

725G – Two-Way Radio Communications Equipment Contract

State Term Contract Number	725G
Effective Date:	Extended through June 30, 2024
Contract Administrator:	Releata Jones
Email:	releata.baker-jones@nc.gov
Phone:	919-754-6666

Scope

The contract includes two-way mobile and base radio communications equipment and their accessories as defined below. 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.

Equipment: Contract 725G covers only the following five categories of equipment:

1. Low Band Equipment to include parts and accessories
 - Mobile Radios
 - Trunk mounted Radios
 - Front mounted Radios
 - Base Stations, 50 to 100 watts
 - Portable Radios, 5 watts or higher
2. VHF Equipment to include parts and accessories
 - Mobile Radios
 - Vehicle Repeaters
 - Base Stations, 35 to 100 watts
 - Repeaters – 100 watts
 - Portable Radios, 4 watts or higher
3. UHF Equipment to include parts and 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
4. 800 MHz Equipment to include parts and accessories
 - Mobile Radios
 - Trunk mounted Radios
 - Front mounted Radios
 - Base Stations, 50 to 100 watts
 - Repeaters, 35 watts
 - Portable Radios, 3 watts or higher
5. Dispatch Console Equipment/Systems 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.
 - Two-way antennas (mobile, portable)
 - Two-way headsets and microphones
 - Two-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

****This contract does not include FRS and GMRS walkie-talkie type two-way radios that are sold at most discount stores.** State Agencies that 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 Statewide IT **Convenience Contract**, not mandatory, for the use of State Governmental Agencies and non-State Agencies as permitted by law. 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.

Abnormal Quantity Provision

Any request that exceeds \$100,000 must be reviewed and approved by the Statewide IT Procurement Office before a Purchase Order can be issued.

For NC eProcurement Users, the system will automatically add the appropriate NCDIT Approvers and the Statewide IT Procurement Office to your Approval Flow.

For Non-NC eProcurement Users, you must email your request (including the Vendor quote and your documentation) to the following address: Submit2.StatewideIT@its.nc.gov

(Please include "Abnormal Quantity Request STC 725G" in the subject line of the email).

The Statewide IT Procurement Office, in consultation with the procuring Agency, may process the request in one or more of the following ways:

1. Request may be authorized at current pricing with current Vendor(s).
2. Additional discounts from the current pricing level may be negotiated with current vendor(s) or approved resellers.
3. A separate Invitation for Bids (IFB) may be issued for the request.

Minimum Orders

There are no minimum order requirements for this contract.

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.

See the next page for Ordering and Vendor Contact Information

Ordering and Vendor Contact Information

All Purchase Orders must reference NC STC 725G.

Vendor	Contact Information
<p>E. F. Johnson Company</p>	<p>Offering E.F. Johnson brand (Kenwood Viking) equipment at a 15% discount off MSRP. Product categories: VHF, UHF, and 800MHz</p> <p><u>Primary Contract Contact:</u> John Daly, john.daly@efji.com Phone: 972-819-0225</p> <p><u>Distributors to be contacted for quotes:</u></p> <ul style="list-style-type: none"> • Communications Specialists: Steve Moore, Wilmington, NC (910) 791-9773 • East Coast International: Gary McKeel, Morehead City, NC (252) 240-3524 • Fleet Connect: Nick Long, Cameron, NC (919) 777-2866 • High Country Communications: Chris Bertolini, (828) 733-1822 • Kimball Communications: Brian Kimball, Hendersonville, NC (828) 697-6232 • Mobile Communications: Michael Hutchens, Winston-Salem, NC (336) 793-8259 • Radio Communications, Matthew Dean, Cary, NC (919) 467-2421 • RCS Wireless Technology: Winston Salem, NC (336) 788-9191 • Southeastern Cable Products, Inc., William Burden, Ahoskie, NC (252) 332-6764 • TriCom Radio: Keith Bullock, Lumberton, NC (910) 735-1010 • Two Way of Carolina: Jon Sable, Charlotte, NC (704) 372-3444 • Western Carolina Communications Systems: Jeremy Ray, Sylva, NC (828) 586-0611 <p><u>E.F. Johnson's Kenwood Viking branded Additional Offerings or Services:</u></p> <ul style="list-style-type: none"> • In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Additional percentage discounts off volume orders (over \$50,000) • Equipment training
<p>Icom America, Inc.</p>	<p>Offering Icom brand equipment at 20%-30% discount off MSRP. Product categories: VHF and UHF</p> <p><u>Primary Contract Contact:</u> Kristina Pickering, governmentsales@icomamerica.com Phone: 425-450-6090 Fax: 425-450-6063</p> <p><u>Distributors to be contacted for quotes:</u></p> <ul style="list-style-type: none"> • Cricket Ventures, LLC, Rock Hill, SC: Anthony Roque, phone: 800-584-1445 x 226, anthony@cricketventures.com • Lupton's, Stonewall, NC: Danny Lupton, phone: 252-745-5655, ldlupton@bizec.rr.com • Mobile Communications America, Fayetteville, NC: Steve Cayton, phone: 800-396-1911, stevecayton@callmc.com • Two Way Radio of Carolina, Inc., Charlotte, NC: Jon Sable, phone: 704-372-3444, rj.ochoa@twowayradio.org <p><u>Icom's Additional Offerings or Services:</u></p> <p>In-shop repair service Onsite repair service Trade-in on a case-by-case basis Additional percentage discounts off volume orders (over \$50,000) Equipment training</p>

Vendor	Contact Information
<p>L3Harris Technologies, Inc. (formerly Harris Corp.)</p>	<p>Offering L3Harris brand equipment at a 25% discount off MSRP. Product categories: VHF, UHF, and 700/800MHz</p> <p><u>Primary Sales Contacts:</u> Alex Williams, (704) 491-2812, Alex.Williams2@L3Harris.com or Customer Care Center (800) 368-3277 Opt. # 9 / US Fax: (321) 409-4393, PSPC_quotes@L3Harris.com</p> <p><u>Primary Contract Administration Contact:</u> Marilyn Brannan, Marilyn.Brannan@L3Harris.com</p> <p><u>Distributors to be contacted for quotes:</u></p> <ul style="list-style-type: none"> • Communications International: (919) 735-9200, jrosati@ask4ci.com • Eastern Communications: (718) 729-2241, msw@easterncommunications.com • Communications Specialists Co., Wilmington: (910)791-9773, samoore@comspeco.com • High Country Communications/HCC of Banner Elk, Newland: (828) 733-1822 chris@hccinc.net • Kimball Communications, Henderson: (828) 697-6232, QBE@KC2W.com • Mobile Communications, Inc., Winston Salem: (336) 793-8259 michael.hutchens@mobilecomminc.com • Radio Communications Company (NC) (RCC), Cary: (919) 467-2421 kbrody@rccws.com • RCS Wireless Technology, Winston Salem: (336) 788-9191, rblack@rcscom.com <p><u>L3Harris' Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> • In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Additional percentage discounts off volume orders (over \$50,000) • Equipment training • Offers to Test Radio Frequency in area (for a fee)

Vendor	Contact Information
<p>Motorola Solutions, Inc.</p>	<p>Offering Motorola brand equipment at a 10- 28% discount off MSRP. Product categories: Low Band, VHF, UHF, and 800MHz. Dispatch consoles and Equipment at a 15% discount.</p> <p><u>Primary Contract Contact / Request Quotes from or Send Orders to:</u> Andrew Curd, andrew.curd@motorolasolutions.com PO Box 122 Holly Springs, NC 27540 Fax: (919) 222-2155 Cell Phone: (919) 621-8605 Phone: (919) 762-1216</p> <p><u>Distributors to be contacted for quotes:</u> Cord Mahone, (980) 729-6932, is the Contact for all the following MCA locations:</p> <ul style="list-style-type: none"> • Mobile Communications of America, Morrisville • Mobile Communications of America, Fayetteville • Mobile Communications of America, Kill Devil Hills • Mobile Communications of America, Wilmington • Mobile Communications of America, Greenville • Mobile Communications of America, Jacksonville • Mobile Communications of America, Oxford • Mobile Communications of America, Winston Salem • Mobile Communications of America, Asheville • Mobile Communications of America, Charlotte • Mobile Communications of America, Chapel Hill • Mobile Communications of America, Mooresville <p><u>Motorola's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> • Value-added Services, including In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Additional percentage discounts off volume orders (over \$100,000) • Equipment training • Offers discounts off additional lines
<p>BK Technologies (formerly ReIm Wireless)</p>	<p>Offering B.K. brand equipment at a 34% discount off MSRP, except extended warranties. Product categories: Low Band, VHF, UHF, and 800MHz</p> <p><u>Primary Contract Contact:</u> Carolyn French, cfrench@bktechnologies.com Phone: 321-237-1306</p> <p><u>Distributor to be contacted for quotes:</u></p> <ul style="list-style-type: none"> • BK Technologies: Lee Canipe, Fountain Inn, SC, (864) 905-1208 LCanipe@bktechnologies.com <p><u>BK Technologies Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> • In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Additional percentage discounts off volume orders (over \$50,000) • Equipment training

Vendor	Contact Information
<p>Secom Systems, Inc.</p>	<p>Offering Kenwood brand equipment at a 20% discount off MSRP. Product categories: Low Band, VHF, UHF, and 800MHz</p> <p><u>Primary Contract Contact:</u> Alison Winter, alison@secomwireless.com Phone: (800) 252-4120 Fax: (770) 453-9786</p> <p><u>Regional Sales Manager:</u> Scott Washington, leroy@secomwireless.com</p> <p><u>Distributors to be contacted for quotes:</u></p> <ul style="list-style-type: none"> • B & G Electronics: Greg Milligan, Dover, NC (252) 635-3061 • Bert's Radio Communications: Rocky Mount, NC (252) 801-3886 • Communications International: Shane Kilpatrick (919) 922-5564 • Communications Specialists: Steve Moore, Wilmington, NC (910) 791-9773 • Communications Specialists: Tyler Glover, Raleigh, NC (919) 832-9121 • East Coast International: Gary McKeel, Morehead City, NC (252) 240-3524 • Fleet Connect: Nick Long, Sanford, NC (919) 777-2866 • High Country Communications: Chris Bertolini, Linville, NC (828) 733-1822 • Kimball Communications: Brian Kimball, Hendersonville, NC (828) 697-6232 • Mobile Communications: Michael Hutchens, Winston-Salem, NC (336) 793-8259 • N Touch Wireless: Dale Fortner, Yanceyville, NC (336) 694-6300 • Radio Communications: Matthew Dean, Cary, NC (919) 467-2421 • Rock Communications: Jon Rock, Fort Mill, SC (704) 209-9862 • RCS Wireless: Randall Williams, Winston-Salem, NC (336) 788-9191 • Sea Coast Communications: Nick Long, Wilmington, NC (910) 392-4848 • Southeastern Cable Products: William Burden, Ahoskie, NC (252) 332-6764 • Tri Com Services: Keith Bullock, Lumberton, NC (910) 735-1010 • Western Carolina Communications: Jeremy Ray, Sylva, NC (828) 586-0611 • Wood Electronics: Fred Wood, Wilson, NC (252) 237-0208 • Woodley Sales & Service: Charlie Broome, Creswell, NC (252) 797-4192 <p><u>Secom System's Additional Offerings and Services:</u></p> <ul style="list-style-type: none"> • In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Additional percentage discounts off volume orders (over \$40,000) • Equipment Training
<p>Two Way Radio of Carolinas</p>	<p>Offering Daniels Electronics and Codan brand equipment at a 20% discount off MSRP. Product categories: Low Band, VHF, and UHF</p> <p><u>Primary Contract Contact / Request Quotes from or Send Orders to:</u> Jon Sable, jon.sable@twowayradio.org 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"> • In-shop repair service • Onsite repair service • Trade-in on a case-by-case basis • Equipment training

Transportation Charges

FOB – Destination

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

Delivery

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

Warranty

The Vendor 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. Vendor 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:

Vendor	Equipment	Parts/Accessories
E.F. Johnson	12 months	12 months
ICOM America	24 months	12 months
Harris Corporation	12 months	12 months
Motorola Inc.	12-24 months based on model	12 months
BK Technologies	24 months	12 months
Secom Systems	24 months	12 months
Two Way Radio	24 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 Vendor. 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/Extensions/Renewals:

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
12/31/2011 – Extended contract until June 30, 2012
05/10/2012 – Updated Contact Information
06/30/2012 – Extended Contract until December 31, 2012
12/27/2012 – Extended Contract until June 30, 2013; Updated ICOM Dealer Listing
02/14/2013 – Updated EF Johnson's Distributor List
06/28/2013 – Extended Contract until December 31, 2013
12/31/2013 – Extended Contract until June 30, 2014
03/12/2014 – Updated Vertex Standard's Distributor List
06/26/2014 – Extended Contract until December 31, 2014
12/31/2014 – Extended until June 30, 2015; Updated Contact and Distributor Lists
06/30/2015 – Extended until June 30, 2016; Updated Contact Information
10/31/2017 – Updated Harris Distributor List
07/03/2018 – Extended until June 30, 2020; Updated Distributor Lists; Deleted Midland Radio from contract.
07/10/2018 – Updated Distributor Lists
07/16/2018 – Name change RELM Wireless to BK Technologies; updated contact info and distributors
12/06/2018 – Added Dispatch Console Equipment/Systems to the Contract
04/18/2019 – Updated Distributor List for ICOM America
04/29/2020 – Extended until June 30, 2021; Updated Contacts for EF Johnson, BK Technologies and Harris Corp.
06/15/2021 – Extended until June 30, 2022
10/21/2021 – Contract Administrator Change
06/27/2022 – Extended until June 30, 2023; Updated Contacts and Distributors for Various Vendors
07/13/2022 – Updated L3 Harris Distributor list
03/31/2023 – Contract Administrator Change
04/10/2023 – Corrected Distributor List
06/28/2023 – Extended Contracts for E.F. Johnson, L3Harris Corp, BK Technologies, Motorola Solutions, Secom Systems, Two-Way Radio of Carolinas, and Icom America until June 30, 2024. Updated Contact information or Distributors for E.F. Johnson, Icom, 3LHarris, BK Technologies, Motorola Solutions, Secom Systems and Two-Way Radio of Carolinas.