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## 725G – 2-Way Radio Communications Equipment

Contract Number:	725G
Effective Date:	Extended until June 30, 2020
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.**

**CONTRACT UPDATE: Dispatch Console Equipment/Systems have been added to this contract. The same ordering procedures apply to those as any other item ordered off 725G.**

### 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><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> Jeanne Smith, JWSmith@efji.com</p> <p>Phone: 972-819-0216 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</p>

Vendor	Contact Information
<p><b>E. F. Johnson continued...</b></p>	<p>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> <p><u>E.F. Johnson'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>
<p><b>ICOM America</b></p>	<p><b>Offering ICOM brand equipment at 20%-30% discount off MSRP, offering the product categories: VHF and UHF</b></p> <p><u>Primary Contract Contact:</u> Kristina Pickering  <a href="mailto:governmentsales@icomamerica.com">governmentsales@icomamerica.com</a>            Phone: 425-450-6090 Fax: 425-450-6063            Fed ID: 91-1083924</p> <p><u>Distributors to be contacted for quotes:</u></p> <p>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"> <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
Harris Corp.	<p data-bbox="375 142 1398 212"><b>Offering M/A-COM brand equipment at a 25% discount off MSRP, offering the product categories: VHF, UHF, and 700/800MHz</b></p> <p data-bbox="375 243 1094 344"><u>Primary Contract Contacts:</u> Steve Rahn (919) 455-5191 Corky Over (980) 307-2257 <a href="mailto:srahn@harris.com">srahn@harris.com</a> or <a href="mailto:cover@harris.com">cover@harris.com</a></p> <p data-bbox="375 380 646 409">Fed ID: 65-0916944</p> <p data-bbox="375 436 878 466"><u>Distributors to be contacted for quotes:</u></p> <p data-bbox="375 478 1138 508">Communications International, Eastern NC (919) 735-9200</p> <p data-bbox="375 520 1166 550">Mobile Communications Inc., Winston Salem (336) 793-8259</p> <p data-bbox="375 562 1109 592">Mobile Communications Inc., Mount Airy (336) 789-8080</p> <p data-bbox="375 604 1019 634">Radio Communications, Cary, NC (919) 467-2421</p> <p data-bbox="375 646 1078 676">Radio Communications, Asheville, NC (704) 361-5876</p> <p data-bbox="375 688 1053 718">Rock Communications, Fort Mill, SC (803) 547-2500</p> <p data-bbox="375 730 1159 760">Two Way Radio of Carolina, Charlotte Metro (800) 372-3444</p> <p data-bbox="375 793 1084 823"><u>Harris Corporation's Additional Offerings and Services:</u></p> <ul data-bbox="375 835 1271 1045" 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>

Vendor	Contact Information
<p><b>Motorola Solutions, Inc.</b></p>	<p><b>Offering Motorola brand equipment at a 10- 28% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</b>  <u>Primary Contract Contact / Request Quotes from or Send Orders to:</u></p> <p>Andrew Curd, <a href="mailto:Andrew.curd@motorolasolutions.com">Andrew.curd@motorolasolutions.com</a>  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"> <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>
<p><b>BK Technologies (formerly Relm Wireless)</b></p>	<p><b>Offering B.K. brand equipment at a 34% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz</b>  <u>Primary Contract Contact:</u> Susana Brown, <a href="mailto:sbrown@relm.com">sbrown@relm.com</a>  Phone: 800-821-2900      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"> <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>

**Secom Systems**

**Offering Kenwood brand equipment at a 20% discount off MSRP, offering the product categories: Low Band, VHF, UHF, and 800MHz**

Primary Contract Contact: Alison Winter, [Alison@secomwireless.com](mailto:Alison@secomwireless.com)

Phone: 800-252-4120 Fax: 770-453-9786

Fed ID: 58-1872698

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

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

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 \$50,000)
- Equipment Training

<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>Primary Contract Contact / Request Quotes from or Send Orders to: Jon Sable, <a href="mailto:jon.sable@twowayradio.org">jon.sable@twowayradio.org</a></p> <p>Phone: 800-372-3444 Fax: 704-372-7059</p> <p>Fed ID: 56-1558436</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>
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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:

<b>Vendor</b>	<b>Equipment</b>	<b>Parts/Accessories</b>
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:**

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