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725G – 2-Way Radio Communications Equipment

Contract Number:	725G
Effective Date:	Extended until June 30, 2022
Contract Administrator:	Melinda Williams Melinda.Williams@nc.gov 919-754-6414 (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 five (5) 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
- v) 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.

- 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
E. F. Johnson	<p>Offering E.F. Johnson brand equipment at a 15% discount off MSRP, offering the product categories: VHF, UHF, and 800MHz</p> <p>Primary Contract Contact: Timi Jackson, tjackson@efji.com</p> <p>Phone: 972-819-2336 Fed ID: 41-0736849</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>Atlantic Communications, Chuck Blount, Newport News, VA (757) 380-8489 Communications Specialists, Tyler Glover, Raleigh, NC (919) 832-9121 Communications Specialists, Cleve White, Wilmington, NC (910) 791-9773 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, (828) 733-1822 Kimball Communications, Dan Kimball, Hendersonville, NC (828) 697-6232 Mobile Communications, Michael Hutchens, Greensboro, NC (336) 790-2521 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, Roger Frizzell, Sylva, NC (828) 586-0611 Whitley’s Communications, Jason Whitley, Asheville, NC (828) 254-2567</p>
E. F. Johnson continued...	<p><u>E.F. Johnson’s 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

Vendor	Contact Information
	<ul style="list-style-type: none"> • Additional percentage discounts off volume orders (over \$50,000) • Equipment training
ICOM America	<p>Offering ICOM brand equipment at 20%-30% discount off MSRP, offering the 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 Fed ID: 91-1083924</p> <p><u>Distributors to be contacted for quotes:</u> Communications Specialists, Steve Moore, Wilmington, NC (910) 791-9773 ECI Communications, Gary McKeel, Morehead City, NC (252) 240-3524 Lupton's, Danny Lupton, Stonewall, NC (252) 745-5655 Mobile Communications America, Steve Cayton, Fayetteville, NC (800) 396-1911 North Western Elect, Steve Cardwell, Lenoir, NC (828) 754-5152 Radio Communications, Matthew Dean, Cary, NC (919) 467-2421 RCS Communications, Greg Pruitt, Winston-Salem, NC (336) 788-9191 Southeastern Cable Products, William Burden, Ahoskie, NC (252) 332-6764 Sutton's Radio, Harry Sutton. Mt. Olive, NC (919) 658-2837 Two Way Radio of Carolina, Inc., Jon Sable, Charlotte, NC (704) 372-3444</p> <p><u>ICOM's 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
Harris Corp.	<p>Offering M/A-COM brand equipment at a 25% discount off MSRP, offering the product categories: VHF, UHF, and 700/800MHz</p> <p><u>Primary Contract Contacts:</u> Marilyn Brannan Marilyn.brannan@L3Harris.com</p> <p>Fed ID: 65-0916944</p> <p><u>Distributors to be contacted for quotes:</u> Communications International, Eastern NC (919) 735-9200 Mobile Communications Inc., Winston Salem (336) 793-8259 Mobile Communications Inc., Mount Airy (336) 789-8080 Radio Communications, Cary, NC (919) 467-2421 Radio Communications, Asheville, NC (704) 361-5876 Rock Communications, Fort Mill, SC (803) 547-2500 Two Way Radio of Carolina, Charlotte Metro (800) 372-3444</p> <p><u>Harris Corporation'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 \$50,000) • Equipment training • Offers to Test Radio Frequency in area (for a fee)

Vendor	Contact Information
Motorola Solutions, Inc.	<p>Offering Motorola brand equipment at a 10- 28% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</p> <p><u>Primary Contract Contact / Request Quotes from or Send Orders to:</u></p> <p>Andrew Curd, Andrew.curd@motorolasolutions.com PO Box 122 Holly Springs, NC 27540</p> <p>Office Phone: (919) 321-8948 Fax: (919) 222-2155 Cell Phone: (919) 621-8605 Phone: 919-762-1216 Fed ID: 36-1115800</p> <p><u>Distributors to be contacted for quotes:</u> Gately Communications, Warren Bell, Kill Devil Hills, NC (252) 441-2066 Gately Communications, Warren Bell, Kinston, NC (252) 441-2066 Mobile Communications of America, Morrisville, NC Mobile Communications of America, Fayetteville, NC Mobile Communications of America, Kill Devil Hills, NC Mobile Communications of America, Wilmington, NC Mobile Communications of America, Greenville, NC Mobile Communications of America, Jacksonville, NC Mobile Communications of America, Oxford, NC Mobile Communications of America, Winston Salem, NC Mobile Communications of America, Asheville, NC Mobile Communications of America, Charlotte, NC</p> <p style="text-align: center;">**Contact for all MCA locations is Frank Vanderbilt (919) 786-0891</p> <p><u>Motorola'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 \$50,000) • Equipment training • Offers discounts off additional lines
BK Technologies	<p>Offering B.K. brand equipment at a 34% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</p> <p><u>Primary Contract Contact:</u> Stacey Dee, sdee@bktechnologies.com Phone: 321-237-1306 Fax: 800-704-3177 Fed ID: 59-3486297</p> <p><u>Distributors to be contacted for quotes:</u> BK Technologies, Kent Bickel, Nashville, TN (916) 306-0534</p> <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

<p>Secom Systems</p>	<p>Offering Kenwood brand equipment at a 20% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</p> <p>Primary Contract Contact: Alison Winter, Alison@secomwireless.com Phone: 800-252-4120 Fax: 770-453-9786 Fed ID: 58-1872698</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>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 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. 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 Mobile Communications, Mike Cockerham, Mount Airy, NC (336) 789-8080 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 Rock Communications, Jon Rock, Fort Mill, SC (704) 209-9862 RCS Wireless, Rick Black, Winston-Salem, NC (336) 788-9191 Sea Coast Communications, Paul Holiday, 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 Whitley 2-Way Radio Service, Jason Whitley, Asheville, NC (828) 254-2567 Wood Electronics, Fred Wood, Wilson, NC (252) 237-0208 Woodley Sales & 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"> • 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>Two Way Radio of Carolina</p>	<p>Offering Daniels Electronics brand equipment at a 20% discount off MSRP, offering the product categories: Low Band, VHF, and UHF</p> <p>Primary Contract Contact / Request Quotes from or Send Orders to: Jon Sable, jon.sable@twowayradio.org Phone: 800-372-3444 Fax: 704-372-7059 Fed ID: 56-1558436</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

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:

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 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/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
6/30/2012 – Extended Contract until December 31, 2012
12/27/2012 – Extended Contract until June 30, 2013; Updated ICOM Dealer Listing
2/14/2013 – Updated EF Johnson's Distributor List
6/28/2013 – Extended Contract until December 31, 2013
12/31/2013 – Extended Contract until June 30, 2014
3/12/14 – Updated Vertex Standard's Distributor List
6/26/14 – Extended Contract until December 31, 2014
12/31/14 – Extended until June 30, 2015; Updated Contact and Distributor Lists
6/30/15 – Extended until June 30, 2016; Updated Contact Information
10/31/17 – Updated Harris Distributor List
7/3/18 – Extended until June 30, 2020; Updated Distributor Lists; Deleted Midland Radio from contract.
7/10/18 – Updated Distributor Lists
7/16/18 – Name change RELM Wireless to BK Technologies; updated contact info and distributors
12/6/18 – Added Dispatch Console Equipment/Systems to the Contract
4/18/19 – Updated Distributor List for ICOM America
4/29/20 – Extended until June 30, 2021; Updated Contacts for EF Johnson, BK Technologies and Harris Corp.

6/15/21 – Extended until June 30, 2022

10/21/21 – Contract Administrator Change