STATE OF NORTH CAROLINA
DEPARTMENT OF INFORMATION TECHNOLOGY (DIT)
STATEWIDE IT PROCUREMENT OFFICE

Statewide IT Contract Number	**725G – Two-Way Radio Communications Equipment**
Bid / Solicitation Number	ITS-002969-R
Contract Award Type	CONVENIENCE
Current Effective Dates	Extended through June 30, 2027
Contract Administrator	Releata Jones Email: releata.baker-jones@nc.gov Tel: (919) 754-6666

Scope

The Contract includes two-way mobile and base radio communications equipment and accessories as defined below. No other communications equipment or categories are included on this Contract. In-shop and on-site 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 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	Contract Information
E.F. Johnson Company	**Offering E.F. Johnson brand (Kenwood Viking) equipment at a 15% discount off MSRP.** **Product categories: VHF, UHF, and 800MHz** Primary Contract Contact: John Daly, john.daly@efji.com Phone: (972) 819-0225 Distributors to be contacted for quotes: • Communications Specialists: Wilmington, NC Kevin Piner, Phone: (910) 791-9773 • East Coast International: Morehead City, NC Gary McKeel, Phone: (252) 240-3524 • Fleet Connect: Cameron, NC Nick Long, Phone: (919) 777-2866 • High Country Communications: Linville, NC Chris Bertolini, Phone: (828) 733-1822 • Kimball Communications: Hendersonville, NC Brian Kimball, Phone: (828) 697-6232 • Mobile Communications: Winston-Salem, NC Michael Hutchens, Phone: (336) 793-8259 • Radio Communications: Cary, NC Matthew Dean, Phone: (919) 467-2421 • Southeastern Cable Products, Inc.: Ahoskie, NC William Burden, Phone: (252) 332-6764 • Two Way of Carolina: Charlotte, NC Jon Sable, Phone: (704) 372-3444 • VEI Communications: Lumberton, NC Dan Shepard, Phone: (910) 735-1010 • Western Carolina Communications Systems: Sylva, NC Jeremy Ray, Phone: (828) 586-0611 E.F. Johnson's Kenwood Viking-Branded Additional Offerings or Services: • 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

Icom America, Inc.	**Offering Icom brand equipment at 20%-30% discount off MSRP.** **Product categories: VHF and UHF** Primary Contract Contact: Kristina Pickering, Email: governmentsales@icomamerica.com Phone: (425) 450-6090, Fax: (425) 454-1509 Distributors to be contacted for quotes: • Cricket Ventures, LLC: Rock Hill, SC Anthony Roque, Email: anthony@cricketventures.com Phone: (800) 584-1445 x 226 • Lupton's: Stonewall, NC Danny Lupton, Email: ldlupton@bizec.rr.com Phone: (252) 745-5655 • Mobile Communications America: Fayetteville, NC: Steve Cayton, Email: stevecayton@callmc.com Phone: (800) 396-1911 • Two Way Radio of Carolina, Inc.: Charlotte, NC Jon Sable, Email: rj.ochoa@twowayradio.org Phone: (704) 372-3444 Icom's Additional Offerings or Services: • 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
L3Harris Technologies, Inc. (formerly Harris Corp.)	**Offering L3Harris brand equipment at a 25% discount off MSRP.** **Product categories: VHF, UHF, and 700/800MHz** Primary Sales Contacts: Oscar Rouse, Email: oscar.rouse@l3harris.com Phone: (919) 813-9743 Or Customer Care Center, Email: PSPC_quotes@L3Harris.com Phone: (800) 368-3277, Opt. # 9, Fax: (321) 409-4393 Primary Contract Administration Contact: Marilyn Brannan, Email: marilyn.brannan@L3Harris.com Distributors to be contacted for quotes: • Communications International: Phone: (919) 648-6904, Email: gblack@ask4ci.com • Eastern Communications: Phone: (718) 729-2241, Email: PM@easterncommunications.com • Communications Specialists Co.: Wilmington Phone: (910)791-9773, Email: mpiner@csc2way.com

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High Country Communications/HCC of Banner Elk: Newland
Phone: (828) 733-1822, Email: chris@hccinc.net
Mobile Communications, Inc.: Winston Salem
Phone: (336) 793-8259, Email: michael.hutchens@mobilecomminc.com
Radio Communications Company (NC) (RCC): Cary
Morrisville- Phone: 919-467-2421, Email: mdean@rccws.com
Arden- Phone: 828-772-9487, Email: clance@rccws.com
RCS Wireless Technology: Winston Salem
Phone: (336) 788-9191, Email: asmith@rcscom.com

L3Harris' Additional Offerings and Services:

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)

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<tr><td>Motorola Solutions, Inc.</td><td>
Offering Motorola brand equipment at an 8-25% discount off MSRP (per table below).
<table>
<tr><th colspan="2">Category - VHF, UHF & 800MHz</th></tr>
<tr><th>Vendor</th><th>Motorola Inc</th></tr>
<tr><td>Mobile Radio</td><td>25%</td></tr>
<tr><td>Truck Mounted</td><td>25%</td></tr>
<tr><td>Front Mounted</td><td>25%</td></tr>
<tr><td>Base Station</td><td>15%</td></tr>
<tr><td>Repeater</td><td>15%</td></tr>
<tr><td>Portable Radio</td><td>25%</td></tr>
<tr><td>Third Party (Drop Ship)</td><td>8%</td></tr>
<tr><td>Parts</td><td>25%</td></tr>
<tr><td>Accessories</td><td>25%</td></tr>
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Product categories: VHF, UHF, and 800MHz.
Dispatch consoles and Equipment at a 15% discount.

Primary Contract Contact / Request Quotes from or Send Orders to:
Christopher Clayton,
Email:christopher.clayton@motorolasolutions.com
500 W Monroe Street FL 44
Chicago, IL 60661-3781
Mobile: (919) 810-3011
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	Distributors to be contacted for quotes: Andrew Curd, andrewcurd@callmc.com, Phone: (919) 980-0925, is the Contact for all the following MCA locations: • 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 Motorola's Additional Offerings and Services: • 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
BK Technologies (formerly Relm Wireless)	**Offering B.K. brand equipment at a 34% discount off MSRP, except extended warranties.** **Product categories: Low Band, VHF, UHF, and 800MHz** Primary Contract Contact: Carolyn French, Email: cfrench@bktechnologies.com Phone: (321) 237-1306 Regional Sales Manager: Tom Power, Email: tpower@bktechnologies.com Phone: (865) 440-9136 BK Technologies Additional Offerings and Services: • 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
Secom Systems, Inc.	**Offering Kenwood brand equipment at a 20% discount off MSRP.** **Product categories: Low Band, VHF, UHF, and 800MHz** Primary Contract Contact: Alison Winter, Email: alison@secomwireless.com Phone: (800) 252-4120, Fax: (770) 453-9786 Regional Sales Manager: Scott Washington, Email: leroy@secomwireless.com

	Distributors to be contacted for quotes: • B & G Electronics: Greg Milligan, Dover, NC (252) 635-3061 • 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 • 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 • 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 Secom System's Additional Offerings and Services: • 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
Two Way Radio of Carolinas	**Offering Daniels Electronics and Codan brand equipment at a 20% discount off MSRP.** **Product categories: Low Band, VHF, and UHF** Primary Contract Contact / Request Quotes from or Send Orders to: Jon Sable, Email: jon.sable@twowayradio.org Phone: (800) 372-3444, Fax: (704) 372-7059 Two Way Radio's Additional Offerings and Services: • 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 months	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-hours 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.

History

04/21/2008 – Contract Renewed.

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

10/29/2008 – Updated M/A COM Corporation Contact Information.

11/20/2008 – Updated E.F. Johnson 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 Distributor List.

11/04/2009 – Updated ICOM America Distributor List.

02/17/2010 – Updated South Sales Communications Contact Information.

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 Distributor List.

12/30/2010 – Extended Contract until June 30, 2011.

01/05/2011 – Updated Contact Information for E.F. Johnson and Vertex Standard.

01/12/2011 – Updated E.F. Johnson Distributor List.

03/30/2011 – Updated E.F. Johnson Distributor List.

06/27/2011 – Extended Contract until December 31, 2011.

07/26/2011 – Updated E.F. Johnson 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 Distributor List.

02/14/2013 – Updated EF Johnson 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 Distributor List.

06/26/2014 – Extended Contract until December 31, 2014.

12/31/2014 – Extended until June 30, 2015. Updated Contact Information 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 – Changed Vendor name from RELM Wireless to BK Technologies. Updated Contact Information and Distributor List.

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 Contact Information for EF Johnson, BK Technologies, and Harris Corporation.

06/15/2021 – Extended until June 30, 2022.

10/21/2021 – Updated Contract Administrator.

06/27/2022 – Extended until June 30, 2023. Updated Contact Information and Distributor List for Various Vendors.

07/13/2022 – Updated L3 Harris Distributor List.

03/31/2023 – Updated Contract Administrator.

04/10/2023 – Updated 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.

06/28/2024 – 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, 2025. Updated Contract Information or Distributors for E.F. Johnson, Icom, 3LHarris, BK Technologies, Motorola Solutions, Secom Systems, and Two-Way Radio of Carolinas. Updated Contract Information or Distributors for Icom and L3Harris.

12/23/2024 – Updated Contact Information for L3Harris Distributor List.

06/30/2025 – Extended Contracts through June 30, 2026, for BK Technologies, E.F. Johnson Company, Icom America, Inc., L3Harris Technologies, Inc., Motorola Solutions, Inc., Secom Systems, Inc., and Two Way Radio of Carolina. Updated Contact Information or Distributors for Secom Systems, Inc. and E.F. Johnson Company. Updated Contract Information for E.F. Johnson, Motorola Solutions, Inc., and Secom Systems, Inc.

01/15/2026 – Updated Contact Information for Motorola Solutions.

06/29/2026 – Extended Contracts through June 30, 2027, for BK Technologies, E.F. Johnson Company, Icom America, Inc., L3Harris Technologies, Inc., Motorola Solutions, Inc., Secom Systems, Inc., and Two Way Radio of Carolina. Updated Contact Information for Distributors for Secom Systems, Inc. Updated Contact Information for Motorola Solutions, Inc. and BK Technologies.

08/18/2026 – Updated L3 Harris Distributor List.

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