Country Communications, Chris Bertolini, Linville, NC (828) 733-1822  King Carter &amp; Associates, Sales, Matthew, NC (704) 847-7418  Western Carolina Communications, Donald Clawson, Asheville, NC (888) 755-5177</p> <p><u>Relm Wireless's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment training</li> </ul>
<b>Secom Systems</b>	<p><b>Offering Kenwood brand equipment at a 20% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</b></p> <p><u>Primary Contract Contact:</u> Alison Winter, <a href="mailto:Alison@secomwireless.com">Alison@secomwireless.com</a>  Fed ID: 58-1872698  Phone: 800-252-4120 Fax: 770-453-9786</p>

Vendor	Contact Information
<p><b>Secom Systems continued...</b></p>	<p><u>Distributors to be contacted for quotes:</u></p> <p>Advance Radio, Tommy Evans, Wilson, NC (252) 237-1898  B &amp; G Electronics, Greg Milligan, Dover, NC (252) 635-3061  Carolina Communications, Mark Fowler, Monroe, NC (704) 283-1127  Coates Communications, Bill Hamrick, Salisbury, NC, (704) 633-0337  Communications International, David Hansley, Goldsboro, NC, (919) 735-9200  Communications Specialists, Don Loftin, Wilmington, NC (910) 791-9773  Communications Specialists, Tyler Glover, Raleigh, NC (919) 832-9121  Copeland Communications, Alan Copeland, Elizabeth City, NC (252) 338-5718  Direct Call, Danny Hampton, Durham, NC (919) 596-3399  East Coast International, Gary McKeel, Morehead City, NC (252) 240-3524  Eastern Communications, Lewis Lilly, Rocky Mount, NC (252) 442-9275  Emergency Vehicle Outfitter, Marshall Cherry, Corolla, NC (252) 453-8342  Fleet Connect, Nick Long, Sanford, NC (919) 777-2866.  Gately Communications Co., Warren Bell, Kill Devil Hills, NC (252) 441-2066  High Country Communications, Chris Bertolini, Linville, NC (828) 733-1822  Kanoy Communications, Donald Wilson, Ocean Isle, NC (910) 579-5050  Kimball Communications, Brian Kimball, Hendersonville, NC (828) 697-6232  Murphy Communications, Frank Calhoun, Murphy, NC (828) 837-8938  N Touch Wireless, Dale Fortner, Yanceyville, NC (336) 694-6300  One Source Wireless, John Garland, Huntersville, NC (704) 875-9995  Radio Communications, Matthew Dean, Cary, NC (919) 467-2421  Ra-Tech Services, John Spane, Mount Airy, NC (336) 789-8080  Reisenweaver Comm, Richard Hedrick, Winston-Salem, NC (336) 788-9191  Sea Coast Communications, Paul Holiday, Wilmington, NC (910) 392-4848  Skitronics, Tere Woodall, Fuquay-Varina, NC (919) 662-3220  South Sales Communications, Andy Underwood, Charlotte, NC (704) 969-9000  or (704) 460-6935  Southeastern Cable Products, William Burden, Ahsokie, NC (252) 332-6764  Tri Com Services, William Bullock, Lumberton, NC (910) 735-1010  Western Carolina Communications, Donald Clawson, Asheville, NC (888) 755-5177  Western Electronics, Bobby Johnson, Lenoir, NC (828) 754-4321  Whitley 2-Way Radio Service, Vic Whitley, Asheville, NC (828) 254-2567  Wood Electronics, Fred Wood, Wilson, NC (252) 237-0208  Woodley Sales &amp; Service, Charlie Broome, Creswell, NC (252) 797-4192</p> <p><u>Secom System's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Additional percentage discounts off volume orders (over \$50,000)</li> <li>• Equipment Training</li> </ul>

Vendor	Contact Information
<b>Two Way Radio of Carolina</b>	<p><b>Offering Daniels Electronics brand equipment at a 20% discount off MSRP, offering the product categories: Low Band, VHF, and UHF</b></p> <p><u>Primary Contract Contact / Request Quotes from or Send Orders to: Jon Sable, <a href="mailto:jon.sable@twowayradio.org">jon.sable@twowayradio.org</a></u>  Fed ID: 56-1558436  Phone: 800-372-3444 Fax: 704-372-7059</p> <p><u>Two Way Radio's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Equipment training</li> </ul>
<b>Vertex Standard</b>	<p><b>Offering Vertex brand equipment at a 28% discount off MSRP, offering the product categories: Low Band, VHF, and UHF</b></p> <p><u>Primary Contract Contact: Ralph Orta, <a href="mailto:r.orta@vxstdusa.com">r.orta@vxstdusa.com</a></u>  Fed ID: 95-2815202  Phone: 201-995-3989 Fax: 508-435-0525  <u>Alternate Contact: Jim Driscoll, <a href="mailto:j.driscoll@vxstdusa.com">j.driscoll@vxstdusa.com</a></u>  Phone: 508-435-3905 Fax: 508-435-0525</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>Communication Service, Patrice Reeves, Asheville, NC (828) 254-1947  Communications Marketing, Jason Bentley, Kennesaw, GA (770) 424-9097  Communications Plus, Ali Schoolie, Ahoskie, NC (252) 209-9097  Communications Specialists, Don Loftin, Wilmington, NC (910) 791-9773  Communications Specialists, Tyler Glover, Raleigh, NC (919) 832-9121  Electronic Service Co, Van Billingsley, Hamlet, NC (910) 582-5411  Huntcomm, Inc., Judith Huntley, Lexington, NC (336) 249-9640  Mobile Communications, Michael Hutchens, Winston Salem, NC (336) 793-8259  Mobile Communications, Mark Lane, Greensboro, NC (336) 790-2521  Radio Communications, Matthew Dean, Cary, NC (919) 467-2421  RCS Communications, Richard Hedrick, Winston-Salem, NC (336) 788-9191  South Sales Communications, Tim Rock, Charlotte, NC (800) 678-6422  T &amp; D Communications, Stan Matthews, Goldsboro, NC (919) 580-9661  Two Way Radio of Carolina, Jon Sable, Charlotte, NC (704) 372-3444</p> <p><u>Vertex Standard's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> <li>• In-shop repair service</li> <li>• Onsite repair service</li> <li>• Trade-in on a case-by-case basis</li> <li>• Equipment training</li> </ul>

**Minimum Orders**

There are no minimum order requirements for this contract.

**Abnormal Quantity**

Any requirement that exceeds **\$100,000** must be forwarded to the Statewide IT Procurement Office for approval. The Statewide IT Procurement Office, in consultation with the using Agency, may

process the request in one or more of the following ways:

1. Purchase may be authorized at the current level of pricing with the current contract Vendor(s)
2. Additional discounts from the current level of pricing may be negotiated with the current contract Vendor(s)
3. A separate Invitation for Bids may be issued for the requirement.

### **Transportation Charges**

FOB – Destination

Freight, handling and distribution charges shall be included in the total price of each item listed.

### **Delivery**

Vendor(s) will complete equipment delivery within **sixty (60)** consecutive calendar days after receipt of a Purchase Order. Vendor(s) will complete parts and accessories delivery within **thirty (30)** consecutive calendar days after receipt of a Purchase Order.

### **Warranty**

The Vendors warrants to the State that all equipment furnished will be new, of good material and workmanship. Standard limited warranties have been established for radio communications equipment and are presented below. Vendors will utilize best efforts to resolve problems in a timely fashion through the use of acceptable servicing methods, to include but not be limited to, verbal problem analysis and remote diagnostics. This statement is not intended to limit any additional coverage, which may normally be associated with a product.

The Standard Warranties are:

<b>Vendor</b>	<b>Equipment</b>	<b>Parts/Accessories</b>
E.F. Johnson	12 months	12 months
ICOM America	24 months	12 months
M/A-COM Corp.	12 months	12 months
Midland Radio	24-60 months based on model	12 months
Motorola Inc.	12-24 months based on model	12 months
Relm Wireless	24 months	12 months
Secom Systems	24 months	12 months
Two Way Radio	24 months	12 months
Vertex Standard	36 months	12 months

### **Taxes**

Prices do not include North Carolina sales or use taxes.

### **Value Added Services**

Contract related value added services may be provided by the Vendors. Value added services may be, but are not limited to, training, installation, leasing, asset tagging or imaging. These additional services will be negotiated by the Agency with the contract holder in accordance with IT Policies and Procedures. The Agency is responsible for reviewing and amending if necessary the scope of work, lease agreement, etc. prior to order placement.

Extended maintenance/service options to include quicker resolution of hardware problems and after hour support may be offered. Agencies may elect to enroll in one or more extended service options offered by issuing appropriate Purchase Order for said option. Maintenance services may be renewed upon written notice (Purchase Order) by the Agency no later than thirty (30) days prior to the expiration date of the initial acceptance of the maintenance options. Following notice of renewal (Purchase Order), the agency will be invoiced for the corresponding maintenance service fees in annual installments. Escalation of annual maintenance fees shall not exceed 5% per year. Any maintenance agreements shall be subject to the terms of this contract.

**Amendments:**

07/13/2007 – Updated contract administrator information

08/01/2007 – Changed Primary Contact Information; added Communications International to distributor list.

04/21/2008 – Contract Renewed

10/23/2008 – Updated Secom Systems' Distributor List

10/29/2008 – Updated M/A Com Corporation's Contact Information

11/20/2008 – Updated EF Johnson's Distributor List

04/09/2009 – Contract Renewed

07/22/2009 – Updated Secom Wireless' (Kenwood) Distributor List

07/28/2009 – Added additional clarification as to what is covered on this contract and what is not.

10/12/2009 – Updated E.F. Johnson's Distributor List.

11/04/2009 – Updated ICOM America's Distributor List

02/17/2010 – Updated South Sales Communications Contact

04/01/2010 – Updated M/A COM contact information; updated Midland Radio contact information

04/20/2010 – Extended contract until June 30, 2010

06/30/2010 – Extended contract until September 30, 2010

09/30/2010 – Extended contract until December 31, 2010

10/01/2010 – Updated Vertex Standard's Distributor List

12/30/2010 – Extended contract until June 30, 2011

01/05/2011 – Updated Contact Information for EF Johnson and Vertex Standard

01/12/2011 – Updated EF Johnson's Distributor List

03/30/2011 – Updated EF Johnson's Distributor List

06/27/2011 – Extended contract until December 31, 2011

07/26/2011 – Updated EF Johnson's Distributor List