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725G – 2-Way Radio Communications Equipment

Contract Number:	725G
Effective Date:	Extended until June 30, 2023
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
<p>E. F. Johnson</p>	<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> <ul style="list-style-type: none"> • 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

<p>E. F. Johnson continued...</p>	<ul style="list-style-type: none"> • 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><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 • Additional percentage discounts off volume orders (over \$50,000) • Equipment training
<p>ICOM America</p>	<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></p> <ul style="list-style-type: none"> • Cricket Ventures, LLC: Rock Hill, SC, Anthony Roque, phone: 800-584-1445 x226, email: anthony@cricketventures.com • Lupton's: Stonewall, NC, Danny Lupton, phone: 252-745-5655, email: ldlupton@bizec.rr.com • Mobile Communications America: Fayetteville, NC, Steve Cayton, phone: 800-396-1911, email: stevecayton@callmc.com • Two Way Radio of Carolina, Inc.: Charlotte, NC, Jon Sable, phone: 704-372-3444, email: rj.ochoa@twowayradio.org <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

<p>Harris Corp.</p>	<p>Offering L3Harris brand equipment at a 25% discount off MSRP, offering the 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>Fed ID: 34-0276860</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>Harris Corporation's Additional Offerings and Services:</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)
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<p>Motorola Solutions, Inc.</p>	<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></p> <ul style="list-style-type: none"> • Gately Communications, Warren Bell, Kill Devil Hills, NC (252) 441-2066 • Gately Communications, Warren Bell, Kinston, NC (252) 441-2066 • Frank Vanderbilt (919) 786-0891 is the Contact for all of the following MCA Locations: <ul style="list-style-type: none"> ○ Mobile Communications of America, Morrisville, NC ○ Mobile Communications of America, Fayetteville, NC ○ Mobile Communications of America, Kill Devil Hills, NC ○ 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><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
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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></p> <p>Carolyn French, cfrench@bktechnologies.com Phone: 321-237-1306 Fed ID: 59-3486297</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>BK Technologies, Kent Bickel, Nashville, TN (916) 306-0534 kbickel@bktechnologies.com</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
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<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><u>Primary Contract Contact:</u> Alison Winter, Alison@secomwireless.com Phone: 800-252-4120 Fax: 770-453-9786 Fed ID: 58-1872698</p> <p><u>Regional Sales Manager:</u> Scott Washington, leroy@secomwireless.com Phone: Fax:</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 • 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 • 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><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
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Two Way Radio of Carolina	<p>Offering Daniels Electronics and Codan brand equipment at a 20% discount off MSRP, offering the 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 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 basis• Equipment training
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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

6/27/22 – Extended until June 30, 2023; Updated Contacts and Distributors for Various Vendors

7/13/22 – Updated L3 Harris Distributor list