



Commonwealth of Virginia  
Virginia Information Technologies Agency

**RADIO & TELECOMMUNICATIONS EQUIPMENT, ACCESSORIES, BATTERIES & ANTENNAS**

**Mandatory Use\* Contract for State Agencies & Institutions (over \$100)**

Date: February 22, 2011

Contract #: VA-060221-EFJ

Authorized User: State Agencies, Institutions and Political Subdivisions as defined in the Code of Virginia.

Contractors: EF Johnson  
7709 Orange Grove Road  
Chapel Hill, NC 27516

FIN# 41-0736849

Contact: Michael Basham, Sales Manager  
Office: 800-328-3911  
Mobile: 919-210-5313  
Email: [mbasham@efji.com](mailto:mbasham@efji.com)  
Website: <http://www.efjohnsontechnologies.com/>

Term: February 21, 2011 – May 20, 2011

Delivery: 60 Days ARO

Payment: Net 30 days

For Additional Information, Please Contact:

Virginia Information Technologies Agency  
Technical Contact:  
David Warner  
Phone: 804-416-6199  
Email: [david.warner@vita.virginia.gov](mailto:david.warner@vita.virginia.gov)

Contracts Contact:  
Doug Leslie  
Phone: 804-416-6161  
Email: [doug.leslie@vita.virginia.gov](mailto:doug.leslie@vita.virginia.gov)

NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://www.vita.virginia.gov/procurement/contracts.cfm>

**VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA):** Prior review and approval by VITA for purchases in excess of \$100,000.00 is required for State Agencies and Institutions only.

\* This contract is **not** a mandatory source for replacement batteries.



[www.see-the-difference-efj.com](http://www.see-the-difference-efj.com)

**Sales Support:**

**Karin Kilburn**, Supervisor of Sales Support 1-800-328-3911 x2874 [kkilburn@efjohnson.com](mailto:kkilburn@efjohnson.com)

**Juan Marquez** 1-800-328-3911 x2909 [jmarquez@efjohnson.com](mailto:jmarquez@efjohnson.com)

**Karen Politte-Corn** 1-800-329-3911 x2383 [kpoltitecorn@efji.com](mailto:kpoltitecorn@efji.com)

**Important Phone numbers:**

<b>Supervisor of Sales Support</b>	Karin Kilburn 1-800-328-3911 x2874
<b>Sales Support (English &amp; Spanish)</b>	Juan Marquez 1-800-328-3911 x2909
<b>Sales Support</b>	Karen Politte-Corn 1-800-328-3911 x2383
<b>Technical Support</b>	1-800-328-3911 ext 3
<b>Warranty Administration</b>	1-800-328-3911 ext 5
<b>Place an Order or Check Order Status</b>	1-800-328-3911 ext 1
<b>Repair Depot</b>	Bob Golden 1-800-328-3911 ext 4
<b>Service Parts</b>	Elizabeth Cram 507-837-5107
<b>Service Center Manager</b>	972-819-0700
<b>Dealer Management</b>	Tammie Mischke 1-800-328-3911 x2723
<b>EFJohnson Main Number</b>	972-819-0700

**MODIFICATION #3  
TO  
CONTRACT NUMBER VA-060221-EFJ  
BETWEEN THE  
COMMONWEALTH OF VIRGINIA  
AND  
EFJOHNSON**

This MODIFICATION #3 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "State" or "Commonwealth" or "VITA" (Virginia Information Technologies Agency), and EFJohnson, hereinafter referred to as "Contractor," relating to the modification of Contract VA-060221-EFJ, as amended. This Modification #3 is hereby incorporated into and made an integral part of Contract VA-060221-EFJ.

The purpose of this Modification #3 is to document both parties' agreement to an extension of the term of this contract.

Both above-referenced parties agree to the following:

**Reference: CONTRACTUAL TERMS and CONDITIONS, page C-6 of C-14,  
"CONTRACT TERM:"**

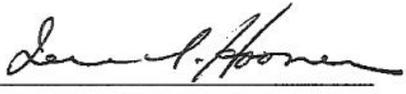
The term of this Contract is hereby extended for three (3) months, from February 21, 2011, through May 20, 2011.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-060221-EFJ and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

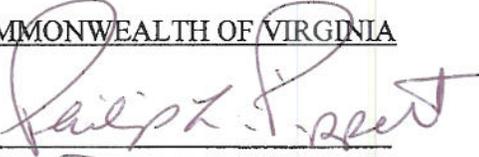
**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**

**PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.**

EFJOHNSON

BY:   
NAME: James S. Hoover  
TITLE: VP - Corporate Controller  
DATE: February 18, 2011

COMMONWEALTH OF VIRGINIA

BY:   
NAME: PHILIP L. PIPPERT  
TITLE: ASSOC. DIRECTOR, SOM  
DATE: 2/18/11



## COMMONWEALTH of VIRGINIA

George Coulter  
Chief Information Officer  
Email: [cio@vita.virginia.gov](mailto:cio@vita.virginia.gov)

### Virginia Information Technologies Agency

11751 Meadowville Lane  
Chester, Virginia 23836-6315  
(804) 416-6100

TDD VOICE -TEL. NO.  
711

March 5, 2010

Chris Faircloth  
Territory Sales Manager  
EF Johnson Technologies  
7709 Orange Grove Road  
Chapel Hill, NC 27516

RE: Contract VA-060221-EFJ, between the Virginia Information Technologies Agency (VITA)  
and EFJohnson

Notice of Contract Term Extension

Dear Mr. Faircloth,

Pursuant to the "Contract Term" section of Contract VA-060221-EFJ, VITA is exercising its right to renew the above-referenced contract for an additional one (1) year through February 21, 2011. This letter should serve as VITA's official notice to EFJohnson of its renewal of the contract.

Please do not hesitate to contact me if you need any additional information concerning this contract extension.

Thank you.

Sincerely,

A handwritten signature in black ink that reads "Doug Crenshaw".

Doug Crenshaw  
Sourcing Manager

**MODIFICATION #2  
TO  
CONTRACT NUMBER VA-060221-EFJ  
BETWEEN THE  
COMMONWEALTH OF VIRGINIA  
AND  
EFJOHNSON**

This MODIFICATION #2 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as “State” or “Commonwealth” or “VITA” (Virginia Information Technologies Agency), and EFJohnson, hereinafter referred to as “Contractor,” relating to the modification of Contract VA-060221-EFJ, as amended. This Modification #2 is hereby incorporated into and made an integral part of Contract VA-060221-EFJ.

The purpose of this Modification #2 is to document both parties’ agreement concerning various changes and additions to Products and Services available under this Contract, and the Contractor’s creation and upkeep of a contract-specific pricing web site.

**Both above-referenced parties agree to the following:**

Contractor shall provide the Products and Services listed in the Attachment to this Modification, at the prices set forth therein. Contractor may, from time to time, add options, features and accessories generally available with the Products listed, at discounts greater than or equal to the following discounts off List Price for each corresponding Product Series or noted subset thereof:

<b>Product Series (including all available accessories)</b>	<b>Discount</b>
51SL ES, 5100 ES, 53SL ES, 5300 ES, 2600	20%
2600 Series: Feed Lines, Connectors, Antennas, Duplexers, Tone Remotes, Network Interface Unit & Voter Software/Hardware, Key Management Facility Software/Hardware	10%

**Reference: “CONTRACTUAL TERMS and CONDITIONS,” page C-14 of C-14:**

Both above-referenced parties agree to add the following section to the Terms and Conditions:

**CONTRACT WEB SITE**

Contractor shall establish, host and maintain a contract-specific pricing web site, subject to the approval of VITA. Contractor shall keep such web site up to date with current Product and Pricing information, subject to all Terms and Conditions of the Contract. To the extent that the web site contains any Terms and Conditions, such Terms and Conditions are of no consequence to the Contract and shall have no force or effect thereon.

The foregoing is the complete and final expression of the parties' agreement to modify Contract VA-060221-EFJ and cannot be modified, except by a writing signed by duly authorized representatives of both parties.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**

**PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.**

EFJOHNSON

COMMONWEALTH OF VIRGINIA

BY: 

BY: 

NAME: Michele JALGERI

NAME: Doug Chesnut

TITLE: Chmn & CEO

TITLE: Sourcing Manager

DATE: 18/5/10

DATE: 5/19/10

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

**51SL ES Series - Handheld Radios**

All EFJohnson portable radios feature the Enhanced (AMBE+2) P25 Vocoder and comply with the latest MIL-STD-810F specifications for environmental conditions.

To determine the price: add the price of the base model and each option chosen.

Example: Description; I/S VHF, DTMF, 162-174MHz Antenna, I/S battery, Yellow housing, P25 (CAI), P25 Trunking, P25 DES-OFB,

Keypad programming

Base Model Includes: 512 channels/talkgroups and standard belt clip.

**STEP #1 PORTABLE RADIOS (Includes radio and standard belt clip.)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
521A	VHF, 5W, 136-174 MHz, No-Display / No-Keypad - ES Model I	\$875.00	\$700.00	20
521B	VHF, 5W, 136-174 MHz, Non-DTMF Keypad - ES Model II	\$1,325.00	\$1,060.00	20
521C	VHF, 5W, 136-174 MHz, DTMF Keypad - ES Model III	\$1,600.00	\$1,280.00	20
522A	UHF, 4 W, 380-470 MHz, No-Display / No-Keypad - ES Model I	\$875.00	\$700.00	20
522B	UHF, 4 W, 380-470 MHz, Non-DTMF Keypad - ES Model II	\$1,325.00	\$1,060.00	20
522C	UHF, 4 W, 380-470 MHz, DTMF Keypad - Model III	\$1,600.00	\$1,280.00	20
527A	700/800 MHz, 3W, No-Display / No-Keypad - ES Model I	\$875.00	\$700.00	20
527B	700/800 MHz, 3W, Non-DTMF Keypad - ES Model II	\$1,325.00	\$1,060.00	20
527C	700/800 MHz, 3W, DTMF Keypad - Model III	\$1,600.00	\$1,280.00	20

**INTRINSICALLY SAFE PORTABLE RADIOS - IS Rated Battery option P51B6 must be ordered**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
511D	Intrinsically-safe, VHF, 5W, 136-174 MHz, No-Display / No-Keypad - ES Model I	\$925.00	\$740.00	20
511E	Intrinsically-safe, VHF, 5W, 136-174 MHz, Non-DTMF Keypad - Model II	\$1,375.00	\$1,100.00	20
511F	Intrinsically-safe, VHF, 5W, 136-174 MHz, DTMF Keypad - Model III	\$1,650.00	\$1,320.00	20
512D	Intrinsically-safe, UHF, 4W, 380-470 MHz, No-Display / No-Keypad - ES Model I	\$925.00	\$740.00	20
512E	Intrinsically-safe, UHF, 4W, 450-512 MHz, Non-DTMF Keypad - Model II	\$1,375.00	\$1,100.00	20
512F	Intrinsically-safe, UHF, 4W, 380-470 MHz, DTMF Keypad - Model III	\$1,650.00	\$1,320.00	20
517D	Intrinsically-safe, 700/800 MHz, 3W, No-Display / No-Keypad - ES Model I	\$925.00	\$740.00	20
517E	Intrinsically-safe, 700/800 MHz, 3W, Non-DTMF Keypad - ES Model II	\$1,375.00	\$1,100.00	20
517F	Intrinsically-safe, 700/800 MHz, 3W, DTMF Keypad - Model III	\$1,650.00	\$1,320.00	20

**STEP #2 ANTENNAS (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	No Antenna (Credit)	-\$15.00	-\$12.00	20
1	VHF --136-151 MHz	N/C	N/C	
2	VHF ---151-162 MHz	N/C	N/C	
3	VHF--162-174 MHz	N/C	N/C	
4	UHF--380-450 MHz	N/C	N/C	
6	VHF --136-174 (WIDEBAND)	\$15.00	\$12.00	20
8	700/800 MHz, 1/2 wave	N/C	N/C	
9	700/800 MHz, 1/4 wave	N/C	N/C	

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

**STEP #3 BATTERY OPTION (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	No Battery (credit)	-\$40.00	-\$32.00	20
2	Alkaline Battery Clamshell (Orange)	\$150.00	\$120.00	20
3	Extra-High Capacity Battery Pack, Ni-MH, Immersion Rating	N/C	N/C	
4	Lilon Ultra-High Capacity Battery Pack, Immersion Rating	\$35.00	\$28.00	20
7	Extra-High Capacity Battery Pack, NiMH, Intrinsically Safe (requires IS portable from Step #1)	N/C	N/C	

**STEP #4 HIGH VISIBILITY HOUSING (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Black Housing	N/C	N/C	
3	Black Housing - Immersion Rated (Available on ES models only)	\$100.00	\$80.00	20

**STEP #5 PROTOCOL**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Analog FM	N/C	N/C	
2	Digital 25 CAI (Common Air Interface, Includes Free Single-Key DES)	\$350.00	\$280.00	20

**STEP #6 SYSTEM OPTIONS (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Conventional System	\$550.00	\$440.00	20
1	SMARTNET II Trunking (Includes P51S0 Conventional enabled)	\$600.00	\$480.00	20
2	SmartZone Trunking (Includes P51S1 SMARTNET Trunking and P51S0 Conventional enabled)	\$750.00	\$600.00	20
3	Project 25 Trunking (Includes P51S1 SMARTNET, P51S2 SmartZone, and P51S0 Conventional enabled)	\$975.00	\$780.00	20
5	Project 25 Trunking and P51S0 Conventional enabled	\$775.00	\$620.00	20

**STEP #7 SOFTWARE CONTROL OPTIONS (SELECT 0 TO 1 ENCRYPTION OPTION AND 0 TO 5 OF THE LAST SIX OPTIONS)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
6	DES/DES-OFB Encryption (Multi-Key upgrade)	\$550.00	\$440.00	20
11	Project 25 OTAR Conventional and Trunking	\$750.00	\$600.00	20
50	Zone Fail-Site Lock (Requires System opt. P51S2 SmartZone Trunking)	\$165.00	\$132.00	20
60	MDC Compatibility	\$50.00	\$40.00	20
80	48 Channels/Talkgroups (credit - cannot select P51S71 if this option is selected. Model II and Model III radios only)	-\$250.00	-\$200.00	20
81	256 Channels/Talkgroups (credit-cannot select P51S70 if this option is selected. Model II and Model III radios only)	-\$150.00	-\$120.00	20
70	Over the Air Programming (OTAP)	\$200.00	\$160.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

## 5100 ES - Handheld Radios

All EFJohnson portable radios feature the Enhanced (AMBE+2) P25 Vocoder and comply with the latest MIL-STD-810F specifications for environmental conditions.

To determine the [5100 model](#) to order: Choose one option from steps 1-6. Read instructions for step 7.

To determine the price: add the price of the base model and each option chosen.

Example: Description; I/S VHF, DTMF, 162-174MHz Antenna, I/S battery, Yellow housing, P25 (CAI), P25 Trunking, P25 DES-OFB,

Keypad programming

Base Model Includes: 512 channels/talkgroups and standard belt clip.

### STEP #1

#### PORTABLE RADIOS (INCLUDES RADIO AND STANDARD BELT CLIP.)

Part Number	Description of Equipment	List Price	COVA Price	Discount %
511A	VHF, 5W, 136-174 MHz, No-Display / No-Keypad - ES Model I	\$1,600.00	\$1,280.00	20
511B	VHF, 5W, 136-174 MHz, Non-DTMF Keypad - ES Model II	\$1,805.00	\$1,444.00	20
511C	VHF, 5W, 136-174 MHz, DTMF Keypad - ES Model III	\$2,080.00	\$1,664.00	20
512A	UHF, 4 W, 380-470 MHz, No-Display / No-Keypad - ES Model I	\$1,600.00	\$1,280.00	20
512B	UHF, 4 W, 380-470 MHz, Non-DTMF Keypad - ES Model II	\$1,805.00	\$1,444.00	20
512C	UHF, 4 W, 380-470 MHz, DTMF Keypad - Model III	\$2,080.00	\$1,664.00	20
517A	700/800 MHz, 3W, No-Display / No-Keypad - ES Model I	\$1,600.00	\$1,280.00	20
517B	700/800 MHz, 3W, Non-DTMF Keypad - ES Model II	\$1,805.00	\$1,444.00	20
517C	700/800 MHz, 3W, DTMF Keypad - Model III	\$2,080.00	\$1,664.00	20

#### INTRINSICALLY SAFE PORTABLE RADIOS - IS RATED BATTERY OPTION P51B6 MUST BE ORDERED

Part Number	Description of Equipment	List Price	COVA Price	Discount %
511D	Intrinsically-safe, VHF, 5W, 136-174 MHz, No-Display / No-Keypad - ES Model I	\$1,650.00	\$1,320.00	20
511E	Intrinsically-safe, VHF, 5W, 136-174 MHz, Non-DTMF Keypad - Model II	\$1,855.00	\$1,484.00	20
511F	Intrinsically-safe, VHF, 5W, 136-174 MHz, DTMF Keypad - Model III	\$2,130.00	\$1,704.00	20
512D	Intrinsically-safe, UHF, 4W, 380-470 MHz, No-Display / No-Keypad - ES Model I	\$1,650.00	\$1,320.00	20
512E	Intrinsically-safe, UHF, 4W, 450-512 MHz, Non-DTMF Keypad - Model II	\$1,855.00	\$1,484.00	20
512F	Intrinsically-safe, UHF, 4W, 380-470 MHz, DTMF Keypad - Model III	\$2,130.00	\$1,704.00	20
517D	Intrinsically-safe, 700/800 MHz, 3W, No-Display / No-Keypad - ES Model I	\$1,650.00	\$1,320.00	20
517E	Intrinsically-safe, 700/800 MHz, 3W, Non-DTMF Keypad - ES Model II	\$1,855.00	\$1,484.00	20
517F	Intrinsically-safe, 700/800 MHz, 3W, DTMF Keypad - Model III	\$2,130.00	\$1,704.00	20

### STEP #2 ANTENNAS (MUST SELECT ONE)

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	No Antenna (Credit)	-\$15.00	-\$12.00	20
1	VHF --136-151 MHz	N/C	N/C	
2	VHF ---151-162 MHz	N/C	N/C	
3	VHF--162-174 MHz	N/C	N/C	
4	UHF--380-450 MHz	N/C	N/C	
6	VHF --136-174 (WIDEBAND)	\$15.00	\$12.00	20
8	700/800 MHz, 1/2 wave	N/C	N/C	
9	700/800 MHz, 1/4 wave	N/C	N/C	

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

**STEP # 3 BATTERY OPTION (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	No Battery (credit)	-\$40.00	-\$32.00	20
2	Alkaline Battery Clamshell (Orange)	\$150.00	\$120.00	20
3	Extra-High Capacity Battery Pack, Ni-MH, Immersion Rating	N/C	N/C	
4	Lilon Ultra-High Capacity Battery Pack, Immersion Rating	\$35.00	\$28.00	20
7	Extra-High Capacity Battery Pack, NiMH, Intrinsically Safe (requires IS portable from Step #1)	N/C	N/C	

**STEP # 4 HIGH VISIBILITY HOUSING (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Black Housing	N/C	N/C	
1	Yellow Housing	\$200.00	\$160.00	20
2	Orange Housing	\$200.00	\$160.00	20
3	Black Housing - Immersion Rated (Available on ES models only)	\$100.00	\$80.00	20
4	Yellow Housing - Immersion Rated (Available on ES models only)	\$300.00	\$240.00	20
5	Orange Housing - Immersion Rated (Available on ES models only)	\$300.00	\$240.00	20

**STEP # 5 PROTOCOL**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Analog FM	N/C	N/C	
2	Digital 25 CAI (Common Air Interface, Includes Free Single-Key DES)	\$450.00	\$360.00	20

**STEP # 6 SYSTEM OPTIONS (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Conventional System	\$600.00	\$480.00	20
1	SMARTNET II Trunking (Includes P51S0 Conventional enabled)	\$650.00	\$520.00	20
2	SmartZone Trunking (Includes P51S1 SMARTNET Trunking and P51S0 Conventional enabled)	\$980.00	\$784.00	20
3	Project 25 Trunking (Includes P51S1 SMARTNET, P51S2 SmartZone, and P51S0 Conventional enabled)	\$1,250.00	\$1,000.00	20
5	Project 25 Trunking and P51S0 Conventional enabled	\$950.00	\$760.00	20

**STEP # 7 SOFTWARE CONTROL OPTIONS (SELECT 0 TO 1 ENCRYPTION OPTION AND 0 TO 5 OF THE LAST SIX OPTIONS)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
5	AES Encryption	\$475.00	\$380.00	20
6	DES/DES-OFB Encryption (Multi-Key upgrade)	\$550.00	\$440.00	20
8	DES/DES-OFB/AES Encryption	\$750.00	\$600.00	20
11	Project 25 OTAR Conventional and Trunking	\$750.00	\$600.00	20
50	Zone Fail-Site Lock (Requires System opt. P51S2 SmartZone Trunking)	\$165.00	\$132.00	20
60	MDC Compatibility	\$50.00	\$40.00	20
80	48 Channels/Talkgroups (credit - cannot select P51S71 if this option is selected. Model II and Model III radios only)	-\$250.00	-\$200.00	20
81	256 Channels/Talkgroups (credit-cannot select P51S70 if this option is selected. Model II and Model III radios only)	-\$150.00	-\$120.00	20
82	864 Channels/Talkgroups	\$250.00	\$200.00	20
70	Over the Air Programming (OTAP)	\$200.00	\$160.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

## 53SL ES Mobile Radios

All EFJohnson mobile radios feature the Enhanced (AMBE+2) P25 Vocoder and comply with the latest MIL-STD-810G specifications for environmental conditions.

To determine the [53SL ES](#) model to order: Choose one option from the 5 steps below. Read instructions for step 6.

To determine the price: add the price of the base model and each option chosen.

Example Description: Remote, VHF, 100W, 146-174 MHz, Handheld Controller, No Additional hardware, No additional hardware, Project 25 Digital CAI, SmartZone Trunking, Project 25 OTAR Conventional, Zone Fail Site Lock

### STEP #1 SELECT BASE MODEL (SELECT REMOTE MOUNT, DASH MOUNT, OR REMOTE MOUNT MOTORCYCLE)

**DASH-MOUNT BASE MODEL: (INCLUDED RADIO, MICROPHONE, 22 FT. POWER CABLE, HARDWARE KIT ACCESSORY WIRE KIT, AND STANDARD MOUNTING BRACKET.)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
541G	VHF 50W, 136-174 MHz	\$1,700.00	\$1,360.00	20
546C	UHF, 40W, 380-470 MHz	\$1,840.00	\$1,472.00	20
547G	700/800 MHz, 30W/35W, 762-870 MHz	\$1,700.00	\$1,360.00	20

**REMOTE-MOUNT BASE MODEL: (INCLUDES RADIO, 22 FT. POWER CABLE AND HARDWARE KIT, ACCESSORY WIRE KIT, STANDARD MOUNTING BRACKET, AND 17' REMOTE CABLE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
541H	VHF 50W, 136-174 MHz	\$1,700.00	\$1,360.00	20
546D	UHF, 40W, 380-470 MHz	\$1,840.00	\$1,472.00	20
547H	700/800 MHz, 30W/35W, 762-870 MHz	\$1,700.00	\$1,360.00	20

**REMOTE-MOUNT MOTORCYCLE RADIO: (INCLUDES RADIO, 22 FT. POWER CABLE AND HARDWARE KIT, ACCESSORY WIRE KIT, STANDARD MOUNTING BRACKET, AND 17' REMOTE CABLE, WEATHER-RESISTANT MIC AND POWER CABLE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
541J	VHF 50W, 136-174 MHz	TBD	TBD	
546J	UHF, 40W, 380-470 MHz	TBD	TBD	
547J	700/800 MHz, 30W/35W, 762-870 MHz	\$1,800.00	\$1,440.00	20

### STEP #2 SELECT CONTROL HEAD OPTIONS: (MUST SELECT ONE)

**DASH-MOUNT OPTIONS:**

#### STANDARD ES LCD CONTROL HEAD

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Dash-Mount Control Head (includes standard palm mic)	\$80.00	\$64.00	20
3	Dash-Mount Control Head with no Microhone (deletes standard palm mic)	N/C	N/C	20
4	Dash-Mount Control with Remote Control Head (Factory Installed, includes one remote control head, microphone, and normal bracket).	\$650.00	\$520.00	20

#### LIGHTNING CONTROL HEAD

Part Number	Description of Equipment	List Price	COVA Price	Discount %
A	Dash-Mount Control Head (includes standard palm mic)	\$735.00	\$588.00	20
C	Dash-Mount Control Head with no Microhone (deletes standard palm mic)	\$655.00	\$524.00	20

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

D	Dash-Mount Control with Remote Control Head (Factory Installed, includes one remote control head, microphone, and normal bracket).	\$1,960.00	\$1,568.00	20
---	--	------------	------------	----

**REMOTE-MOUNT OPTIONS:**

**STANDARD ES LCD CONTROL HEAD**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Remote Control Head (Includes microphone)	\$550.00	\$440.00	20
2	Remote Control Head with no Mic (Deletes microphone)	\$470.00	\$376.00	
6	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, two microphones, and two mounting brackets).	\$1,200.00	\$960.00	20
7	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, with no microphones, and two mounting brackets).	\$1,040.00	\$832.00	20
8	Motorcycle Kit (Includes remote control head, mounting bracket, external speaker and staging, Requires motorcycle interface cable: Step 3, Option 4)	\$2,700.00	\$2,160.00	20

**LIGHTNING CONTROL HEAD**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
E	Remote Control Head (Includes microphone)	\$1,205.00	\$964.00	20
F	Remote Control Head with no Mic (Deletes microphone)	\$1,125.00	\$900.00	
G	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, two microphones, and two mounting brackets).	\$2,510.00	\$2,008.00	20
H	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, with no microphones, and two mounting brackets).	\$2,350.00	\$1,880.00	20
J	Motorcycle Kit (Includes remote control head, mounting bracket, external speaker and staging, Requires motorcycle interface cable: Step 3, Option 4)	TBD	TBD	20

Part Number	Description of Equipment	List Price	COVA Price	Discount %
5	Handheld Controller (Includes Junction Box and cabling. Requires remote speaker 250-0151-005. Must order separately.)	\$750.00	\$600.00	20

**STEP #3 ACCESSORY/OPTION CABLE (MUST SELECT ONE)**

Part Number	Description of Equipment	Contact List Price	Net Price	Discount %
2	Accessory Dash Mount Cable	N/C	N/C	20
3	Single Remote/Accessory (Dash Mount only)	\$30.00	\$24.00	20
4	UDDI/Single Remote/Accessory (Remote Mount Only)	\$60.00	\$48.00	20
5	Single Remote/Accessory/Data (DB9)/Siren	\$60.00	\$48.00	20
6	Dual Remote/Accessory/Data (DB9)/Siren (Remote Mount Only)	\$60.00	\$48.00	20
7	3rd Party Cable	\$60.00	\$48.00	20

**STEP #5 PROTOCOL**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Analog FM	N/C	N/C	
2	Digital 25 CAI (Common Air Interface, Includes Free Single-Key DES)	\$450.00	\$360.00	20

**STEP #6 SYSTEM OPTIONS (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Conventional System	\$550.00	\$440.00	20
1	SMARTNET II Trunking (Includes P51S0 Conventional enabled)	\$600.00	\$480.00	20
2	SmartZone Trunking (Includes P51S1 SMARTNET Trunking and P51S0 Conventional enabled)	\$750.00	\$600.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

3	Project 25 Trunking (Includes P51S1 SMARTNET, P51S2 SmartZone, and P51S0 Conventional enabled)	\$975.00	\$780.00	20
5	Project 25 Trunking and P51S0 Conventional enabled	\$775.00	\$620.00	20

STEP #6 SOFTWARE CONTROL OPTIONS (SELECT 0 TO 1 ENCRYPTION OPTION AND 0 TO 6 OF THE LAST SEVEN OPTIONS)

Part Number	Description of Equipment	List Price	COVA Price	Discount %
6	DES/DES-OFB Encryption (Multikey upgrade)	\$550.00	\$440.00	20
11	Project 25 OTAR Conventional and Trunking	\$750.00	\$600.00	20
13	Project 25 Data Conventional	\$140.00	\$112.00	20
50	Zone Fail-Site Lock (Requires System Option M53S2 SmartZone Trunking )	\$150.00	\$120.00	20
60	MDC Compatibility	\$50.00	\$40.00	20
80	48 Channels/Talkgroups (credit - cannot select P51S71 if this option is selected. Model II and Model III radios only)	-\$250.00	-\$200.00	20
81	256 Channels/Talkgroups (credit-cannot select P51S70 if this option is selected. Model II and Model III radios only)	-\$150.00	-\$120.00	20
70	Over the Air Programming (OTAP)	\$200.00	\$160.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

## 5300 ES Series Mobile Radios

All EFJohnson mobile radios feature the Enhanced (AMBE+2) P25 Vocoder and comply with the latest MIL-STD-810G specifications for environmental conditions.

To determine the [5300 ES](#) model to order: Choose one option from the 5 steps below. Read instructions for step 6.

To determine the price: add the price of the base model and each option chosen.

Example Description: Remote, VHF, 100W, 146-174 MHz, Handheld Controller, No Additional hardware, No additional hardware, Project 25 Digital CAI, SmartZone Trunking, Project 25 OTAR Conventional, Zone Fail Site Lock

### STEP 1 SELECT BASE MODEL (SELECT REMOTE MOUNT, DASH MOUNT, OR REMOTE MOUNT MOTORCYCLE)

**DASH-MOUNT BASE MODEL: (INCLUDED RADIO, MICROPHONE, 22 FT. POWER CABLE, HARDWARE KIT ACCESSORY WIRE KIT, AND STANDARD MOUNTING BRACKET.)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
531G	VHF 50W, 136-174 MHz	\$2,020.00	\$1,616.00	20
536C	UHF, 40W, 380-470 MHz	\$2,160.00	\$1,728.00	20
537G	700/800 MHz, 30W/35W, 762-870 MHz	\$2,020.00	\$1,616.00	20

**REMOTE-MOUNT BASE MODEL: (INCLUDES RADIO, 22 FT. POWER CABLE AND HARDWARE KIT, ACCESSORY WIRE KIT, STANDARD MOUNTING BRACKET, AND 17' REMOTE CABLE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
531H	VHF 50W, 136-174 MHz	\$2,020.00	\$1,616.00	20
536D	UHF, 40W, 380-470 MHz	\$2,160.00	\$1,728.00	20
537H	700/800 MHz, 30W/35W, 762-870 MHz	\$2,020.00	\$1,616.00	20

**REMOTE-MOUNT MOTORCYCLE RADIO: (INCLUDES RADIO, 22 FT. POWER CABLE AND HARDWARE KIT, ACCESSORY WIRE KIT, STANDARD MOUNTING BRACKET, AND 17' REMOTE CABLE, WEATHER-RESISTANT MIC AND POWER CABLE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
531J	VHF 50W, 136-174 MHz	TBD	TBD	
536J	UHF, 40W, 380-470 MHz	TBD	TBD	
537J	700/800 MHz, 30W/35W, 762-870 MHz	\$2,120.00	\$1,696.00	20

### STEP 2 SELECT CONTROL HEAD OPTIONS: (MUST SELECT ONE)

#### DASH-MOUNT OPTIONS:

#### STANDARD ES LCD CONTROL HEAD

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Dash-Mount Control Head (includes standard palm mic)	\$90.00	\$72.00	20
3	Dash-Mount Control Head with no Microhone (deletes standard palm mic)	\$10.00	\$8.00	20
4	Dash-Mount Control with Remote Control Head (Factory Installed, includes one remote control head, microphone, and normal bracket).	\$750.00	\$600.00	20

#### LIGHTNING CONTROL HEAD

Part Number	Description of Equipment	List Price	COVA Price	Discount %
A	Dash-Mount Control Head (includes standard palm mic)	\$745.00	\$596.00	20
C	Dash-Mount Control Head with no Microhone (deletes standard palm mic)	\$665.00	\$532.00	20

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

D	Dash-Mount Control with Remote Control Head (Factory Installed, includes one remote control head, microphone, and normal bracket).	\$2,060.00	\$1,648.00	20
---	--	------------	------------	----

**REMOTE-MOUNT OPTIONS:**

**STANDARD ES LCD CONTROL HEAD**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Remote Control Head (Includes microphone)	\$630.00	\$504.00	20
2	Remote Control Head with no Mic (Deletes microphone)	\$550.00	\$440.00	
6	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, two microphones, and two mounting brackets).	\$1,380.00	\$1,104.00	20
7	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, with no microphones, and two mounting brackets).	\$1,220.00	\$976.00	20
8	Motorcycle Kit (Includes remote control head, mounting bracket, external speaker and staging, Requires motorcycle interface cable: Step 3, Option 4)	\$2,850.00	\$2,280.00	20

**LIGHTNING CONTROL HEAD**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
E	Remote Control Head (Includes microphone)	\$1,285.00	\$1,028.00	20
F	Remote Control Head with no Mic (Deletes microphone)	\$1,205.00	\$964.00	
G	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, two microphones, and two mounting brackets).	\$2,690.00	\$2,152.00	20
H	Dual Control Head (Includes two remote control heads directly attached to the remote mount radio, with no microphones, and two mounting brackets).	\$2,530.00	\$2,024.00	20
J	Motorcycle Kit (Includes remote control head, mounting bracket, external speaker and staging, Requires motorcycle interface cable: Step 3, Option 4)	TBD	TBD	20
5	Handheld Controller (Includes Junction Box and cabling. Requires remote speaker 250-0151-005. Must order separately.)	\$860.00	\$688.00	20

**STEP #3 ACCESSORY/OPTION CABLE (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
2	Accessory Dash Mount Cable	N/C	N/C	20
3	Single Remote/Accessory (Dash Mount only)	\$30.00	\$24.00	20
4	UDDI/Single Remote/Accessory (Remote Mount Only)	\$60.00	\$48.00	20
5	Single Remote/Accessory/Data (DB9)/Siren	\$60.00	\$48.00	20
6	Dual Remote/Accessory/Data (DB9)/Siren (Remote Mount Only)	\$60.00	\$48.00	20
7	3rd Party Cable	\$60.00	\$48.00	20

**STEP #5 PROTOCOL**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
1	Analog FM	N/C	N/C	
2	Digital 25 CAI (Common Air Interface, Includes Free Single-Key DES)	\$450.00	\$360.00	20

**STEP #6 SYSTEM OPTIONS (MUST SELECT ONE)**

Part Number	Description of Equipment	List Price	COVA Price	Discount %
0	Conventional System	\$600.00	\$480.00	20
1	SMARTNET II Trunking (Includes P51S0 Conventional enabled)	\$650.00	\$520.00	20
2	SmartZone Trunking (Includes P51S1 SMARTNET Trunking and P51S0 Conventional enabled)	\$980.00	\$784.00	20
3	Project 25 Trunking (Includes P51S1 SMARTNET, P51S2 SmartZone, and P51S0 Conventional enabled)	\$1,250.00	\$1,000.00	20
5	Project 25 Trunking and P51S0 Conventional enabled	\$950.00	\$760.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

STEP 6 SOFTWARE CONTROL OPTIONS (SELECT 0 TO 1 ENCRYPTION OPTION AND 0 TO 6 OF THE LAST SEVEN OPTIONS)

Part Number	Description of Equipment	List Price	COVA Price	Discount %
6	AES Encryption	\$475.00	\$380.00	20
5	DES/DES-OFB Encryption (Multikey upgrade)	\$550.00	\$440.00	20
8	DES/DES-OFB/AES Encryption	\$750.00	\$600.00	20
11	Project 25 OTAR Conventional and Trunking	\$750.00	\$600.00	20
13	Project 25 Data Conventional	\$140.00	\$112.00	20
50	Zone Fail-Site Lock (Requires System Option M53S2 SmartZone Trunking )	\$165.00	\$132.00	20
60	MDC Compatibility	\$50.00	\$40.00	20
80	48 Channels/Talkgroups (credit - cannot select P51S71 if this option is selected. Model II and Model III radios only)	-\$250.00	-\$200.00	20
81	256 Channels/Talkgroups (credit-cannot select P51S70 if this option is selected. Model II and Model III radios only)	-\$150.00	-\$120.00	20
82	864 Channels/Talkgroups	\$250.00	\$200.00	20
70	Over the Air Programming (OTAP)	\$200.00	\$160.00	20

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

## 2600 Series - Station Equipment

To determine the [2600](#) model to order: choose One option from the 6 steps below.

To determine the price: add the price of the base model and each options chosen.

### STEP 1: SELECT FREQUENCY BAND AND RANGE

Part Number	Description of Equipment	List Price	COVA Price
2621	VHF, 132-150 MHz	\$7,995.00	\$6,396.00
2631	VHF, 150-178 MHz	\$7,995.00	\$6,396.00
2624	UHF, 380-400 MHz	\$7,995.00	\$6,396.00
2634	UHF, 400-430 MHz	\$7,995.00	\$6,396.00
2644	UHF, 430-470 MHz	\$7,995.00	\$6,396.00
2608	800, 806-825 MHz	\$7,995.00	\$6,396.00

### STEP 2: SELECT TYPE

Part Number	Description of Equipment	List Price	COVA Price
R26T1	Standard Repeater	N/C	N/C
R26T2	Receiver Only	-\$6,000.00	-\$4,800.00

### STEP 3: SELECT ONE CONFIGURATION OPTION

Part Number	Description of Equipment	List Price	COVA Price
0	Standard Hardware Platform	N/C	N/C
2	Community Repeater (Includes Model 38 Repeater Panel) (R26T1 in Step Two must be ordered)	\$3,250.00	\$2,600.00
V	Voter System	N/C	N/C

### STEP 4: SELECT A NETWORK INTERFACE

Part Number	Description of Equipment	List Price	COVA Price
0	No Network Interface	N/C	N/C
1	VoIP Enabled	\$3,000.00	\$2,400.00
4	4 - Wire E & M Jumper Selection (full duplex jumper)	N/C	N/C

### STEP 5: SELECT PRIMARY SIGNALING

Part Number	Description of Equipment	List Price	COVA Price
B	Analog Conventional	N/C	N/C
C	Project 25 Conventional	\$5,000.00	\$4,000.00

### STEP 6: SELECT SECONDARY SIGNALING

Part Number	Description of Equipment	List Price	COVA Price
A	No Additional Signaling	N/C	N/C
B	Analog Conventional	N/C	N/C

### PER FOOT PRICING FOR FEEDLINES

Part Number	Description of Equipment	List Price	COVA Price
597-3002-005	RG-58 Coaxial Cable	\$0.36	\$0.32
597-3002-012	RG-58 Coaxial Cable - Plenim (Teflon jacket)	\$3.51	\$3.16
597-3002-010	RG-214 Coaxial Cable	\$3.51	\$3.16
597-3002-008	RG-400 Coaxial Cable	\$2.00	\$1.80
597-3005-001	1/2" Superflex Foam Heliac Andrew FSJ4-50	\$4.79	\$4.31

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

888-3120-038	Andrew FSJ4RN-50B, 1/2" Fire Retardant (Catvr) Superflex Foam	\$6.21	\$5.59
888-3120-043	Andrew LDF4-50A, 1/2" Foam Heliac (DB2068)	\$3.26	\$2.93
888-3120-044	Andrew LDF4RN-50A, 1/2" Fire Retardant (Catvr) Foam Heliac	\$4.59	\$4.13
888-3120-053	Andrew LDF5-50A, 7/8" Foam Heliac (DB2078)	\$7.28	\$6.55
888-3120-065	Andrew LDF6-50A, 1 1/4" Foam Heliac (DB2088)	\$12.14	\$10.93
888-3120-075	Andrew LDF7-50A, 1 5/8" Foam Heliac (DB2086)	\$16.44	\$14.80

CONNECTORS

Part Number	Description of Equipment	List Price	Net Price
888-3440-001	Tessco 11242, BNC-Male for RG58	\$6.00	\$5.40
515-3004-110	N-Female Straight Connector for RG58	\$16.00	\$14.40
888-3217-001	Decibel 11312, N-Male for RG 58 (pkg. of 4)	\$44.00	\$39.60
515-3010-002	N-Male for RG-214 Cable	\$9.00	\$8.10
023-5800-017	6' M-F, 25 Cond DB-25 Cable	\$37.00	\$33.30
888-3217-002	Decibel DB11311, BNC-Male for RG 58, RG142, RG400 cbl, 5/pk	\$41.00	\$36.90
515-3010-001	N-Male Connector for RG-400 Coaxial Cable	\$8.00	\$7.20
515-3006-001	BNC-Male Connector for RG-400 Coaxial Cable	\$11.00	\$9.90
888-3217-003	Decibel DB11325, BNC "T" Adaptor (UG274), F-M-F, 2/pk	\$33.00	\$29.70
888-3217-004	Decibel DB11307, N Junction (UG29B/U), F-F, 4/pk	\$93.00	\$83.70
888-3217-005	Decibel DB11313, N Adaptor (UG57), M-M, 2/pk	\$58.00	\$52.20
888-3217-006	Decibel DB11319, N "T" Junction (UG28), F-F-F, 2/pk	\$104.00	\$93.60
023-4406-504	50-ohm Terminator	\$10.00	\$9.00
888-3120-010	Andrew F4-PNMNM-6, 1/2" Superflex Jumper, N-N, 6 ft.	\$186.00	\$167.40
888-3120-011	Andrew F4-PNMNM-8, 1/2" Superflex Jumper, N-N, 8 ft.	\$193.00	\$173.70
888-3120-012	Andrew F4-PNMNM-10, 1/2" Superflex Jumper, N-N, 10 ft.	\$354.00	\$318.60
888-3120-013	Andrew F4-PNMNM-6, 1/2" Superflex Jumper, DIN-DIN, 6 ft.	\$213.00	\$191.70
888-3120-014	Andrew F4-PNMNM-8, 1/2" Superflex Jumper, DIN-DIN, 8 ft.	\$222.00	\$199.80
888-3120-015	Andrew F4-PNMNM-10, 1/2" Superflex Jumper, DIN-DIN, 10 ft.	\$232.00	\$208.80
888-3120-016	Andrew L4-NMNM-6, 1/2" Foam Jumpers, N-N, 6 ft.	\$135.00	\$121.50
888-3120-017	Andrew L4-NMNM-8, 1/2" Foam Jumpers, N-N, 8 ft.	\$127.00	\$114.30
888-3120-018	Andrew L4-NMNM-10, 1/2" Foam Jumpers, N-N, 10 ft.	\$166.00	\$149.40
888-3120-019	Andrew L4-PDMDM-6, 1/2" Foam Jumpers, DIN-DIN, 6 ft.	\$177.00	\$159.30
888-3120-020	Andrew L4-PDMDM-8, 1/2" Foam Jumpers, DIN-DIN, 8 ft.	\$184.00	\$165.60
888-3120-021	Andrew L4-PDMDM-10, 1/2" Foam Jumpers, DIN-DIN, 10 ft.	\$191.00	\$171.90
888-3120-039	Andrew F4PNM, N-Male Conn, 1/2" Superflex Foam	\$49.00	\$44.10
888-3120-040	Andrew F4PNF, N-Female Conn, 1/2" Superflex Foam	\$43.00	\$38.70
888-3120-041	Andrew F4PDM, 7/16-DIN Male Conn, 1/2" Superflex Foam	\$43.00	\$38.70
888-3120-042	Andrew F4PDM, 7/16-DIN Female Conn, 1/2" Superflex Foam	\$43.00	\$38.70
888-3120-190	Andrew 43094, Hoisting Grip for 1/2" Cable (11641)	\$39.00	\$35.10
888-3120-045	Andrew L4NM, N-Male Conn, 1/2" Superflex	\$49.00	\$44.10
888-3120-046	Andrew L4NF, N-Female Conn, 1/2" Heliac (11373)	\$34.00	\$30.60
888-3120-047	Andrew L4PDM, 7/16-DIN Male Conn, 1/2" Heliac	\$53.00	\$47.70
888-3120-048	Andrew L4PDF, 7/16-DIN Female Conn, 1/2" Heliac	\$73.00	\$65.70
888-3120-190	Andrew 43094, Hoisting Grip for 1/2" Cable (11641)	\$39.00	\$35.10
888-3120-052	Andrew 204989-1, Ground Strap for 1/2" (11640)	\$29.00	\$26.10
888-3120-055	Andrew L5NM, N-Male Conn, 7/8" (11382)	\$89.00	\$80.10
888-3120-056	Andrew L5NF, N-Female Conn, 7/8" (11383)	\$89.00	\$80.10
888-3120-059	Andrew L5PDM, 7/16-DIN Male Conn, 7/8"	\$128.00	\$115.20
888-3120-060	Andrew L5PDF, 7/16-DIN Female Conn, 7/8"	\$71.00	\$63.90
888-3120-061	Andrew 19256B, Hoisting Grip for 7/8" Cable (11642)	\$49.00	\$44.10
888-3120-064	Andrew 204989-2, Ground Strap for 7/8" (11644)	\$36.00	\$32.40
888-3120-067	Andrew L6PNM, N-Male Conn, 1 1/4" (11390P)	\$174.00	\$156.60
888-3120-068	Andrew L6PNF, N-Female Conn, 1 1/4" (11390P)	\$185.00	\$166.50
888-3120-069	Andrew L6PDM, 7/16-DIN Male Conn, 1 1/4"	\$128.00	\$115.20

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

888-3120-070	Andrew L6PDF, 7/16-DIN Female Conn, 1 1/4"	\$239.00	\$215.10
888-3120-071	Andrew 29961, Hoisting Grip for 1 1/4" Cable (11643)	\$54.00	\$48.60
888-3120-074	Andrew 204989-3, Ground Strap for 1 1/4" (11662)	\$31.00	\$27.90
888-3120-077	Andrew L7PNM, N-Male Conn, 1 5/8"	\$294.00	\$264.60
888-3120-078	Andrew L7PNF, N-Female Conn, 1 5/8" (11336P)	\$359.00	\$323.10
888-3120-079	Andrew L7PDM, 7/16-DIN Male Conn, 1 5/8"	\$386.00	\$347.40
888-3120-080	Andrew L7PDF, 7/16-DIN Female Conn, 1 5/8"	\$294.00	\$264.60
888-3120-081	Andrew 24312A, Hoisting Grip for 1 5/8" Cable (11643)	\$68.00	\$61.20
888-3120-084	Andrew 204989-4, Ground Strap for 1 5/8"	\$38.00	\$34.20
888-3120-107	Andrew 221213, Connector/Splice Weatherproofing	\$40.00	\$36.00
888-3120-108	Andrew 241474-4, Cold Shrink, 1/2" to 1/2" (TSCO 18712)	\$22.00	\$19.80
888-3120-109	Andrew 241474-5, Cold Shrink, 7/8" to 7/8" (TSCO 81035)	\$25.00	\$22.50
888-3120-111	Andrew 241475-1, Cold Shrink, 1/2" to 7/8" (TSCO 55856)	\$48.00	\$43.20
888-3120-112	Andrew 241475-2, Cold Shrink, 1/2" to 1-1/4"/1-5/8" (TSCO 16214)	\$51.00	\$45.90
888-3120-113	Andrew 241475-3, Cold Shrink, 7/8" to 1-1/4"/1-5/8" (TSCO 28179)	\$51.00	\$45.90
888-3120-114	Andrew 241548-4, Cold Shrink, 1/2" to Antenna	\$17.00	\$15.30
888-3120-115	Andrew 241548-5, Cold Shrink, 7/8" to Antenna	\$21.00	\$18.90

**VHF ANTENNA**

Part Number	Description of Equipment	List Price	COVA Price
888-3370-017	Sinclair, SRL-229, 6.1 DB OMNI, BASE ANT, 300W, VHF, 9MHZ B/W	\$1,582.00	\$1,423.80
888-3370-018	Sinclair, SRL-210C2*4DT10, 5.1 DB, OMNI, 10 DEG DT,	\$1,171.00	\$1,053.90
888-3370-019	Sinclair, SG-217 VHF	\$538.00	\$484.20
888-3370-020	Sinclair, SG-210 VHF	\$350.00	\$315.00

**UHF ANTENNA**

Part Number	Description of Equipment	List Price	COVA Price
888-3140-031	Antenna Specialists ASP7A, Unity Gain, Max Pwr 100W	\$212.75	\$191.48
888-3180-208	RFS Celwave BA6012-0 UHF	\$457.00	\$411.30
888-3180-209	RFS Celwave BA6312-6 UHF	\$557.00	\$501.30
888-3180-210	RFS Celwave 201-1 UHF	\$700.00	\$630.00
888-3180-211	RFS Celwave 201-7 UHF	\$700.00	\$630.00

**VHF DUPLEXERS**

Part Number	Description of Equipment	List Price	COVA Price
888-3180-057	RFS Celwave 5042-1 Max Pwr 100W	\$3,714.00	\$3,342.60
888-3370-016	Sinclair Q2330E, Max Pwr 350W	\$1,589.00	\$1,430.10

**UHF DUPLEXERS**

Part Number	Description of Equipment	List Price	COVA Price
888-3180-058	RFS Celwave 696-2 406-440, Max Pwr 150W	\$1,929.00	\$1,736.10

**TONE REMOTES**

Part Number	Description of Equipment	List Price	COVA Price
888-3512-001	Zetron Model 280 Digital Tone Remote & Model 250 Tone Remote Adapter	\$3,231.00	\$2,907.90
	905-0188 Model 280 Digital Tone Remote w/ Built-in Paging Encoder		\$0.00
	901-9588 Model 250 Tone Remote Adapter		\$0.00
	709-7540 Generic Interface Cable w/ Flying Leads		\$0.00
	815-9033 115 VAC 60 Hz Wall Transformer		\$0.00
888-3512-002	Zetron Model 284 Multi-line Tone Remote & Model 250 Tone Remote Adapter	\$3,692.00	\$3,322.80

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

	905-0187 Model 284 Multi-line Tone Remote w/ Built-in Paging Encoder		\$0.00
	901-9588 Model 250 Tone Remote Adapter		\$0.00
	709-7540 Generic Interface Cable w/ Flying Leads		\$0.00
	815-9033 115 VAC 60 Hz Wall Transformer		\$0.00
888-3280-020	IDA Model 24-66MVoIP Base Remote Controller & Model 20-28VoIP Termination Panel	\$2,009.00	\$1,808.10

**NETWORK INTERFACE UNIT & VOTER SOFTWARE**

Part Number	Description of Equipment	List Price	COVA Price
250-2600-750	Network Interface Unit (NIU)	\$3,250.00	\$2,925.00
242-2600-550	Voter (Hardware & Software)	\$13,200.00	\$11,880.00

**KEY MANAGEMENT FACILITY (KMF)**

Part Number	Description of Equipment	List Price	COVA Price
242-8300-520	KMF II Software (application S/W only)	\$107,500.00	\$96,750.00
242-8300-521	KMF II Radio / Subscriber (100) License	\$4,000.00	\$3,600.00
242-8300-522	KMF II Data Gateway Connection (1) License	\$1,500.00	\$1,350.00
242-8300-523	KMF II Client (1) License	\$7,500.00	\$6,750.00
585-1156-300	IP25 System Server Non-Redundant	\$6,500.00	\$5,850.00
585-1156-301	IP25 Workstation with Single 19 inch Display	\$5,000.00	\$4,500.00
585-1156-302	IP25 Workstation with Dual 19 inch Display	\$5,500.00	\$4,950.00
242-3900-350	Johnson Encryption Machine (JEM) with DES-OFB	\$3,500.00	\$3,150.00
243-3900-352	JEM - AES Encryption Option (Per unit)	\$3,500.00	\$3,150.00
243-3900-351	PCJEM Configurator (JEM Configuration S/W)	\$100.00	\$90.00
023-3900-160	Standalone Powersupply Kit for JEM (one per JEM unit 242-3900-350 required)	\$200.00	\$180.00
002-3900-20000CD	JEM Operating Manual	\$100.00	\$90.00

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

**Accessories / Ancillary Items**

NET PRICE: Contract List Price less GSA Discount with IFF  
Delivery Schedule

**5100 ES/51SL ES SERIES - HANDHELD ACCESSORIES**

**ANTENNA**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	501-0017-110	VHF, 136-174 MHz, dipole (wideband)	\$45.00	\$36.00
132-8	501-0017-101	VHF, 136-151 MHz, Helical, Yellow Core	\$30.00	\$24.00
132-8	501-0017-103	VHF 151-162 MHz, Helical, black core	\$30.00	\$24.00
132-8	501-0017-105	VHF, 162-174 MHz, Helical, blue core	\$30.00	\$24.00
132-8	501-0017-107	UHF 380-520 MHz, 1/4 wave whip	\$30.00	\$24.00

**AUDIO ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	589-0015-057	Speaker Microphone	\$130.00	\$104.00
132-8	589-0015-054	Speaker Microphone with Emergency button	\$150.00	\$120.00
132-8	589-0015-053	Amplified Speaker Microphone	\$150.00	\$120.00
132-8	589-0015-056	Speaker Microphone (immersion capable)	\$160.00	\$128.00
132-8	589-0015-058	Public Safety Speaker Microphone (Must order antenna separately)	\$265.00	\$212.00
132-8	589-0015-061	GPS Enabled Speaker Microphone with Emergency Button	\$350.00	\$280.00
132-8	589-0015-059	Lightweight Headset/ In-Line PTT (requires 589-5100-051 adapter)	\$115.00	\$92.00
132-8	589-5100-057	Coil Cord Earphone/ Right Angle Plug (requires 589-0015-057 speaker microphone)	\$70.00	\$56.00
132-8	589-5100-059	Coil Cord Earphone/ Straight Plug (requires 589-0015-057)	\$70.00	\$56.00
132-8	589-5100-055	2-Wire Palm Mic Kit (requires 589-5100-051 adapter)	\$140.00	\$112.00
132-8	589-5100-056	3-Wire Lapel Microphone Kit (requires 589-5100-051 adapter)	\$180.00	\$144.00
132-8	589-5100-051	Earphone /Headset Adapter w/3.5 mm jack	\$85.00	\$68.00
132-8	585-5100-305	Tilt/Man Down Switch	\$240.00	\$192.00
132-8	589-5100-076	Throat mic w/built in PTT & 5100 connector w/ Velcro strap (requires speaker option 589-5100-078 or -079)	\$625.00	\$500.00
132-8	589-5100-080	Throat mic w/built in PTT & 3.5mm connector w/ Velcro strap (requires speaker option 589-5100-078 or -079 and 3.5mm adapter 589-5100-051)	\$540.00	\$432.00
132-8	589-5100-077	Throat mic with 80mm body PTT, IS (requires speaker option 589-5100-078 or -079)	\$700.00	\$560.00
132-8	589-5100-078	D-Loop on-ear speaker for Throat Mic	\$100.00	\$80.00
132-8	589-5100-079	Survelence speaker for Throat Mic	\$100.00	\$80.00

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

**BATTERIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	587-5100-362	Extra-High Capacity Battery Pack, NiMH, Immersion Rated	\$100.00	\$80.00
132-8	587-5100-363	Extra-High Capacity Battery Pack, NiMH, Immersion Rated, FM IS	\$125.00	\$100.00
132-8	250-5100-280	Alkaline Clamshell Assembly (High Visibility Orange)	\$150.00	\$120.00
132-8	250-5100-281	Alkaline Clamshell Assembly (Black)	\$150.00	\$120.00

**CHARGER KITS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	250-5100-235	Desktop Charger, Non-Switching Power Supply, USA A/C Cord	\$100.00	\$80.00
132-8	250-5100-210	Desktop Charger with Switching Power Supply, USA A/C Cord	\$150.00	\$120.00
132-8	250-5100-215	Desktop Charger/Conditioner with Switching Power Supply, USA A/C Cord	\$180.00	\$144.00
132-8	250-5100-220	Desktop Charger with Switching Power Supply, Euro AC Cord	\$150.00	\$120.00
132-8	250-5100-225	Desktop Charger/Conditioner with Switching Power Supply, Euro A/C cord	\$180.00	\$144.00
132-8	250-5100-240	4-Unit Charger Kit, USA AC Cord	\$550.00	\$440.00
132-8	250-5100-245	4-Unit Charger/Conditioner Kit, USA AC Cord	\$580.00	\$464.00
132-8	250-5100-250	4-Unit Charger Kit, Euro AC Cord	\$550.00	\$440.00
132-8	250-5100-255	4-Unit Charger/Conditioner Kit, Euro AC Cord	\$580.00	\$464.00
132-8	585-5100-245	Wall-Mount Bracket for 4-Unit Charger Kit	\$75.00	\$60.00
132-8	585-5100-260	Vehicular Travel Charger (Includes mounting bracket)	\$120.00	\$96.00

**CHARGER REPLACEMENT PARTS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-5100-250	Switching Power Supply 15V, 4.5 A (120/230V) for -240 Docking Station (requires 597-1001-152 power cord)	\$45.00	\$36.00
132-8	585-5100-240	Four Unit Docking Station with Power Supply (requires 585-5100-210 or 215 chargers)	\$180.00	\$144.00
132-8	585-5100-210	Single Unit Rapid Desktop Charger w/o Power Supply (use with 585-5100-230)	\$115.00	\$92.00
132-8	585-5100-215	Single Unit Charger/Conditioner w/o Power Supply	\$130.00	\$104.00
132-8	585-5100-230	Switching Power Supply 15V,1.3A (120/230V) for -210/-215 Charger (requires 597-1001-152 power cord)	\$45.00	\$36.00
132-8	597-1001-152	Power Cord AC	\$5.00	\$4.00
132-8	585-5100-220	Linear Power Supply, Input 120Vac, Output 24Vdc @ 1A	\$40.00	\$32.00

**CARRYING ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-5100-128	Belt Clip 2 1/2" (standard) spring loaded	\$15.00	\$12.00
132-8	585-5100-129	Belt Clip 3: (standard), spring loaded	\$15.00	\$12.00
132-8	585-5100-130	Leather 2.5 Leather Belt Loop/D-Swivel attachment	\$15.00	\$12.00
132-8	585-5100-122	3" Leather Case /D-Swivel Belt loop	\$70.00	\$56.00
132-8	585-5100-132	Leather 3" Belt Loop w/D-swivel attachment	\$15.00	\$12.00
132-8	585-5100-120	Leather Case w/belt loop	\$70.00	\$56.00
132-8	585-5100-125	Nylon Case w/D-swivel	\$60.00	\$48.00
132-8	585-5100-121	Black Leather Case for Alkaline Battery Clamshell with belt flap	\$70.00	\$56.00
132-8	585-5100-126	Nylon Case w/D-swivel Leather Belt Loop - yellow	\$60.00	\$48.00
132-8	585-5100-135	Nylon Case w/D-swivel Nylon Belt Loop (100% Nylon solution) - black	\$60.00	\$48.00
132-8	585-5100-150	Nylon Case w/LBE Strap for Model I radios	\$60.00	\$48.00
132-8	585-5100-127	D-swivel button	\$26.00	\$20.80

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

ES RADIO CARRYING ACCESSORIES

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-5100-14001	Leather Case, Model I, Belt Flap	\$70.00	\$56.00
132-8	585-5100-14002	Leather Case, Model I, D-Swivel Belt Loop	\$70.00	\$56.00
132-8	585-5100-14501	Strap, Tee, Carry Case	\$15.00	\$12.00
132-8	585-5100-14502	Strap, Carry Case	\$15.00	\$12.00
132-8	585-5100-14801	3.0" D-Swivel Belt Loop, Leather	\$15.00	\$12.00
132-8	585-5100-14802	2.5" D-Swivel Belt Loop, Leather	\$15.00	\$12.00
132-8	585-5100-14803	2" D-Swivel Belt Loop, Nylon Webbing	\$15.00	\$12.00
132-8	585-5100-15001	Nylon Case, Model I, D-Swivel Belt Loop, Black	\$60.00	\$48.00
132-8	585-5100-15003	Nylon Case, Model I, B-Clip, Black	\$60.00	\$48.00
132-8	585-5100-15005	Nylon Case, Model I, Military LBE Strap, Black	\$60.00	\$48.00

CONTROL KNOBS

SIN #	Part Number	Description of Equipment	List Price	Net Price
132-8	250-5100-010	Knob Kit #1, Round channel/round flat volume	\$12.00	\$9.60
132-8	250-5100-011	Knob Kit #2, Blade channel/round volume	\$12.00	\$9.60

ENCRYPTION ACCESSORIES

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-5000-932	Portable Radio Key Loader Cable for 3rd party Keyloading Systems	\$275.00	\$220.00
132-8	250-5000-945	Subscriber Management Assistant Keyloading Kit (Includes: Handheld PDA device, case, adapter cable, cradle, charger & accessories, operating system, manuals. Supports DES, DES-OFB, AES keyloading via SLN/CKR protocol)	\$3,200.00	\$2,560.00
132-8	023-5000-940	Portable Radio Key Loader Cable for Subscriber Management Assistant Keyloading Kit	\$275.00	\$220.00

MANUALS

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	002-5100-015	Quick Reference Guide	\$14.00	\$11.20
132-8	002-5100-1005CD	Operator's Manual	\$14.00	\$11.20
132-8	001-5100-0016CD	Service Manual (also contains Operator's Manual info)	\$42.00	\$33.60
132-8	001-5100-70002CD	5100ES Family Service Manual CD	\$45.00	\$36.00
132-8	004-5100-70000	5100ES Family Tone Reference Guide	\$10.00	\$8.00
132-8	002-5100-70000CD	5100ES Model I Operating Manual CD	\$15.00	\$12.00
132-8	002-5100-74000	5100ES Model I Quick Reference Guide	\$15.00	\$12.00

SOFTWARE - SYSTEM OPTION FIELD UPGRADES

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-33	299-UPGR-108	From Conventional System to Smartnet	\$200.00	\$160.00
132-33	299-UPGR-109	From Conventional System or SmartNet to SmartZone	\$350.00	\$280.00
132-33	299-UPGR-110	From Conventional System to P25 Common Air Interface (CAI)	\$425.00	\$340.00
132-33	299-UPGR-111	From Conventional System to P25 Trunking (Includes SmartZone, SmartNet, but P25 CAI must be purchased if not previously purchased)	\$725.00	\$580.00
132-33	299-UPGR-112	From Conventional System to P25 Trunking Only (P25 CAI must be purchased if not previously purchased)	\$725.00	\$580.00
132-33	299-UPGR-101	From SmartNet or SmartZone to P25 Trunking (P25 CAI must be purchased if not previously purchased)	\$475.00	\$380.00

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

SOFTWARE - CONTROL OPTION FIELD UPGRADES

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-33	299-UPGR-100	DES/DES-OFB (Multi-Key)	\$600.00	\$480.00
132-33	299-UPGR-103	AES	\$500.00	\$400.00
132-33	299-UPGR-104	P25 OTAR	\$800.00	\$640.00
132-33	299-UPGR-107	Zoned Fail-Site Lock	\$175.00	\$140.00
132-33	299-UPGR-115	48 to 256 Channel / Talkgroup Upgrade	\$250.00	\$200.00
132-33	299-UPGR-116	256 to 512 Channel / Talkgroup Upgrade	\$150.00	\$120.00
132-33	299-UPGR-117	512 to 864 Channel / Talkgroup Upgrade	\$250.00	\$200.00
132-33	299-UPGR-118	OTAP (Over the Air Programming)	\$250.00	\$200.00

PROGRAMMING ACCESSORIES

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-33	250-5100-003	PC Configure Programming Kit (software, cable; 023-5100-920 , manual on CD)	\$495.00	\$396.00
132-33	023-9998-488	PC Configure Programming Software	\$350.00	\$280.00
132-8	023-5100-920	Radio Personality Programming Cable, radio to computer	\$120.00	\$96.00
132-8	023-5100-930	Radio Personality Cloning Cable, radio to radio (radio must have Flash Code 1.5.0 or later and be programmed using PCConfigure 1.17 or later)	\$300.00	\$240.00
132-33	250-5100-005	PCTune Kit (Includes PCTune software, radio cable, and audio cable)	\$399.00	\$319.20
132-33	023-9998-499	PC Tuning Programming Software (only software - no accessories)	\$275.00	\$220.00
132-8	023-5100-940	PCTune Cable	\$156.00	\$124.80
132-8	023-5100-950	PCTune Audio Cable	\$22.00	\$17.60
132-8	023-5100-955	Test Configuration Jumper Cable, UI board to Logic board	\$175.00	\$140.00
132-8	515-3102-050	SMA to BNC, F to F adapter	\$80.00	\$60.00
132-8	250-5000-971	Enhanced System Key-Master Key	\$250.00	\$200.00
132-8	250-5000-973	Enhanced System Key-Slave Key	\$175.00	\$140.00
132-8	585-5000-891	Single-Port USB to Serial Adapter	\$75.00	\$60.00
132-8	585-5000-894	4-port USB to Serial Adapter	\$280.00	\$224.00

PORTABLE EXTENDED WARRANTY

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	299-0045-017	1 Year Extended Warranty	\$36.00	\$28.80
132-8	299-0045-013	2 Year Extended Warranty	\$55.00	\$44.00
132-8	299-0045-029	3 Year Extended Warranty	\$121.00	\$96.80

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

**5300 ES/53SL ES SERIES - MOBILE & CONTROL STATION ACCESSORIES**

**MICROPHONES & KEY CAPS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	250-0740-310	Standard Microphone	\$100.00	\$80.00
132-8	587-9650-015	DTMF environmentally-sealed WR805 microphone	\$230.00	\$184.00
132-8	589-0012-021	Desktop microphone	\$115.00	\$92.00
132-8	589-0016-028	DTMF standard microphone	\$199.00	\$159.20
132-8	589-0016-592	Noise canceling, weather resistant microphone	\$145.00	\$116.00
132-8	587-5300-001	Key Cap Kit	\$30.00	\$24.00

**CABLES/WIRING**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	597-2002-249	Control Head Cable option for future remote control head or fixed control station applications	\$205.00	\$164.00
132-8	023-9750-010	Hardware and 22' DC Cable	\$40.00	\$32.00
132-8	023-9750-011	Accessory Wire Kit (required for horn honk and ignition sense)	\$18.00	\$14.40

**ENCRYPTION**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-5000-938	Key Loader Cable for 3rd Party Keyloading Systems	\$275.00	\$220.00
132-8	250-5000-945	Subscriber Management Assistant Keyloading Kit (Includes: Handheld PDA device, case, adapter cable, cradle, charger & accessories, operating system, manuals. Supports DES, DES-OFB, AES keyloading via SLN/CKR protocol)	\$3,200.00	\$2,560.00
132-8	023-5000-950	Mobile Radio key loader cable for Subscriber Management Assistant	\$250.00	\$200.00

**SPEAKERS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	250-0151-006	5" remote speaker, environmental sealed	\$54.00	\$43.20
132-8	250-0151-005	5" remote speaker, environmental sealed (Required for HandHeld Controller)	\$54.00	\$43.20

**MOUNTING HARDWARE**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	023-9750-012	Standard Mounting Bracket	\$15.00	\$12.00
132-8	585-7000-185	Lockable Mounting Tray	\$90.00	\$72.00
132-8	017-2226-050	Remote Control Head Mounting Bracket	\$15.00	\$12.00
132-8	017-9700-009	Mounting Bracket for 100 W radio	\$20.00	\$16.00

**ANTENNA**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	501-0012-001	VHF & UHF tunable 1/4 wave whip roof-mount antenna with "N" connector (No adapter required)	\$52.00	\$41.60
132-8	501-0012-011	VHF & UHF tunable 1/4 wave whip magnetic base antenna	\$89.00	\$71.20
132-8	501-1155-011	800 MHz roof-mount gain antenna 3 dB gain antenna with radio)	\$58.00	\$46.40
132-8	501-0012-020	762-870 MHz low profile, roof mount, broadband Antenna Kit	\$85.00	\$68.00

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

**CONTROL HEAD ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	023-5300-081	Remote radio control head, includes mounting bracket	\$750.00	\$600.00
132-8	250-5300-101	HandHeld Controller (HHC) Kit (Includes HHC, Junction box, cable. Requires remote speaker 250-0151-005. Must order separately.)	\$1,208.00	\$966.40
132-8	597-2002-267	HandHeld Controller 17' remote cable	\$199.00	\$159.20
132-8	597-2002-262	17' Remote Cable	\$250.00	\$200.00
132-8	597-2002-263	50' Remote Cable	\$399.00	\$319.20
132-8	250-5300-001	5300 Remote Control Head Kit, single or dual (includes RCH, mounting bracket blank radio front panel, cabling)	\$999.00	\$799.20
132-8	587-5300-001	Key Cap Kit	\$30.00	\$24.00

**SIREN CONTROL ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	250-5300-100	Siren Controller Kit (without loudspeaker)	\$999.00	\$799.20
132-8	585-5300-007	Siren loudspeaker (Model TS100 for lightbar installation)	\$250.00	\$200.00
132-8	585-5300-009	Siren loudspeaker (Model MS100, compact for behind grill installation)	\$300.00	\$240.00
132-8	023-5300-101	Siren Wire Kit	\$50.00	\$40.00

**CONTROL STATION ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	585-4001-202	15 amp 120 volt power supply	\$295.00	\$236.00
132-8	585-4001-204	15 amp 220 volt power supply	\$295.00	\$236.00
132-8	585-5300-212	30 amp 120 volt power supply with radio power cable (for 100W VHF radios)	\$430.00	\$344.00
132-8	585-5300-100	Basestation kit for 5300 radio includes power supply and tone panel	\$1,950.00	\$1,560.00
132-8	585-5300-102	Programming kit includes software and cable	\$126.00	\$100.80
132-8	585-5300-104	Tone remote, handset, 8 channel, 2 character display	\$784.00	\$627.20
132-8	585-5300-106	Tone remote, desk mic, 8 channel, 2 character display	\$850.00	\$680.00
132-8	585-5300-108	Tone termination panel interface between 5300 and tone remote	\$800.00	\$640.00
132-8	585-5300-110	Parallel TX/Notch Filter option (1 per tone remote for multiple tone remotes per station)	\$110.00	\$88.00
132-8	585-5300-112	Interface cable to connect tone termination panel to 5300	\$80.00	\$64.00
132-8	585-5300-114	Clock VU Meter, Remote Option 610, IDA 431-RBC-610	\$118.00	\$94.40
132-8	585-5300-116	4-Wire, Remote Option 611, IDA 431-RBC-611	\$58.00	\$46.40
132-8	585-5300-118	Supervisor/Alt Ln, Remote Option 612, IDA 431-RBC-612	\$56.00	\$44.80
132-8	585-5300-120	12V Battery Cable, Remote Option 614, IDA 431-RBC-614	\$10.00	\$8.00
132-8	585-5300-122	2nd Line/Sum Audio, Remote Option 615, IDA 431-RBC-615	\$198.00	\$158.40
132-8	585-5300-124	One Touch Transmit, Remote Option 616, IDA 431-RBC-616	\$24.00	\$19.20

**Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing**

132-8	585-5300-126	99 Channel, Remote Option 617, IDA 431-RBC-617	\$600.00	\$480.00
132-8	585-5300-128	99 Channel DTMF, Remote Option 618, IDA 431-RBC-618	\$1,000.00	\$800.00
132-8	585-5300-130	Alpha Numeric Display, Remote Option 620, IDA 431-RBC-620	\$150.00	\$120.00
132-8	585-5300-132	Multi-Line Remote Interface, 8-Line, IDA 20-88-M02	\$1,450.00	\$1,160.00

**PROGRAMMING ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-33	250-5000-004	PC Configure Programming Kit (RPI, software, cable, manual) for Windows	\$495.00	\$396.00
132-8	023-5300-000	Remote Programming Interface box (RPI box)	\$278.00	\$222.40
132-8	023-5300-005	Radio Programming Cable	\$99.00	\$79.20
132-8	597-5900-002	Interface Cable to connect RPI to computer, DB-9 M-F	\$50.00	\$40.00
132-33	023-9998-488	PC Configure Programming Software	\$350.00	\$280.00
132-8	023-5300-140	Programmer adapter for Handheld Controller	\$200.00	\$160.00
132-33	023-9998-499	PC Tuning Programming Software (only software - no accessories)	\$275.00	\$220.00
132-33	250-5000-971	Enhanced System Key-Master Key	\$250.00	\$200.00
132-33	250-5000-973	Enhanced System Key-Slave Key	\$175.00	\$140.00
132-8	585-5000-891	Single-Port USB to Serial Adapter	\$75.00	\$60.00
132-8	585-5000-894	4-port USB to Serial Adapter	\$280.00	\$224.00
132-8	023-5300-010	Shorting Plug for 5300	\$40.00	\$32.00

**MANUALS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	002-5300-008CD	Operator's Manual (Full Detail on CD)	\$14.00	\$11.20
132-8	001-5300-009CD	Service Manual (on CD)	\$42.00	\$33.60
132-8	002-5300-000	Quick Reference Guide	\$14.00	\$11.20

**MOBILE EXTENDED WARRANTY**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	299-0045-016	1-Year Extended Warranty	\$31.00	\$24.80
132-8	299-0045-012	2-Year Extended Warranty	\$55.00	\$44.00
132-8	299-0045-028	3 Year Extended Warranty	\$117.00	\$93.60

**2600 SERIES REPEATER ACCESSORIES**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	597-9000-003	2600 Programming Cable (RJ45 to RJ45), 7 ft.	\$29.00	\$23.20
132-33	250-2600-200	2600 Service Kit--Includes tuning software and programming cable for all bands	\$850.00	\$680.00
132-8	250-0740-300	Service Microphone	\$72.00	\$57.60
132-8	023-2000-835	Battery Backup Option (26 VDC input) with Cable	\$840.00	\$672.00
132-8	250-2600-010	T/R Switch, 2600 Basestation	\$450.00	\$360.00
132-8	023-2000-191	PC to Model 38 Programming Cable	\$60.00	\$48.00

Attachment to Modification #2 to VITA Contract #VA-060221-EFJ  
EFJohnson Two-way Radios – Pricing

**SOFTWARE**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-33	023-9998-511	2600 PC Programmer (only available with purchase of a repeater)	\$250.00	\$200.00
132-33	023-2000-100	Factory Set-Up Of Frequencies	\$120.00	\$96.00
132-33	299-SOFT-500	One-time Upgrade - Flash	\$2,995.00	\$2,396.00

**MANUALS**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	001-2600-001CD	Service Manual	\$84.00	\$67.20
132-8	004-2600-001	Quick Start Guide	\$14.00	\$11.20

**REPEATER EXTENDED WARRANTY**

SIN #	Part Number	Description of Equipment	List Price	COVA Price
132-8	299-0045-060	1-Year Extended Warranty	\$529.00	\$529.00
132-8	299-0045-061	2-Year Extended Warranty	\$1,009.00	\$1,009.00
132-8	299-0045-062	3 Year Extended Warranty	\$1,500.00	\$1,500.00



## COMMONWEALTH of VIRGINIA

George Coulter  
Chief Information Officer  
Email: [cio@vita.virginia.gov](mailto:cio@vita.virginia.gov)

### Virginia Information Technologies Agency

11751 Meadowville Lane  
Chester, Virginia 23836-6315  
(804) 416-6100

TDD VOICE -TEL. NO.  
711

March 5, 2010

Chris Faircloth  
Territory Sales Manager  
EF Johnson Technologies  
7709 Orange Grove Road  
Chapel Hill, NC 27516

RE: Contract VA-060221-EFJ, between the Virginia Information Technologies Agency (VITA)  
and EFJohnson

Notice of Contract Term Extension

Dear Mr. Faircloth,

Pursuant to the "Contract Term" section of Contract VA-060221-EFJ, VITA is exercising its right to renew the above-referenced contract for an additional one (1) year through February 21, 2011. This letter should serve as VITA's official notice to EFJohnson of its renewal of the contract.

Please do not hesitate to contact me if you need any additional information concerning this contract extension.

Thank you.

Sincerely,

A handwritten signature in black ink that reads "Doug Crenshaw".

Doug Crenshaw  
Sourcing Manager



# COMMONWEALTH of VIRGINIA

Lemuel C. Stewart, Jr.  
Chief Information Officer  
Email: [cio@vita.virginia.gov](mailto:cio@vita.virginia.gov)

## Virginia Information Technologies Agency

11751 Meadowville Lane  
Chester, Virginia 23836-6315  
(804) 416-6100

TDD VOICE -TEL. NO.  
711

January 12, 2009

Mr. John Suzuki  
EF Johnson  
1440 Corporate Drive  
Irving, TX 75038

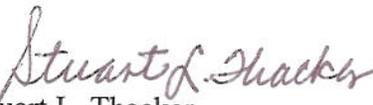
RE: VA-060221-EFJ

Dear Mr. Suzuki:

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms and Conditions of the agreement.

The expiration of the agreement is now extended to February 21, 2010.

Regards,

  
Stuart L. Thacker  
Telecommunications Contracts Specialist  
VITA Supply Chain Management  
(804) 416-6163

cc: Contract File

**MODIFICATION #1  
TO  
CONTRACT NUMBER VA-060221-EFJ  
BETWEEN THE  
COMMONWEALTH OF VIRGINIA  
AND  
EFJOHNSON**

This MODIFICATION #1 is an Agreement between the Commonwealth of Virginia, hereinafter referred to as "Commonwealth" or "State" or "VITA" (Virginia Information Technologies Agency) and EFJohnson, hereinafter referred to as "Contractor."

Reference Contract VA-060221-EFJ, Contractual Terms and Conditions, Page C-14, section entitled "SUPPLIER REPORT OF SALES AND INDUSTRIAL FUNDING ADJUSTMENT."

Both Commonwealth and Contractor do hereby agree to replace the language in the above reference of the Contract with the following revised language effective as of the date signed by Contractor below.

**SUPPLIER'S REPORT OF SALES AND INDUSTRIAL FUNDING ADJUSTMENT**

By the 10th day of every month, the Supplier shall submit the "Supplier Monthly Report of Sales". A template showing the format in which the report is to be submitted and contact information for submission is available at <http://www.vita.virginia.gov/scm/default.aspx?id=4450> under "Supplier Reporting". The report shall be submitted via electronic mail to the VITA IFA Coordinator and shall report total sales (defined for purposes of this report as all invoiced payments received by Supplier from all Authorized Users) for this Contract during the preceding month. Supplier shall be responsible for submitting the monthly report of sales even if Supplier has had no sales (i.e., a \$0.00 total sales value) for the reporting period.

The Supplier shall submit the Industrial Funding Adjustment (IFA) payment for the period covered by such "Supplier Monthly Report of Sales" within thirty (30) days after submitting the "Supplier Monthly Report of Sales". The IFA payment is equal to two percent (2%) of total sales reported during the relevant month.

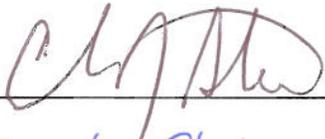
The IFA payment shall be submitted to VITA, Attention VITA Controller, in the form of a check or electronic payment, made payable to the Treasurer of Virginia. The IFA payment shall reference this Contract number, "report amounts", and "report period" and shall be accompanied by a copy of the relevant "Supplier Monthly Report of Sales". Contact information for submission of IFA payments is available at <http://www.vita.virginia.gov/scm/default.aspx?id=4450> under "Supplier Reporting".

Failure to comply with reporting, payment and distribution requirements of this section may result in default of the Contract.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**

**PERSONS SIGNING THIS CONTRACT ARE AUTHORIZED REPRESENTATIVES OF EACH PARTY TO THIS CONTRACT AND ACKNOWLEDGE THAT EACH PARTY AGREES TO BE BOUND BY THE TERMS AND CONDITIONS OF THE CONTRACT.**

EFJOHNSON

BY: 

NAME: Chuck Steier

TITLE: CFO

DATE: 2/21/08

COMMONWEALTH OF VIRGINIA

BY: 

NAME: Doug Leslie

TITLE: Strategic Sourcing Consultant

DATE: 2/26/08



Lemuel C. Stewart, Jr.  
Chief Information Officer

**COMMONWEALTH of VIRGINIA**  
*Virginia Information Technologies Agency*  
*Supply Chain Management*  
11751 Meadowville Lane  
Chester, Virginia 23836  
November 27, 2007

Phone: (804) 416-6162  
Fax: (804) 416-6361  
Email: george.goodman  
@vita.virginia.gov

Mr. John Suzuki  
EF Johnson  
1440 Corporate Drive  
Irving, TX 75038

RE: VA-060221-EFJ

Dear Mr. Suzuki:

Please consider this correspondence your notification of the Commonwealth's extension of the above referenced contract, in accordance with the Terms of the agreement.

The expiration of the agreement is now extended to February 21, 2009.

Regards,

A handwritten signature in blue ink that reads "George S. Goodman, Jr." in a cursive script.

George S. Goodman, Jr.  
IT Sourcing Consultant  
VITA/Supply Chain Management  
(804) 416-6162

C: contract file

PS: Please note VITA's new address:

VITA – Supply Chain Management  
c/o Commonwealth Enterprise Solutions Center  
11751 Meadowville Lane  
Chester, VA 23836

**AN EQUAL OPPORTUNITY EMPLOYER**



## SOLICITATION - OFFER -and- AWARD

### COVA Wireless Communications - Two-way Radio Statewide Contract Invitation for Bid (IFB)

<b>Contract #:</b>	<b>IFB #:</b>	<b>Date Issued:</b>	<b>Date Due:</b>	<b>APR #:</b>	<b>Approval #:</b>
VA-060221-EFJ	2005-36	Oct. 31, 2005	Dec. 6 2005	225	
Single Point of Contact: Doug Leslie: doug.leslie@vita.virginia.gov					
<b>ISSUING OFFICE:</b>			<b>SHIP TO:</b>		
Virginia Information Technologies Agency Supply Chain Management Directorate 110 S. 7th Street, Suite 135 Richmond, VA 23219-9300			"Authorized Users" including any public body as defined by §2.2-4301 (5) of the Code of Virginia and all other public bodies as referenced in §2.2-4304 of the Code of Virginia		

### SOLICITATION

Sealed Bids for furnishing the Products and Services set forth in the schedule, will be returned to the Issuing Office. Please provide an original and two (2) copies. If hand carried, deliver to the SCM receptionist located at the address indicated. Bids must be received prior to 2:00 PM ET on the Date Due indicated above. Please read and understand the attached Solicitation Instructions.

This is an advertised solicitation consisting of (1) the Instructions and General Requirements, pages 1 through 6; (2) the Solicitation Instructions, pages S-1 Through S-3; (3) the Contractual Terms and Conditions, pages C-1 through C-14; (4) the Specification and Bid Sheets, pages 1 through 172; and other provisions, representations, certifications or specifications as are attached or incorporated herein by reference. Bids will be publicly opened at: 2:10 PM ET, December 1, 2005, in the SCM offices, 110 South 7th Street, Suite 135, Richmond, VA 23219.

**Issued by:**  
Doug Leslie  
Senior Sourcing Consultant  
SCM Strategic Sourcing

### OFFER

In compliance with the Terms and Conditions set forth in this solicitation, the undersigned agrees, if this offer is accepted within 90 days from the date due above, to furnish any or all Bid Items awarded at the prices offered in the Specification and Bid Sheets, delivered to the Ship To address above within the time specified in the Bid.

<b>CONTRACTOR'S FIN:</b> 41-0736849 _____  Co. Name: EFJohnson _____ Address: 1440 Corporate Drive _____ City/State/ZIP: Irving, TX 75038 _____ Signature:  _____ Print Name: Brenda Jackson _____ Title: Sr. Vice President Sales & Marketing _____ E-mail: bjackson@efjohnson.com _____  VOICE#: 972-819-0735 Fax # 972-819-2314 _____	<b>BILL TO:</b>  "Authorized Users" including any public body as defined by §2.2-4301 (5) of the Code of Virginia and all other public bodies as referenced in §2.2-4304 of the Code of Virginia
--	--

<b>AWARD</b>		<b>AWARD DATE:</b>
Accepted as to Bid Lot numbers: 25A + 25A (ADD'L. BID)	AMOUNT Per Order.	2/21/2006
		PAGE:
Commonwealth's Representative:	COMMONWEALTH of VIRGINIA	1 -of- 1
Susan Woolley Director, Supply Chain Management	By	



Lemuel C. Stewart, Jr.  
Chief Information Officer

**COMMONWEALTH of VIRGINIA**  
*Virginia Information Technologies Agency*  
Supply Chain Management  
110 S. 7th Street  
Richmond, VA 23219-3900

Phone: (804) 371-5213  
Fax: (804) 371-5969  
Email:  
doug.leslie@vita.virginia.gov

**CONTRACT NUMBER VA-060221-EFJ**  
**EFJohnson Awarded Lot(s)**

**DATE:** February 21, 2006  
**I.F.B. NO:** 2005-36  
**ITEM:** Two-way Radio Equipment  
**SUPPLIER:** EFJohnson.

The above-named Supplier has been awarded the following Lot(s) as a result of IFB 2005-36:

Lot #	Supplier
25A	EFJohnson
25A	EFJohnson (Add'l. Bid)

**LOT 25A**  
**RADIOS TWO-WAY**  
**PORTABLES, UHF BAND,**  
**4 WATTS, SYNTHESIZED**  
**PROJECT 25/APCO 25 CAPABLE**  
**SPECIFICATION AND BID SHEET**

Item 1. Radio, two-way, UHF (450-470 MHz), portable; minimum R.F. Power output 4 watts at the antenna connector/jack, 6-channel minimum capability. Unit shall be able to receive and transmit in the analog mode and shall be 100 % compatible with convention analog mode communications, excluding secure encrypted mode communications. Unit shall be Project 25/APCO 25 capable

Purchase order to specify the frequencies to be used. Unit to be capable of Transmitting and Receiving all FCC Part 90.20 and Part 90.35—25 KHz and 12.5 KHz frequency assignments within 450-470 MHz inclusive. Unit shall be capable of both Wide Band emissions (similar to 20K0F3E or 16K0F3E emissions on a 25 KHz Channel) and Narrowband emissions (Emissions similar to 11K0F3E on a 12.5 KHz or 25 KHz channel). Unit shall have a flexible antenna, a minimum 1150 mAh rechargeable battery and the battery shall be capable of operating at the rated output for a minimum of 8 hours at a 5%-5%-90% duty cycle (EIA). The radio shall have a leather carrying case or approved equal. Unit shall be capable of being used as a hand held portable with *and* without an external speaker/microphone. Frequency stability on both receive and transmit to be  $\pm .0003\%$ . The normal temperature operating range shall range from (-30 C to +60 C). Unit shall be capable of having the channel configuration programmed or reprogrammed as to radio and CTCSS tone frequency in the field using an external programming device available from the successful bidder. There shall be no capability of such programming available to the operator or other unauthorized parties, either by external controls or other means. Receiver frequency spread to be full band with no degradation. Transmitter frequency spread to be full band with no degradation. Radio shall be equipped with a device which disables the transmitter after a period of between 60 to 90 seconds and provides the operator with a visual and/or an audible indication that disabling has occurred. **Unit to be similar to a Motorola XTS-2500 Type II UHF portable, Motorola XTS-5000 Type II UHF portable, MACOM 5100ip UHF portable, MACOM 7100ip UHF portable, or approved equal.**

State Manufacturer EFJohnson

Model 51SL 5222 \$ 1,896.00 /each

**Required Additional Features:**

IFB 2005-36 – SPECIFICATION AND BID SHEETS

Item 2. - Charger, AC, Single unit.

Model\_\_250-5100-210\_\_ \$\_\_\_\_120.00\_\_\_\_/each

Item 3. - Charger, AC, Multiunit, minimum of six units. (EFJ four units)

Model\_\_250-5100-240\_\_ \$\_\_\_\_440.00\_\_\_\_/each

Item 4. - Battery, spare, same duty cycle as above.

Model\_\_587-5100-360\_\_ \$\_\_\_\_80.00\_\_\_\_/each

**Award based on Items 1-4 \$ 2,536.00**

**OPTIONAL FEATURES:**

Item 5. - Speaker/microphone.

Model\_\_589-0015-057\_\_ \$\_\_\_\_104.00\_\_\_\_/each

Item 6. - DTMF, pad

Model\_\_51SL-5223\_\_ \$\_\_\_\_140.00\_\_\_\_/each

Item 7. - Warranty, one year parts and labor.

A. Radio	\$____56.00____/each	Nat. Service Depot
B. Charger, AC, single	\$____5.00____/each	Nat. Service Depot
C. Charger, AC, Multi unit	\$____10.00____/each	Nat. Service Depot
D. Charger, DC, Vehicular	\$____25.00____/each	"" ""

Item 8. - Programmer or programming software and cable to be used with above radio. (should be used on an IBM Compatible PC)

Model\_\_250-5100-003-Kit\_\_ \$\_\_\_\_396.00\_\_\_\_/each

Item 9. - Battery pack, to be use with alkaline batteries, for above portable.

Model\_\_250-5100-280\_\_ \$\_\_\_\_118.40\_\_\_\_/each

Item 10 - Belt Clip

Model\_\_585-5100-128\_\_ \$\_\_\_\_12.00\_\_\_\_/each

IFB 2005-36 – SPECIFICATION AND BID SHEETS

Item 11 - Digital CTCSS

Model \_\_\_\_\_ \$ \_\_\_included \_\_\_/each

Item 12 - Charger, D.C., vehicular, with mobile microphone, 5 db gain antenna similar to ASP-1750 and speaker. All connections for speaker and antenna must be automatic.

Model\_\_585-5100-128\_\_\_ \$\_\_\_760.00\_\_\_/each

**LOT 25A ADDITIONAL BID  
RADIOS TWO-WAY  
PORTABLES, UHF BAND,  
4 WATTS, SYNTHESIZED  
PROJECT 25/APCO 25 CAPABLE  
SPECIFICATION AND BID SHEET**

Item 1. Radio, two-way, UHF (450-470 MHz), portable; minimum R.F. Power output 4 watts at the antenna connector/jack, 6-channel minimum capability. Unit shall be able to receive and transmit in the analog mode and shall be 100 % compatible with convention analog mode communications, excluding secure encrypted mode communications. Unit shall be Project 25/APCO 25 capable

Purchase order to specify the frequencies to be used. Unit to be capable of Transmitting and Receiving all FCC Part 90.20 and Part 90.35—25 KHz and 12.5 KHz frequency assignments within 450-470 MHz inclusive. Unit shall be capable of both Wide Band emissions (similar to 20K0F3E or 16K0F3E emissions on a 25 KHz Channel) and Narrowband emissions (Emissions similar to 11K0F3E on a 12.5 KHz or 25 KHz channel). Unit shall have a flexible antenna, a minimum 1150 mAh rechargeable battery and the battery shall be capable of operating at the rated output for a minimum of 8 hours at a 5%-5%-90% duty cycle (EIA). The radio shall have a leather carrying case or approved equal. Unit shall be capable of being used as a hand held portable with *and* without an external speaker/microphone. Frequency stability on both receive and transmit to be  $\pm .0003\%$ . The normal temperature operating range shall range from (-30 C to +60 C). Unit shall be capable of having the channel configuration programmed or reprogrammed as to radio and CTCSS tone frequency in the field using an external programming device available from the successful bidder. There shall be no capability of such programming available to the operator or other unauthorized parties, either by external controls or other means. Receiver frequency spread to be full band with no degradation. Transmitter frequency spread to be full band with no degradation. Radio shall be equipped with a device which disables the transmitter after a period of between 60 to 90 seconds and provides the operator with a visual and/or an audible indication that disabling has occurred. **Unit to be similar to a Motorola XTS-2500 Type II UHF portable, Motorola XTS-5000 Type II UHF portable, MACOM 5100ip UHF portable, MACOM 7100ip UHF portable, or approved equal.**

State Manufacturer \_\_\_\_\_EFJohnson\_\_\_\_\_ADDITIONAL BID P25 Trunking & SZ\_\_\_\_\_

Model\_\_51SL 5222\_\_\_\_\_ \$\_\_\_\_2,236.00\_\_\_\_/each

**Required Additional Features:**

IFB 2005-36 – SPECIFICATION AND BID SHEETS

Item 2. - Charger, AC, Single unit.

Model\_\_250-5100-210\_\_ \$\_\_120.00\_\_/\_each

Item 3. - Charger, AC, Multiunit, minimum of six units. (EFJ four units)

Model\_\_250-5100-240\_\_ \$\_\_440.00\_\_/\_each

Item 4. - Battery, spare, same duty cycle as above.

Model\_\_587-5100-360\_\_ \$\_\_80.00\_\_/\_each

**Award based on Items 1-4 \$ 2,876.00**

**OPTIONAL FEATURES:**

Item 5. - Speaker/microphone.

Model\_\_589-0015-057\_\_ \$\_\_104.00\_\_/\_each

Item 6. - DTMF, pad

Model\_\_51SL-5223\_\_ \$\_\_140.00\_\_/\_each

Item 7. - Warranty, one year parts and labor.

- A. Radio \$\_\_56.00\_\_/\_each Nat. Service Depot
- B. Charger, AC, single \$\_\_5.00\_\_/\_each Nat. Service Depot
- C. Charger, AC, Multi unit \$\_\_10.00\_\_/\_each Nat. Service Depot
- D. Charger, DC, Vehicular \$\_\_25.00\_\_/\_each "" ""

Item 8. - Programmer or programming software and cable to be used with above radio. (should be used on an IBM Compatible PC)

Model\_\_250-5100-003-Kit\_\_ \$\_\_396.00\_\_/\_each

Item 9. - Battery pack, to be use with alkaline batteries, for above portable.

Model\_\_250-5100-280\_\_ \$\_\_118.40\_\_/\_each

Item 10 - Belt Clip

Model\_\_585-5100-128\_\_ \$\_\_12.00\_\_/\_each

IFB 2005-36 – SPECIFICATION AND BID SHEETS

Item 11 - Digital CTCSS

Model \_\_\_\_\_ \$ \_\_\_included \_\_\_/each

Item 12 - Charger, D.C., vehicular, with mobile microphone, 5 db gain antenna similar to ASP-1750 and speaker. All connections for speaker and antenna must be automatic.

Model\_\_585-5100-128\_\_\_ \$\_\_\_760.00\_\_\_/each

E. F. Johnson Virginia Area Service Centers and Dealerships

Dealership	Street Address	City	State	Zip	Name	Telephone
Arthur Stiltner Two-Way Radio	Route 4, Little Prater Road	Grundy	VA	24614	Arthur Stiltner	(276) 935-6405
Atlantic Communications	925 48th Street	Newport News	VA	23607	Frank Blount	(757) 380-8498
Ayers Super Center	303 6th Street	Iron Gate	VA	24085	Dwight Ayers	(540) 862-5353
BearComm Wireless	4511 Daly Drive, Suite G	Chantilly	VA	20151	Phil Overkleef	(703) 818-8800
Dominion Communications	135 Pickwick Avenue	Colonial Heights	VA	23834	Ian Wright	(804) 526-6373
Front Royal Communications	3043 Rivermont Drive	Front Royal	VA	22630	Gene Gudioso	(540) 635-5754
Mid-Atlantic Communications	68A Cool Spring Road	Fredericksburg	VA	22405	Shawn Jacobs	(540) 371-6261
Mountain Electronics	701 S. Highland Avenue	Covington	VA	24426	Wesley Dew	(540) 962-3346
Piedmont Electronics	1575 Avon Street, Extended	Charlottesville	VA	22902	Alan Williamson	(434) 296-8585
Professional Communications	3805 S. Main Street	Blacksburg	VA	24060	Bruce Grimes	(540) 552-4443
Select Communications	7653-C Fullerton Road	Springfield	VA	22153	Tim Millican	(703) 569-4400
Communication Specialists	3533-B Neil Street	Raleigh	NC	27607	Tyler Glover	(919) 832-9121
Radio Communications Co	8035C Chapel Hill Road	Cary	NC	27513	Ken Brody	(919) 467-2421
RCS Communications	800 Megahertz Drive	Winston-Salem	NC	27107	Richard Hendrick	(336) 788-9191
RCS Communications	302-K Pomona Drive	Greensboro	NC	27407	Greg Pruitt	(336) 282-2995
South Sales Inc	4004-F Spring Garden Road	Greensboro	NC	27407	Hardy White	(336) 855-5858
T&D Communications	706 N. William Street	Goldsboro	NC	27533	Stan Matthews	(919) 580-9661
ProCom Communications	9689H Gerwig Lane	Columbia	MD	21046	Gabe Najjar	(410) 290-3995
Superior Communications	704 East Gude Drive	Rockville	MD	20850	Ron Hurley	(301) 762-7878
Two Way Radio Service Co.	549 N. Center Street	Cumberland	MD	21502	Jeff Hutter	(301) 772-2692



**Supply Chain Management (SCM)**

**COMMONWEALTH OF VIRGINIA  
VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA)  
SUPPLY CHAIN MANAGEMENT DIVISION  
110 SOUTH 7<sup>TH</sup> STREET, SUITE 135  
RICHMOND, VIRGINIA 23219-3931**

November 23, 2005

IFB 2005-36  
COVA WIRELESS COMMUNICATIONS – TWO-WAY RADIO  
STATEWIDE CONTRACT IFB

**Amendment #1**

**The Due Date for receipt of Bids has been revised as a result of this Amendment. The Due Date/Time is December 6, 2005, 2:00 PM ET. Bids will be publicly opened at 2:10 PM ET on the same day.**

**Reference: IFB Section “Instructions and General Requirements”,  
*Instructions to Bidders*, Page 1 of 6, Item 1:**

Delete Item 1 in its entirety and replace it with the following:

1. In order for a Bid to be considered, Bidder must either be the manufacturer of the equipment bid; or Bidder must be otherwise fully-qualified in all respects to fulfill the requirements of this IFB and meet all requirements herein, and submit with its Bid a letter from the manufacturer of the equipment bid, on the manufacturer’s letterhead and signed by the manufacturer, certifying that Bidder is their representative with authority to designate service providers in the Commonwealth of Virginia.

**Reference: IFB Section “Instructions and General Requirements”, *General Requirements*, Subsection 1 “Specifications”, Page 4 of 6, Item 1.2, first sentence:**

Insert the following phrase between the words “Manufacturers” and “for”:

“or their representative pursuant to *Instructions to Bidders*, Item #1 on Page 1 of 6,”

**Reference: IFB Section “Instructions and General Requirements”, *General Requirements*, Subsection 1 “Specifications”:**

Add the following Item to this Subsection on Page 5 of 6:

- 1.17. Where floor type, floor mount or outdoor pole-mounted cabinets are specified in the “SPECIFICATION AND BID SHEETS”, cabinets shall include a secure locking mechanism to facilitate the prevention of unauthorized access.

**Reference: IFB Section “Contractual Terms and Conditions”, Page C-3 of C-14, Item “Acceptance, Testing and Compliance with Specifications”, first paragraph:**

Insert the following sentence after the second sentence, which ends, “... (provided that the Authorized User, in its sole discretion, may Accept the same prior to expiration of the thirty (30) day period.)”:

“Upon request, the Authorized User shall provide written confirmation of Acceptance.”

**Reference: IFB Section “Contractual Terms and Conditions”, Page C-5 of C-14, Item “Warranty”, last paragraph, first sentence:**

Replace the first sentence of the last paragraph with the following sentence:

“All parts used under this agreement shall be new parts or refurbished parts certifiable as new.”

**Reference: IFB Section “Contractual Terms and Conditions”, Page C-6 of C-14, Item “Contract Term”, last sentence:**

Replace the last sentence of this item, which begins “All open calls...”, with the following sentence:

“All outstanding orders, unexpired warranties and maintenance agreements, unresolved service/repair calls, and related documents shall survive the period of performance stated in this section until such time as all of same (executed prior to the expiration of this contract) have been completely closed.”

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 13 of 172, Lot 6 “RADIOS, TWO WAY LOW BAND, BASE STATION, TONE CONTROLLED, 70 WATTS, CONTINUOUS DUTY CYCLE”:**

Replace all instances of the phrase “100 watts” in this Lot with the phrase “70 watts”.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 29 of 172, Lot 10 “MOBILE RADIOS - HIGH BAND - WIDE SPACED - FRONT MOUNT”, Item 4:**

Delete the word “trunk” from this item.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 33 of 172, Lot 11 “VEHICULAR REPEATER - HIGH BAND”, Item C:**

Delete Item C in its entirety.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 81 of 172, Lot 20 “MOBILE RADIOS - UHF - WIDE SPACED - FRONT MOUNT”, Item 4:**

Delete the word “trunk” from this item.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 134 of 172, Lot 29 “MOBILE RADIOS – 800 MHz - FRONT MOUNT – PROJECT 25/APCO 25 CAPABLE”, Item 5:**

Delete the word “trunk” from this item.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Page 136 of 172, Lot 30 “MOBILE RADIOS – 700/800 MHz - FRONT MOUNT – PROJECT 25/APCO 25 CAPABLE”, Item 5:**

Delete the word “trunk” from this item.

**Reference: IFB Section “SPECIFICATION AND BID SHEETS”, Lots 1, 8 and 18:**

Replace the information in each of these three Lots in its entirety with the information on the following three pages, respectively:

IFB 2005-36 – SPECIFICATION AND BID SHEETS

**LOT 1  
RECEIVER, MONITOR, LOW BAND  
SPECIFICATION AND BID SHEET**

Radio, monitor, tone and voice, low band (30-50 MHz). Shall respond to standard EIA tone (1+1) sequential signaling. Purchase order to specify frequency. Purchase order to specify tone frequencies. Shall have a rechargeable battery/battery pack with an approximate 17-hour life; based on 2% receive duty cycle (EIA standard). Unit shall have a manual reset, alert/monitor switch, volume control, and holster and/or locking belt clip, or equivalent means to secure unit on users' person in a comfortable/appropriate and safe manner. Unit shall have the ability to be readily connected to an external antenna. This may be accomplished via a direct connection from the unit to the antenna, and/or via an AC battery Charger/external antenna accessory, and/or by an equivalent alternate means.

Monitor size shall be approximately 4.5 x 2.5 x 1.3", weight approximately 9 oz. Unit shall be a Motorola Minitor V, or approved equal.

**State Manufacturer:** \_\_\_\_\_

Model: \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Award based on Total for Lot 1 \$ \_\_\_\_\_**

**Optional Additional Features:**

**Item 2: AC battery Charger with an external antenna connection; or an approved similar accessory.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Item 3: Direct connection interface/cable antenna accessory kit.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

IFB 2005-36 – SPECIFICATION AND BID SHEETS

**LOT 8  
RECEIVER, MONITOR, HIGH BAND  
SPECIFICATION AND BID SHEET**

Radio, monitor, tone and voice, High band (150-174 MHz). Shall respond to standard EIA tone (1+1) sequential signaling. Purchase order to specify frequency. Purchase order to specify tone frequencies. Shall have a rechargeable battery/battery pack with an approximate 17-hour life; based on 2% receive duty cycle (EIA standard). Unit shall have a manual reset, alert/monitor switch, volume control, and holster and/or locking belt clip, or equivalent means to secure unit on users' person in a comfortable/appropriate and safe manner. Unit shall have the ability to be readily connected to an external antenna. This may be accomplished via a direct connection from the unit to the antenna, and/or via an AC battery Charger/external antenna accessory, and/or by an equivalent alternate means.

Monitor size shall be approximately 4.5 x 2.5 x 1.3", weight approximately 9 oz. Unit shall be a Motorola Minitor V, or approved equal.

**State Manufacturer:** \_\_\_\_\_

Model: \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Award based on Total for Lot 8 \$ \_\_\_\_\_**

**Optional Additional Features:**

**Item 2: AC battery Charger with an external antenna connection; or an approved similar accessory.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Item 3: Direct connection interface/cable antenna accessory kit.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

IFB 2005-36 – SPECIFICATION AND BID SHEETS

**LOT 18  
RECEIVER, MONITOR, UHF  
SPECIFICATION AND BID SHEET**

Radio, monitor, tone and voice, UHF band (450-470 MHz). Shall respond to standard EIA tone (1+1) sequential signaling. Purchase order to specify frequency. Purchase order to specify tone frequencies. Shall have a rechargeable battery/battery pack with an approximate 17-hour life; based on 2% receive duty cycle (EIA standard). Unit shall have a manual reset, alert/monitor switch, volume control, and holster and/or locking belt clip, or equivalent means to secure unit on users' person in a comfortable/appropriate and safe manner. Unit shall have the ability to be readily connected to an external antenna. This may be accomplished via a direct connection from the unit to the antenna, and/or via an AC battery Charger/external antenna accessory, and/or by an equivalent alternate means.

Monitor size shall be approximately 4.5 x 2.5 x 1.3", weight approximately 9 oz. Unit shall be a Motorola Minitor V, or approved equal.

**State Manufacturer:** \_\_\_\_\_

Model: \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Award based on Total for Lot 18 \$ \_\_\_\_\_**

**Optional Additional Features:**

**Item 2: AC battery Charger with an external antenna connection; or an approved similar accessory.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

**Item 3: Direct connection interface/cable antenna accessory kit.**

Model \_\_\_\_\_ \$ \_\_\_\_\_ /each

By signing and returning this Amendment #1 with its Bid, Bidder acknowledges the changes incorporated herein. *Failure of Bidder to sign and return this Amendment to the VITA SPOC at the Issuing Office listed on the IFB cover page (Form 62) by the date and time specified as the Due Date/Time for Bids may result in its Bid being found non-responsive.*

Name of Company: EFJohnson\_

Date: 12-1-05

Signature: 

Print: Brenda Jackson \_\_\_\_\_

Title: Sr. VP Sales & Marketing \_\_\_\_\_

Telephone: 972-819-0375 \_\_\_\_\_

E-Mail Address: bjackson@efjohnson.com \_\_\_\_\_

Fax: 972-819-0639 \_\_\_\_\_

## INSTRUCTIONS TO BIDDERS

VITA encourages the participation of small, minority and women-owned businesses, and encourages prospective Contractors to establish strategic industry relationships with such firms to facilitate the goods or services required by this solicitation.

1. Only Bids from the manufacturer of the equipment bid shall be considered for award.
2. In order to be considered for selection, Bidders must submit a complete response to this IFB. All sealed bids shall be clearly marked on the outside cover or package with the name of Bidder, and the IFB number (2005-36). Bids must be received by the due date and time, at the address listed on the cover sheet, in order to be considered. Any Bids received in this office after this time will be rejected.
3. Bidders must include with their bids an electronic copy of the “IFB 2005-36 - COVA Wireless Communications - Two-way Radio Statewide Specs Form” Excel spreadsheet, which can be found at the web site where the solicitation is posted ([www.eva.virginia.gov](http://www.eva.virginia.gov)). *Failure to submit a completed Specs Form spreadsheet in the provided format, populated for each lot bid, may render your bid non-responsive and eliminate it from consideration.*
4. Please submit your original Bid plus two (2) complete copies, including the Specs Form spreadsheet (CD-ROM preferred) and any supporting documentation requested.
5. Bids shall be signed by an authorized representative of the bidding company. Failure to submit all information required may result in rejection by the Virginia Information Technologies Agency (VITA). VITA reserves the right to request any information it deems necessary for evaluation.
6. It is the Bidder’s responsibility to inquire about and clarify any requirement of this IFB that is not clearly understood. All questions must be in writing by e-mail with subject line “Questions on IFB 2005-36” and must be received no later than 4:00 p.m. local time on 11/14/2005. No questions or inquiries will be accepted after this time. All questions must be addressed to the Single Point of Contact (SPOC) listed below:  

SPOC: Doug Leslie  
Email: [doug.leslie@vita.virginia.gov](mailto:doug.leslie@vita.virginia.gov)
7. Bidder’s attention is directed to the cover page, in reference to the providing of company information, including their Federal Identification Number (FIN).
8. The Commonwealth of Virginia operates an e-procurement web site at <http://www.eva.virginia.gov>. Bidders are encouraged to check this site regularly for any amendments that may be published subsequent to issuance of the bid.
9. Bidders are required to register with eVA ([www.eva.virginia.gov](http://www.eva.virginia.gov)). Bidder will not receive an award if not registered with eVA prior to award date.
10. Results of this IFB will not be given out by telephone. Any resulting Notice of Award will be made available on the eVA web site.
11. Bidders are advised to read and understand the attached Contractual Terms and Conditions.

## IFB 2005-36 – Instructions and General Requirements

12. Award(s), if made, will be made per lot to the responsive and responsible Bidder or Bidders with the lowest total cost for all required items in each individual lot on the associated Specification and Bid Sheets. VITA reserves the right to make up to five (5) awards for each lot. VITA reserves the right to reject any and all bids in whole or in part and to waive any informality in the bids.
13. All pricing shall include shipping FOB Destination to any point within the Commonwealth of Virginia, and shall include delivery of all manuals and other incidentals necessary for proper operation.
14. VITA, at its sole discretion, *may not accept or consider any proposal from any Bidder who is not current with its Industrial Funding Adjustment (IFA) payments* as of the date of the award.

### **ADDITIONAL BIDDER INSTRUCTIONS**

1. In order to be considered for contract award, Bidders shall bid on one or more Lots, and must submit current product literature for each product offered.
2. Bidders must fill in all required blanks on the “SPECIFICATION AND BID SHEET” for each Lot for which Bidders are submitting Bids. All blanks, except those classified as “Optional Features,” are required to be populated, including “Required Additional Features.” If you are offering an item at no charge, enter a zero (0) or \$0.
3. Bidders shall clearly and specifically identify the product(s) being offered for each Lot and enclose with the bid the complete and detailed descriptive literature, catalog cuts and specifications in hard copy (three [3] copies) and electronic format to enable the Commonwealth to determine if the product(s) offered meet(s) the specifications and requirements of this solicitation. **FAILURE TO DO SO MAY CAUSE THE BID TO BE CONSIDERED NON-RESPONSIVE.** All information should be organized in the order in which it is addressed in the IFB and clearly labeled, with the hard copies preferably being in binders with tabs identifying the IFB sections or Lot Numbers addressed.
4. The Commonwealth reserves the right to request any bidder to submit information missing from its bid, to clarify the bid and to submit any additional information which the Commonwealth deems necessary in order to evaluate the bidder’s offer.
5. Bidder and service facilities shall grant permission for a representative of the Commonwealth to inspect their facilities at any time during normal business hours both prior to and after award.
6. Any bid in response to this solicitation shall be valid for 90 days. At the end of the 90 days the bid may be withdrawn at the written request of the Bidder. If the bid is not withdrawn at that time it remains in effect until an award is made or the solicitation is canceled.

VITA reserves the right to conduct any test it may deem advisable and to make all evaluations necessary. VITA also reserves the right to reject any or all bids, in whole or in part, to waive informalities and to delete items prior to making an award or awards, whenever it is deemed in the sole opinion of VITA to be in its best interest.

### **MANDATORY PRE-BID CONFERENCE**

1. A mandatory pre-bid conference will be held at 10:00 AM ET on November 10, 2005, in the VITA offices at 110 South 7th Street, Richmond, VA, 23219, unless VITA's offices in Richmond are officially opening late or officially closed for business. The purpose of this conference is to allow potential bidders an opportunity to present questions and obtain clarification relative to any facet of this solicitation.
2. If VITA's offices in Richmond are officially opening late or closed for business for the day on the date on which the pre-bid conference is scheduled because of inclement weather or other occurrence beyond VITA's control, the mandatory pre-bid conference will be held at 10:00 AM ET on November 15, 2005, in the same location.
3. All pre-bid questions must be in writing. The cut off date for submitting questions is November 7, 2005. No questions or inquiries will be accepted after this time.
4. In order to attend the pre-bid conference, VITA requests that all bidders submit their intent to attend via e-mail to [doug.leslie@vita.virginia.gov](mailto:doug.leslie@vita.virginia.gov) with subject line "IFB 2005-36 Pre-bid Conference" by November 7, 2005. Please provide the name of your company and the names of all individuals planning to attend. Failure to do so may jeopardize your ability to pass through building security and to attend the conference.
5. Failure to attend the pre-bid conference will result in your bid being found non-responsive.

### **PURPOSE**

The Virginia Information Technologies Agency (VITA) desires to establish a statewide term contract with one or more manufacturers to provide, on an as-needed basis, radio and telecommunications equipment, accessories, batteries and antennas (but not parts, kits or test equipment) for the Commonwealth of Virginia (COV) and all "Authorized Users". "Authorized Users" includes any public body as defined by §2.2-4301 (5) of the Code of Virginia, and all other public bodies as referenced in §2.2-4304 of the Code of Virginia, herein after referred to as "Authorized Users". Use of the contract will be mandatory for COV state agencies and institutions and optional for all other Authorized Users. The Commonwealth reserves the right to authorize exceptions to the use of the mandatory contract on a case by case basis and to conduct separate procurements whenever it is deemed to be in the best interest of the Commonwealth.

### **GENERAL REQUIREMENTS**

#### **1. SPECIFICATIONS**

- 1.1. Equipment, antennas and accessories: This IFB includes Low Band, High Band, UHF and 800 MHz radio and telecommunications equipment, as described in the "SPECIFICATION AND BID SHEETS".

## IFB 2005-36 – Instructions and General Requirements

- 1.2. Bids will be considered from Radio Manufacturers for Bendix/King, E.F. Johnson, Kenwood, M/A-COM, Motorola, RELM, Tait, Vertex, or equals. VITA, in its sole discretion, shall determine whether a brand bid is the equal of that specified.
- 1.3. Purchases from this IFB will be for initial start up and complete replacement of existing equipment, and any additions to or replacements of same, during the contract period.
- 1.4. All products furnished shall be new, unused and in current production.
- 1.5. Contractor shall provide with each piece of equipment a user/operator manual in hard copy format at no charge.
- 1.6. Contractor shall furnish the Authorized User with a maintenance manual with wiring diagrams and parts and accessories list upon request at no charge for any piece of equipment ordered. For any item of which a given Authorized User has purchased ten (10) or more, Contractor shall provide a maintenance manual with wiring diagrams and parts and accessories list at no charge upon delivery of the order. CD-ROM format is preferred.
- 1.7. Contractor shall provide to VITA all current maintenance manuals for all products available on any contract(s) awarded as a result of this IFB, including addenda sheets and notices, in CD-ROM format throughout the term of the contract. These items shall be sent to the following individuals or their designee:

Mr. Paul Hoppes or Mr. David Warner  
Virginia Information Technologies Agency  
ATTN: Communications Engineer Manager  
110 S. 7<sup>th</sup> St., 1<sup>st</sup> Floor  
Richmond, VA 23219

The maintenance manuals shall be kept up-to-date with each addendum sent to the above address.

- 1.8. Contractor shall provide to VITA (at the address above) all service bulletins for all items available on the contract throughout the term of the contract.
- 1.9. Contractor shall provide to VITA one (1) copy or set of all programming software, cables, required interfaces, and all accessories required for radio programming, throughout the term of the contract at no charge. Contractor shall continue to provide to VITA all programming software, hardware and firmware updates while any related radio remains on contract. Contractor will not be held accountable for programming equipment misuse or repair, except as provided for in the applicable warranty.
- 1.10. If a contract item is discontinued or otherwise unavailable, Contractor shall offer a comparable model, approved by the designated VITA Contract Manager as being materially equivalent in capabilities, features, functions, and physical dimensions, at a price not to exceed that of the discontinued or unavailable model prior to discontinuation.
- 1.11. Contractor shall make available new replacement parts for repair of all equipment on this contract. All parts for the equipment furnished must be available for a period of at least five (5) years from the date of contract termination. All parts used in the repair

of radio equipment furnished under this contract must be the exact replacement part specified and supplied by the manufacturer. Any exception necessary because of part unavailability or other unusual situation must have prior approval of the VITA radio engineer (or designee) in the case of COV state agencies and institutions, or the purchaser in the case of other Authorized Users. It is preferred that new or approved replacement parts be available for all equipment for at least five (5) years from the date such equipment becomes outdated, obsolete, discontinued or superseded.

- 1.12. Delivery of all requested contract items shall be made within 60 calendar days after receipt of a valid purchase order referencing any contract awarded as a result of this solicitation. Contractor shall carry an adequate stock of equipment to ensure such delivery for the duration of the contract. State your earliest firm delivery date as follows: 30 Days After Receipt of Order (ARO).
- 1.13. When requested by the Authorized User on a valid order, equipment purchased shall be installed by the Contractor at the installation price bid not later than 60 days after requested, as mutually agreed upon by Contractor and Authorized User. Contractor shall provide product demonstrations, when requested, at no additional charge.
- 1.14. At a minimum the Contractor shall provide a warranty/maintenance on all products for a period of one (1) year or the manufacturer's warranty length, whichever is greater. Warranty shall begin on date of acceptance by the Authorized User. The Contractor shall repair or replace all equipment returned for repair within seven (7) days of receipt. For on-site warranty, the Contractor guarantees that the user will not be out of service for more than 24 hours. The vendor may replace, repair or loan the end-user similar equipment to meet this requirement.
- 1.15. The Contractor shall provide necessary preventive maintenance, required testing and inspection, calibration and/or other work necessary to maintain the equipment in operational condition during the warranty period.
- 1.16. The bid price shall be for complete installation ready for the Authorized User's use, and shall include all applicable freight and installation charges and the Industrial Funding Adjustment payment. Extra charges will NOT be allowed unless otherwise noted in the associated "Specification and Bid Sheet."

## 2. TEST SAMPLES

- 2.1. Upon request from VITA, Bidder shall submit test samples for any lot bid within ten (10) calendar days. FAILURE ON THE PART OF THE BIDDER TO PROVIDE SUCH SAMPLES WITHIN THE SPECIFIED TIME FRAME MAY BE CAUSE FOR VITA TO CONSIDER THE BID AS NON-RESPONSIVE.
- 2.2. Bid samples shall be an exact and true representative sample of the actual material offered. Each bid sample shall be properly tagged or labeled with the name of the Bidder/manufacturer, the bid opening date, the Lot number for which it is submitted and the specific item number, if identified in the Lot. Bid samples shall be provided at no cost to the Commonwealth. FAILURE ON THE PART OF THE BIDDER TO COMPLY WITH THESE INSTRUCTIONS MAY BE CAUSE TO CONSIDER THE BID AS NON-RESPONSIVE.

IFB 2005-36 – Instructions and General Requirements

2.3. VITA will return any bid samples submitted no more than 30 days after a contract is awarded for the corresponding lot(s).

3. LOCATIONS

3.1. Name of Manufacturer and Shipping Point: Each Bidder shall supply in the space below the name and address of the manufacturer of each item offered and the shipping point. If you need more space, you may include the information in an attachment and reference its exact location here:

Lot/Item Number(s): 9B, 12A, 15, 16A, 19B, 20A, 22A, 24, 24A, 25A, 27, 28, 29, 30, 31, 33, 34, 35

Manufacturer: EFJohnson

Address: 1440 Corporate Drive Irving, TX 75038

Shipping point: FOBD

3.2 Each bidder shall have an organized network of franchised service providers strategically located throughout the Commonwealth of Virginia. Two-way radio service must be the primary business of these providers with qualified technicians either licensed by FCC, APCO or equal as determined by VITA in its sole discretion. Each Bidder shall indicate the names, addresses and telephone numbers of the service providers and local Virginia representative(s) that would provide service under any contract resulting from this IFB. If bidding on an item that includes service and installation, Bidder shall indicate the names, addresses and telephone numbers of their service providers within the Commonwealth of Virginia.

3.3. These service providers must provide warranty backup and daily routine maintenance. Service providers must be capable of "system" maintenance as well as hardware maintenance.

3.4. Service providers must be backed by the manufacturer with a complete line of OEM parts.

3.5. Each Bidder must demonstrate, upon request, to the Commonwealth of Virginia that their service personnel are being consistently trained in the function and maintenance of all new products as well as standard products by providing updates of personnel certification on these products.

E. F. Johnson Virginia Area Service Centers and Dealerships

Dealership	Street Address	City	State	Zip	Name	Telephone
Arthur Stiltner Two-Way Radio	Route 4, Little Prater Road	Grundy	VA	24614	Arthur Stiltner	(276) 935-6405
Atlantic Communications	925 48th Street	Newport News	VA	23607	Frank Blount	(757) 380-8498
Ayers Super Center	303 6th Street	Iron Gate	VA	24085	Dwight Ayers	(540) 862-5353
BearComm Wireless	4511 Daly Drive, Suite G	Chantilly	VA	20151	Phil Overkleef	(703) 818-8800
Dominion Communications	135 Pickwick Avenue	Colonial Heights	VA	23834	Ian Wright	(804) 526-6373
Front Royal Communications	3043 Rivermont Drive	Front Royal	VA	22630	Gene Gudioso	(540) 635-5754
Mid-Atlantic Communications	68A Cool Spring Road	Fredericksburg	VA	22405	Shawn Jacobs	(540) 371-6261
Mountain Electronics	701 S. Highland Avenue	Covington	VA	24426	Wesley Dew	(540) 962-3346
Piedmont Electronics	1575 Avon Street, Extended	Charlottesville	VA	22902	Alan Williamson	(434) 296-8585
Professional Communications	3805 S. Main Street	Blacksburg	VA	24060	Bruce Grimes	(540) 552-4443
Select Communications	7653-C Fullerton Road	Springfield	VA	22153	Tim Millican	(703) 569-4400
Communication Specialists	3533-B Neil Street	Raleigh	NC	27607	Tyler Glover	(919) 832-9121
Radio Communications Co	8035C Chapel Hill Road	Cary	NC	27513	Ken Brody	(919) 467-2421
RCS Communications	800 Megahertz Drive	Winston-Salem	NC	27107	Richard Hendrick	(336) 788-9191
RCS Communications	302-K Pomona Drive	Greensboro	NC	27407	Greg Pruitt	(336) 282-2995
South Sales Inc	4004-F Spring Garden Road	Greensboro	NC	27407	Hardy White	(336) 855-5858
T&D Communications	706 N. William Street	Goldsboro	NC	27533	Stan Matthews	(919) 580-9661
ProCom Communications	9689H Gerwig Lane	Columbia	MD	21046	Gabe Najjar	(410) 290-3995
Superior Communications	704 East Gude Drive	Rockville	MD	20850	Ron Hurley	(301) 762-7878
Two Way Radio Service Co.	549 N. Center Street	Cumberland	MD	21502	Jeff Hutter	(301) 772-2692

## IFB 2005-36 – Solicitation Instructions

### SOLICITATION INSTRUCTIONS

REV. 10/31/05

#### 1. EXPLANATION TO BIDDERS:

Any explanation desired by a bidder regarding this solicitation/invitation for bid must be requested in writing and with sufficient time allowed for a reply to reach the bidder before the submission of their bids. PRIOR TO SUBMISSION OF A BID, BIDDERS ARE REQUIRED TO READ THESE INSTRUCTIONS, REVIEW THE SCHEDULE, READ ALL TERMS AND CONDITIONS AND CHECK THE DGS/DPS EVA WEB SITE [WWW.EVA.VIRGINIA.GOV](http://WWW.EVA.VIRGINIA.GOV) FOR ANY AMENDMENTS OR CHANGES. THIS SOLICITATION IS SUBJECT TO THE PROVISIONS OF THE VIRGINIA PUBLIC PROCUREMENT ACT (VPPA). Any interpretation required by the Commonwealth will be in the form of an amendment to the solicitation; SEE PARAGRAPH 9 BELOW. Oral explanations or instructions given before the award of the Contract will not be binding.

#### 2. PREPARATION OF SOLICITATION

- A. Bids shall be submitted on the forms furnished, and must bear an original signature by an individual authorized to bind the company submitting the bid. If erasures or other changes appear on the form, each erasure or change must be initialed by the person signing the bid. Telegraphic or facsimile bids will not be considered. Bidders may not submit multiple bids in a single envelope.
- B. Bidders are required to enter their Federal Identification Number [FIN] in the space provided on Page 1, VITA Form 62. Failure to enter a number in the space provided or to provide a correct FIN number may delay award or result in VITA determining that the bidder is not registered to conduct business with VITA. It is the bidder's responsibility to provide the correct FIN number and to keep VITA updated as to any changes in bidder's status.
- C. The bid form may provide for submission of a price or prices for one or more items. All prices shall be entered in the schedule, VITA Form 62, or in the attachment provided for pricing. Where the bid form explicitly requires that the bidder bid on all items (e.g., an all or none requirement), failure to do so will disqualify the bid. When submission of a price on all items is not required, bidder should insert the words "no bid" in the space provided for any item on which no price is submitted.
- D. Additional bids may be submitted, when in the bidder's judgment they can provide more than one solution which meets the required specifications of the procurement. Additional bids shall be submitted on either a duplicate copy of the bid document or on plain paper and shall be clearly identified with the words "ADDITIONAL BID" written or printed on the face of each additional bid. Additional bids shall not be considered unless detailed specifications or descriptions sufficient to establish quality, utility and merit accompany the bid.

BIDDERS SUBMITTING ADDITIONAL BIDS ARE REMINDED THAT THE TERMS AND CONDITIONS WHICH APPLY TO THE ORIGINAL BID SHALL ALSO APPLY TO ANY ADDITIONAL BID AND ANY MODIFICATION TO TERMS AND CONDITIONS OF A SOLICITATION OR THE ADDITION OF RESTRICTIVE PROVISIONS BY A BIDDER SHALL BE CAUSE FOR REJECTION OF THE BID.

- E. Modification of bids already submitted will be considered if received at the office designated in the invitation for bids before the time set for opening of bids.

#### 3. SUBMISSION OF BIDS

TO BE CONSIDERED, THE BID MUST BE RECEIVED AT THE ADDRESS GIVEN IN THE SOLICITATION ON OR BEFORE THE DATE AND HOUR DESIGNATED. Bidders must pay particular attention to ensure that the bid is properly addressed. The Commonwealth is not responsible if the bid is not properly addressed. The Commonwealth is not responsible if the bid does not reach the destination specified by the date and time identified

## IFB 2005-36 – Solicitation Instructions

on page 1 of the Solicitation. Sealed bids received after the date and hour identified on page 1 of the solicitation are automatically disqualified, and will not be considered. All bids must be sealed, marked and addressed, to the address shown on page 1 of the Solicitation, and marked on the outside of the bidder's envelope as in the example below. Failure to do so may result in a premature opening of, or a failure to open, the bid.

From:	Name of Bidder	
	Street or Box Number	
	City, State, Zip Code	
	Due Date	Time
	IFB No. 2005-36	

#### 4. LATE BIDS, MODIFICATIONS OF BIDS OR WITHDRAWALS OF BIDS

- A. Any bids received at the office designated as the Issuing Office on page 1 of the Solicitation after the exact time specified for receipt will not be considered for award.
- B. A bid may be amended and/or withdrawn by a bidder if the office issuing the bid receives the request in writing before the date and hour set forth in the bid form. The request must be signed by a person authorized to represent the person or firm that submitted the bid. Submission of a subsequent bid shall normally constitute the withdrawal of any prior bid submitted by the same bidder on the same IFB.

#### 5. PUBLIC OPENING OF BIDS

Bids will be publicly opened at the time and date specified on page 1 of the Solicitation document. Bids will not normally be evaluated at the bid opening meeting. All bids will be opened at the location shown on page 1 of the solicitation.

#### 6. SOLICITATION TERMS AND CONDITIONS

The terms and conditions contained in this solicitation are considered mandatory and are the only terms and conditions governing transactions under any Contract awarded as a result of this solicitation.

If the bidder includes additional terms and conditions on pre-printed marketing sheets, pre-printed catalogues, or other pre-printed materials, then it is understood that those terms and conditions are of no consequence to and will not be included in any resulting Contract.

Any other modification, addition, clarification, or change to the mandatory terms and conditions by the bidder shall cause the bid to be rejected.

#### 7. AWARD OF CONTRACT

Bids shall be evaluated and the responsive and responsible bidder(s) offering the lowest price(s) for each lot will be awarded Contract(s). The Commonwealth reserves the right to reject any and all bids in whole or in part and to waive any informality in the bids.

#### 8. AWARD NOTICES

Upon the completion of evaluation, the Commonwealth will post a NOTICE OF AWARD (NOA). All award notices will be posted on the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)).

TELEPHONIC REQUESTS FOR BID RESULTS WILL NOT BE HONORED.

#### 9. AMENDMENT OF SOLICITATION

Any amendment or change to this solicitation will be issued in writing and will identify the changes to be made in the bid. All amendments will be posted to the DGS/DPS eVA web site ([www.eva.virginia.gov](http://www.eva.virginia.gov)).

## IFB 2005-36 – Solicitation Instructions

If the bid opening date is extended, the new date and time will be clearly shown on the face of the amendment.

Bidders will be required to sign and return a copy of the amendment with their bid to indicate that they have received the document and are aware of the changes made.

### 10. ANTI-COLLUSION CERTIFICATION

By Bidder's signature on the face of this bid, Bidder certifies that this bid is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same equipment, software, or services, and is in all respects fair and without collusion or fraud. Bidder understands collusive bidding is a violation of the Virginia Governmental Frauds Act and Federal Law and can result in fines, prison sentences, and civil damage awards. Bidder agrees to abide by all conditions of this bid and certifies that he or she is authorized to sign this bid for the bidder's firm.

### 11. DEMONSTRATIONS

The Commonwealth reserves the right to require the Bidder to demonstrate to the satisfaction of the Commonwealth, that the products offered will perform in a completely acceptable manner and to meet or exceed the specifications referenced in the solicitation. The demonstration site and time is subject to agreement between the Commonwealth and Bidder

### 12. PROTESTS OF AWARDS

All protests of awards shall be conducted in accordance with the provisions of the VPPA and VITA's Alternative Dispute Resolution procedure.

### 13. CONTRACT

Any Contract which is awarded as a result of this solicitation, offer and award shall be between VITA and the Contractor. No other agency, institution or public body may negotiate in any way with the vendor concerning the items identified in the schedule or any terms and conditions of the Contract. All problems associated with the resulting Contract shall be brought to the attention of the VITA authorized representative.

Specifications - Any comments or questions concerning the specifications, terms and conditions or any note contained in this solicitation shall be submitted, in writing, to the issuing office (See VITA Form #62).

### 14. TRADE SECRETS OR PROPRIETARY INFORMATION

Trade secrets or proprietary information submitted by a bidder in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the bidder must invoke the protections of Code of Virginia, Section 2.2-4342, prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reason why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire bid document, line item prices and/or total bid prices as proprietary or trade secrets is not acceptable and will result in rejection of the bid.

### 15. ALTERNATIVE DISPUTE RESOLUTION

By signing and submitting a bid under this solicitation, the bidder agrees that should it desire to appeal a protest decision of an award resulting from this solicitation, it agrees to submit such appeal to VITA's alternative dispute resolution procedures. Such use of VITA's alternative dispute resolution procedures shall be concurrent with and not in lieu of the bidder's other statutory protest appeals outlined in §§2.2-4364 and 4365 of the Code of Virginia.

## **CONTRACTUAL TERMS and CONDITIONS**

### **SCOPE OF CONTRACT**

The following paragraphs contain the contractual terms and conditions which shall govern the sale of *radio and telecommunications equipment and antennas and accessory items* (Hardware or Equipment or Product) and Services identified in this Contract, from the Contractor identified on the cover page of this contract. All Hardware includes any software or firmware inherent to its operation. This Contract or Agreement between the Commonwealth of Virginia, hereinafter referred to as "Commonwealth" or "State" or "VITA" (Virginia Information Technologies Agency) and the Contractor is established on the behalf of, and may be used by, Agencies, Institutions, and other public bodies as defined in §2.2-4301 of the Virginia Public Procurement Act ("VPPA"), hereinafter referred to as "Authorized Users".

The functional and technical requirements of the Equipment and Services to be acquired are described in detail in Invitation for Bids 2005-36.

### **INCORPORATED CONTRACTUAL PROVISIONS**

The contractual provisions at the following URL are statutorily mandated provisions that are hereby incorporated by reference, including the contractual claims provision §2.2-4363 of the Code of Virginia: [http://www.vita.virginia.gov/procurement/documents/terms\\_05-06sw.pdf](http://www.vita.virginia.gov/procurement/documents/terms_05-06sw.pdf).

### **ORDERS**

Contractor is required to accept any order placed through the eVA electronic procurement website portal (<http://www.eva.state.va.us>). eVA is the Commonwealth of Virginia's total electronic procurement solution. State agencies, as defined in §2.2-2006 of the Code of Virginia, shall order through eVA. All other Authorized Users are encouraged to order through eVA, but may order through the following means:

- i). Purchase Order (PO): An official PO form issued by an Authorized User.
- ii). Any order/payment transaction processed through the Commonwealth of Virginia's contract with American Express (AMEX). Each order must not exceed \$5,000, or the then-current charge card limit.
- iii). Any other order/payment charge or credit card process, such as AMEX, MASTERCARD, or VISA under contract for use by an Authorized User.

This ordering authority is limited to issuing orders for the Equipment and Services available under this Contract. Under no circumstances shall any Authorized User have the authority to modify this Contract.

### **TRANSPORTATION AND PACKAGING**

All contract prices are FOB Destination. All shipments to the Authorized User's site(s) shall be made at the Contractor's expense. The Contractor shall make all arrangements for transportation and shall notify the Authorized User upon shipment. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

## **INSTALLATION**

- a. The Contractor shall deliver/install the requested Equipment or Services ready for use by the installation date (day, month, year) identified as required in the General Requirements, not to exceed 60 days ARO.
- b. Any amendment by VITA to this Contract or any part thereof, may require the establishment of a new mutually agreed to required delivery date. VITA or any Authorized User may delay the installation date by notifying the Contractor at least ten (10) days before the required installation date.
- c. If the Equipment, software or services is not delivered/installed within the time specified in the Schedule, the Commonwealth reserves the right to cancel the award of this Contract and/or terminate this Contract for default without further obligation, and award the solicitation to the next responsive and responsible bidder.
- d. Neither the Contractor nor the Authorized User shall be responsible for delays resulting from acts beyond the control of each party. These include, but are not limited to, acts of God, riots, acts of war, fire, earthquakes, epidemics, or disasters.

## **NEW EQUIPMENT AND SUBSTITUTE EQUIPMENT**

Unless otherwise requested in the specifications, all equipment furnished under this Contract shall be new and in current production.

During the term of this Contract, the Contractor is not authorized to substitute any item for that Equipment identified in the Schedule without the written permission of the VITA contract manager. Violation of this condition shall be considered grounds for termination of the Contract.

## **SITE PREPARATION**

- a. Equipment environmental specifications, if required, for the equipment to be delivered under this Contract shall be furnished in writing by the Contractor upon award. These specifications shall be in such detail to ensure that the equipment to be installed shall operate efficiently from the point of view of environment.
- b. The Authorized User shall prepare the site at its own expense and in accordance with the equipment environmental specifications provided by the Contractor.

## **FAILURE TO DELIVER**

In the event the Contractor fails for any reason to deliver in a timely manner or according to Contract terms the items set forth in the Schedule, the Authorized User, at its own discretion, may give Contractor oral or written notice of such breach. Once notice by the Authorized User is sent or given, the Authorized User may immediately procure the items from another source. Once the Authorized User has effected a purchase from an alternate source (in accordance with the Virginia Public Procurement Act) the parties agree that the Authorized User may charge-back Contractor, in which case Contractor agrees to reimburse the Authorized User for any difference in cost between the original Contract price and the Authorized User's costs to cover from the alternate source. In no event shall the Authorized User be held to pay Contractor any costs incurred by Contractor, including but not limited to ordering, marketing, manufacturing, or delivering the item(s) which are subject of the Authorized User's notice of breach. This remedy is in addition to and not in lieu of any other remedy the Authorized User or VITA may have under this agreement and the laws of the Commonwealth of Virginia.

## **ACCEPTANCE, TESTING AND COMPLIANCE WITH SPECIFICATIONS**

All materials, Equipment and Services are subject to inspection and testing by the Authorized User and any that does not meet or exceed the specifications or other requirements of the Contract may be rejected. The Authorized User shall be given thirty (30) days from the completion of installation by the Contractor (or thirty (30) days after delivery if customer installed) to test, evaluate and accept the materials, Equipment and Services delivered or furnished under this Contract (provided that the Authorized User, in its sole discretion, may Accept the same prior to expiration of the thirty (30) day period). If the Contractor's materials, Equipment or Services fail to meet the Contract specifications or other requirements, including the specifications of the brand name, or those required by the Contractor's own technical documentation, then the same may be rejected and returned to the Contractor. The Authorized User may require a replacement to be provided or may avail itself of the remedies for breach.

Acceptance shall be effective for the purpose of determining title to that which is delivered and for making payment, however, acceptance by the Authorized User following testing and evaluation during the thirty (30) day period shall not be conclusive that the materials, Equipment or Services conform in all respects to the Contract specifications and other requirements. In the event that nonconformance therewith is discovered by the Authorized User after acceptance, whether due to a latent defect or otherwise, the Contractor shall take whatever action is necessary to conform the materials, Equipment or Services to the Contract specifications and other requirements, including but not limited to modification or replacement of the same. The Contractor's failure to do so shall constitute breach of Contract for which the Commonwealth may exercise the remedies provided in the section herein entitled "Termination and Cancellation," in addition to and not in lieu of any other remedies available under Virginia law.

## **TITLE**

Clear and unrestricted title to all Equipment purchased under this Contract shall pass to the Authorized User upon Acceptance.

## **RISK OF LOSS OR DAMAGE**

The Authorized User is relieved from all risks of loss or damage until clear and unrestricted title is transferred to the Authorized User.

## **FIELD MODIFICATIONS AND/OR ENGINEERING CHANGES**

Contractor sponsored modifications and/or engineering changes shall be made with the consent of the Authorized User at no additional charge for a period of one (1) year from the date of installation. The Authorized User reserves the right at all times to schedule these Contractor sponsored modifications and/or changes to minimize the impact on the daily operations of the Authorized User.

## **WARRANTY**

The Contractor is required to provide two types of Warranty Service. For all Handheld and Mobile Equipment complete with sundries and accessories, the Contractor shall provide Depot (return to vendor) Warranty services. For all other types of Equipment, the Contractor shall provide On-Site Warranty services.

***a. For Handheld and Mobile Equipment:***

Contractor shall provide depot warranty services (labor and parts) for a period of not less than twelve (12) months or such greater period as may be provided by the manufacturer's warranty, beginning on the date of acceptance, at no cost to the State. Contractor shall act as sole point of contact for all units repaired under warranty. The Authorized User shall send the Equipment to the Contractor, postage paid, and the Contractor shall repair or replace the Equipment and return it to the Authorized User, postage paid, within seven (7) days of receipt.

***b. For all other Equipment - not Handheld or Mobile:***

Contractor shall provide On-Site warranty (labor, travel and parts) for a period of not less than twelve (12) months or such greater period as may be provided by the manufacturer's warranty, beginning on the date of acceptance, at no cost to the Authorized User. Contractor shall act as sole point of contact for all units repaired under warranty. All warranty services shall be provided during the Principal Period of Maintenance which is hereby defined as 8 a.m. to 5 p.m. Monday through Friday, State holidays excluded, unless otherwise mutually agreed upon between an Authorized User and the Contractor for a particular circumstance. The Contractor shall respond to all requests for warranty service and repair or replace the Equipment to a restored operation within twenty-four (24) hours after notification that a failure has occurred.

Prior to the expiration of the warranty period, whenever Equipment is shipped for mechanical repair or replacement purposes, the Contractor shall bear all costs associated with returning the Equipment to the Contractor's repair facility. When repair of the Equipment is completed the Contractor shall bear all costs associated with returning the Equipment to the Authorized User's original point of shipment. Cost of shipping includes but is not limited to, costs of packing, transportation, rigging, drayage and insurance for

damage or loss. Contractor shall repair the Equipment or provide an interim replacement product, within 24 hours of notification that a malfunction exists. Any interim product(s) will be provided at no additional cost to Authorized User, until the original product is returned, in good working condition.

All parts used under this agreement shall be new and unused. Parts which have been replaced shall become the property of the Contractor.

### **POST-WARRANTY MAINTENANCE**

The Contractor is required to provide 12 months of Post-warranty Maintenance, upon receipt of a valid Order not less than 30 days prior to the expiration of the then-current Warranty or Maintenance period, at the prices identified in each of the applicable Lots, throughout the term of the Contract. Unless otherwise specified in the applicable Lot, Post-warranty Maintenance shall be provided under the same parameters as the initial Warranty.

### **MALFUNCTION REPORTS**

The Contractor shall furnish a signed malfunction report to the user upon completion of each maintenance call. The report will list as a minimum all corrective action taken, parts used, and number of hours required to repair the equipment. The Contractor shall also maintain an electronic log of the following information for each maintenance call using a spreadsheet or database program: Serial number of malfunctioning equipment, FCC check, Parts used, Corrective action taken, Date of repair, and Number of hours required to repair the equipment. This electronic log shall be provided to VITA on a quarterly basis.

### **EQUIPMENT REPLACEMENT**

In the event that the Equipment furnished under this Agreement experiences continual maintenance downtime while under maintenance and as a result the total system is inoperative in excess of 5% of total time available for daily service (e.g., 45 hours per week, 180 hours per month, 5% = 9 hours per month) for three consecutive calendar months, the Authorized User reserves the right to require the Contractor to replace the machine at no cost to the Authorized User. The replacement machine/device shall be installed no later than thirty (30) days after the Authorized User requests the Contractor to provide a replacement.

### **PRIME CONTRACTOR RESPONSIBILITY**

If the Contractor's services offering include any goods or services to be supplied by another party, the Contractor agrees as follows:

- a. The Contractor shall act as prime contractor and shall be the sole point of contact with regard to all obligations under this Agreement. The prime contractor shall be responsible for the acts and/or omissions of any subcontractor providing goods and services pursuant to this contract.

and

- b. The Contractor hereby represents and warrants that the Contractor has made such other party aware of the proposed use and disposition of the other party's products or services, and that such other party has agreed in writing that it has no objection thereto.

## **SUPPLIES**

Authorized charges do not include operational supplies (e.g. paper, tape, etc.) unless such supplies are specifically identified in the Schedule. All supplies used by the State shall conform to the Contractor's published specifications provided to State at time of equipment installation. The State reserves the right to acquire such supplies from any Contractor of its choice.

## **INVOICES**

All invoices shall be rendered promptly after all Equipment covered by the invoice has been accepted. Invoices for Equipment maintenance or Extended Warranty shall be paid monthly in arrears. No invoice may include any costs other than those identified in the Schedule. Invoices shall provide at a minimum:

1. Type and description of the equipment or service;
2. Serial number, if any;
3. Charge for each item;
4. This Contract Number, and;
5. Contractor's Federal Identification Number (FIN)

## **CONTRACT TERM**

The initial Term of this Contract shall be from the date of award and continue for two (2) years. The Commonwealth may renew the Contract for three (3) additional one (1) year periods under the terms and conditions of the original contract, at its sole discretion. Written notice of the Commonwealth's intention to renew will be given approximately 60 days prior to the expiration date of each contract period. All open calls and related documents shall survive the period of performance stated in this section until such time as all open calls (executed prior to the expiration of this contract) have been completely closed.

## **DEFAULT**

In case of failure to deliver goods or services in accordance with the Contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies that the Commonwealth may have.

## **BREACH**

The Contractor shall be deemed in breach of this Agreement if the Contractor (a) fails to make any Product or Service ready for acceptance testing by the specified delivery date; (b) repeatedly

fails to respond to requests for maintenance or other required service within the time limits set forth in this Agreement; (c) fails to comply with any other term of this Agreement and fails to cure such noncompliance within ten days (or such greater period as is acceptable to the Commonwealth) following Contractor's receipt of a Show Cause Notice identifying such noncompliance; or (d) fails to provide a written response to the Commonwealth's Show Cause Notice within ten days after receiving same.

The Contractor shall not be in breach of this Agreement if its default was due to causes beyond the reasonable control of, and occurred without any fault or negligence on the part of, both the Contractor and its subcontractors. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the Commonwealth in either its sovereign or Contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, or unusually severe weather.

In the event of breach, in addition to any other remedies provided by law, the Commonwealth may cancel its obligations with respect to any or all unaccepted Products or Services. All costs for de-installation and return of Products shall be borne by the Contractor. In no event shall any failure by the Commonwealth to exercise any remedy available to it be construed as a waiver of or consent to any breach.

#### **LIMITATION OF LIABILITY**

To the maximum extent permitted by applicable law, the Contractor's liability under this contract for loss or damages to government property caused by the use of any defective or deficient product and/or services delivered under this Contract shall not exceed the greater of **\$1,000,000 dollars** or ***two times the total annual amount of this contract***. The Contractor will not be liable under this contract for any indirect, incidental, special or consequential damages, or damages from loss of profits, revenue, data or use of the supplies, equipment and/or services delivered under this contract. The above limitation of liability is per incident. The limitation and exclusion of damages in the foregoing sentences will not apply, however, to liability arising from: (a) personal injury or death; (b) defect or deficiency caused by willful misconduct or negligence on the part of the contractor; or (c) circumstances where the contract expressly provides a right to damages, indemnification or reimbursement.

#### **QUALIFICATIONS OF BIDDERS**

The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the bidder to perform the services/furnish the goods and the bidder shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect bidder's physical facilities prior to award to satisfy questions regarding the bidder's capabilities. The Commonwealth further reserves the right to reject any bid/proposal if the evidence submitted by, or investigations of, such bidder fails to satisfy the Commonwealth that such bidder is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.

#### **PROPRIETARY INFORMATION, DUPLICATION AND DISCLOSURE**

The Contractor acknowledges that in the course of performing services hereunder its personnel and subcontractors (if any) may have access to confidential information about the Commonwealth's business, operations, employees, customers. Contractor agrees that, except as directed by the Commonwealth, Contractor its employees and its subcontractors shall not at any time during or after the term of this Agreement (a) disclose any Confidential Information to any third party, (b) permit any third party to examine and/or make copies of any reports, documents or electronic data containing Confidential Information (whether they are prepared by Contractor or come into Contractor's possession or under Contractor's control by reason of Contractor's services) or (c) use any Confidential Information for any reason other than in the performance of services hereunder. Upon termination of this Agreement, Contractor shall return to the Commonwealth or at the Commonwealth's request destroy, all reports, documents, electronic data and other matter in Contractor's possession or under Contractor's control that contain or relate to Confidential Information. Contractor may disclose Confidential Information to such of its personnel as have a need therefore in the performance of their duties for the Commonwealth, provided, however, that Contractor shall inform all such personnel of their confidentiality obligations hereunder and shall use its absolute best efforts to ensure their compliance therewith. Contractor shall not be required to treat as confidential any information which:

- (a) contractor can demonstrate was in its possession prior to execution of this Agreement
- (b) has become generally available in the public domain without breach of this Agreement
- (c) becomes lawfully available to Contractor from a source other than the Commonwealth

ANY RELEASE OF PROPRIETARY OR CONFIDENTIAL INFORMATION BY THE CONTRACTOR OR CONTRACTOR'S EMPLOYEES SHALL BE CONSIDERED A BREACH OF THIS AGREEMENT. THE CONTRACTOR SHALL NOT USE THE CONFIDENTIAL INFORMATION OF THE COMMONWEALTH FOR ITS OWN BENEFIT OR FOR THE BENEFIT OF ANY THIRD PARTY. THE PROVISIONS OF THIS SECTION SHALL SURVIVE ANY TERMINATION OF THIS AGREEMENT IN PERPETUITY.

#### **CONTRACTOR ACCESS TO AUTHORIZED USER LOCATION/S**

The Authorized User shall grant to Contractor personnel such access to the Authorized User's location as may be necessary or appropriate for Contractor to perform its obligations under this Agreement, subject to all security issues. For any individual location, the Contractor may be required to undergo additional security procedures that may include but not be limited to; records verification, submission of photos and or fingerprints, etc. The Contractor may at any time, for any Authorized User location, be required to undertake the execution and completion for each individual employee, the requirement of the submission of additional forms that the Authorized User would consider reasonable for security measures. These forms may include the individual employee's agreement that all Authorized User information that is garnered while at the User's site is confidential and proprietary. Any unauthorized release of proprietary information by the Contractor or Contractor's employees shall constitute a breach of this Agreement.

## **ASSIGNMENT**

To the fullest extent permitted by law, the parties agree that Contractor's rights under this Contract shall not be assignable, in whole or in part, to any other party without the Virginia Information Technologies Agency's (VITA's) written consent, and that any purported assignment or transfer without such consent shall be null and void.

In the event VITA receives any notice from a third party claiming to be an assignee of any rights of the Contractor under this Contract, Contractor agrees that payment or other performance in respect of those rights shall not be due until at least thirty days after VITA's receipt of the notice required by the above paragraph or receipt of a similarly executed notice confirming the absence or revocation of the purported assignment. VITA's Supply Chain Management Division shall promptly notify the Contractor of any assignment notice it receives.

## **SOFTWARE/FIRMWARE**

For any software/firmware that is included in any Equipment supplied by the Contractor, the Contractor represents and warrants that it is the sole owner of the software/firmware product or, if not the owner, has received all proper authorizations from the owner to license the software/firmware product, and has the full right and power to grant the rights contained in this Contract. Contractor further warrants and represents that the software/firmware product is of original development, and that the package and its use will not violate or infringe upon any patent, copyright, trade secret or other property right of any other person.

## **TERM OF LICENSE**

For any software/firmware that is included in any Equipment supplied by the Contractor, the license(s) are supplied on a non-exclusive, irrevocable perpetual license basis and shall continue in perpetuity until canceled by the Authorized User or unless terminated in accordance with the provisions of this Contract. Notwithstanding the foregoing, the Authorized User may terminate the license at any time. All licenses granted to the Authorized User are for the use of the software/firmware product at the using agency's computing facilities (sites) and on the Equipment or for the purpose identified in the Schedule. This license is perpetual and in no event shall Contractor's remedies for any breach of this Agreement include the right to terminate any license or support services hereunder.

## **COMMONWEALTH'S RIGHTS TO SOFTWARE/FIRMWARE**

Notwithstanding anything to the contrary in this Agreement, Authorized Users shall have:

- a. Unlimited use of the software/firmware on the equipment for which it is acquired and any future upgrades of such equipment;
- b. Use of such software/firmware with a backup system if the system(s) for which or with which it was acquired is for any reason inoperative, or during an emergency, or the performance of engineering changes or changes in features or model;

- c. The right to use such software/firmware at any of Authorized User's installation to which the equipment may be transferred by the Authorized User;
- d. The right to copy such software for safekeeping or backup purposes.

## **INVENTIONS AND COPYRIGHTS**

The Contractor is prohibited from copyrighting any papers, reports, forms or other materials, and from obtaining any patent on any invention or other discovery resulting solely from its performance under the terms and conditions of this Contract.

## **PATENT/COPYRIGHT PROTECTION**

Contractor, at its own expense, shall defend any suit brought against the Authorized User for the infringement of patents, copyrights or trade secrets enforceable in the United States if the claim of infringement is alleged to relate to or arise from the Contractor's or Authorized User's use of any equipment, software, materials or information prepared, developed or delivered in connection with performance of this Agreement. In such suit, Contractor shall indemnify the Authorized User, its agents, officers and employees for any loss, liability or expense incurred as a result of such suit.

The Authorized User shall notify the Contractor of such suit within a reasonable time after learning of it and shall give the Contractor the full right and opportunity to conduct the defense of the suit, subject however to the requirements of Section 2.2-510 and Section 2.2-514 of the Code of Virginia or any successor statute. If principles of governmental or public law are involved, the Authorized User may, at its option and expense, participate in the defense of the suit.

The Contractor shall not be required to indemnify the Authorized User for liability arising solely out of the Authorized User's own specifications or design or solely from the combination of equipment or software furnished hereunder with any equipment or software not supplied by the Contractor.

If any Equipment or Service becomes, or in the Contractor's opinion is likely to become, the subject of a claim of infringement, Contractor may, at its option, provide non-infringing substitutes that are satisfactory to the Authorized User, or at Contractor's option and expense, may obtain the right for the Authorized User to continue the use of such Equipment or Service.

If the use of such equipment or software by the Authorized User is prevented by permanent injunction or by Contractor's failure to procure the right for the Authorized User to continue using the software, the Contractor agrees to take back the infringing equipment, software, materials or information and refund the total amount the Authorized User has paid Contractor under this Agreement, less one half (1/2%) percent of the total paid for each month of use by the Authorized User. This obligation is in addition to the obligations cited in the first four subparagraphs above.

## **NON-APPROPRIATION**

All funds for payment of equipment or services ordered under this Contract are subject to the availability of legislative appropriation for this purpose. In the event of non-appropriation of funds by the Legislature for the items under this Contract, the Commonwealth will terminate this Contract for those goods or services for which funds have not been appropriated. Written notice will be provided to the Contractor as soon as possible after legislative action is completed.

If any purchases are to be supported by federal funding, and such funding is not made available, the Commonwealth may terminate this Contract, or an Authorized User may terminate an order, for goods or services dependent on such federal funds without further obligation.

### **ENTIRE AGREEMENT**

This Contract, the solicitation, bid response, solicitation instructions and all items specifically listed in the solicitation, and the notes in the solicitation constitute the entire agreement between the parties with respect to the subject matter of this Contract. All prior agreements, representations, negotiations and undertakings are hereby superseded with respect to Equipment and/or Services acquired by the Commonwealth under the terms and conditions of this Contract.

No other written documents regardless of form or content shall be executed by any agency or institution for equipment acquired under this Contract unless signed by the VITA authorized representative.

### **SPECIAL OR EDUCATIONAL DISCOUNTS**

- a. During the contract period, if the Contractor offers promotional discounts as a general practice or offers educational discounts to schools and institutions of higher education for items under this contract, with the result that those prices are lower than the prices available under this contract, then the promotional discounts shall be made available to all schools and institutions of higher education eligible to place orders against this contract.
- b. The effective date for price changes/discounts will be the date that the lower prices/discounts are made available to the Contractor's customers generally or to schools and institutions of higher education as applicable.
- c. If the Contractor does not sell to purchasers eligible to place orders against this state contract at the lower prices/discounts required by subsection (a) above, it shall owe a rebate to each affected purchaser which is equal to the amount of the overcharge. Said rebate shall be made within 30 days after the purchaser requests the rebate.

### **PRICE PROTECTION AND MOST FAVORED CUSTOMER**

The Commonwealth shall not pay any costs above those specified in this Agreement or set forth on any Order or Attachment referencing this Agreement. Contractor agrees and warrants that for all products pursuant to this Contract, the prices are, and will continue to be at or below any prices offered to any "Authorized User" as defined herein.

If for any reason, during the term of this Agreement, and any renewals thereof, the Contractor enters into an Agreement with any Authorized User or any similarly situated COV governmental entity, for the same products or services offered under this Agreement which results in a price less than that provided under this Agreement, the Commonwealth shall receive an equivalent reduction in price for such products and services delivered to all Authorized Users under this Agreement from the date that the Contractor provided the lower price to the Authorized User. In the event the Commonwealth becomes aware of an Authorized User, who has received such lower prices, during the Term of this Agreement, VITA will notify the Contractor of such prices for such products and elect to make the more favorable prices applicable to the Commonwealth from the date those prices were available to the Authorized User.

### **PURCHASE PRICE AND PRICE PROTECTION**

Prices for Products and Services shall not increase for a period of not less than two (2) years from the effective date of this Contract. Thereafter, any increase in price shall be limited to once per twelve (12) month period and shall not exceed the lesser of 3% or the annual increase in the Consumer Price Index for All Urban Consumers (CPI-U), Seasonally adjusted U.S. city average, all items less food, as published by the Bureau of Labor Statistics of the Department of Labor (<http://www.bls.gov/>), for the effective date of the increase compared with the same index one (1) year prior. Contractor shall demonstrate the added value for any requested price increase. Any change in price shall be submitted to VITA in writing in accordance with the above and shall not become effective for sixty (60) days thereafter. Semi-annually the prices for Products and Services shall be checked against CPI-U, as defined above, and the prices shall be appropriately reduced to ensure continued price competitiveness, if required.

### **CONTRACTUAL RECORDS**

All Contractual books, records and other documents related to matters under this Contract shall be made available by Contractor to the Commonwealth and its designated agents for a period of three (3) years after final payment for purposes of audit and examination.

Contractual records are hereby further defined as this Contract and all delivery/purchase orders, invoices or correspondence directly relating to this agreement.

### **TERMINATION AND CANCELLATION**

The Commonwealth shall have the unilateral right to terminate this Contract for Default, in the event that any one or more of the following events of default occur or continue during the term of this agreement, (a) the vendor shall fail to deliver the equipment or services required by this Contract or (b) the vendor shall repeatedly fail to respond to requests for maintenance or other services within the time limits set forth in the Contract or (c) the vendor shall breach any of the other terms set forth within this agreement or (d) the vendor shall fail to cure any breach after receiving a "Show Cause Notice" identifying the failure, and providing the vendor ten (10) days to cure the failure/nonperformance. If the vendor fails to answer the cure notice, or does not correct the deficiencies noted, the Commonwealth may immediately terminate the agreement for Default.

In such event, the Authorized User will only be liable for cost incurred to the date of termination. All costs of de-installation and return of the Equipment will be the vendor's expense.

The Commonwealth's failure to exercise its right to terminate for default under this provision shall not be construed as a waiver of its right to terminate, rescind or revoke this Contract in the event of any subsequent breach of any provisions of this agreement.

#### **TERMINATION FOR CONVENIENCE**

This Agreement may be terminated for any reason upon thirty (30) days written notice by VITA. There are no additional financial obligations to the Commonwealth upon termination for convenience.

#### **CONTRACTUAL DISPUTES**

In accordance with §2.2-4363 of the Code of Virginia, Contractual claims, whether for money or other relief, shall be submitted in writing to the public body from whom the relief is sought no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim must be given to VITA at the time of the occurrence or beginning of the work upon which the claim is based. Pendency of claims shall not delay payment of amounts agreed due in the final payment. The purchasing agency shall render a final decision in writing within thirty (30) days after its receipt of the Contractor's written claim.

The Contractor may not invoke any available administrative procedure under §2.2-4365 of the Code of Virginia nor institute legal action prior to receipt of the purchasing agency's decision on the claim, unless that agency fails to render its decision within thirty (30) days. The decision of the purchasing agency shall be final and conclusive unless the Contractor, within six (6) months of the date of the final decision on the claim, invokes appropriate action under §2.2-4364, Code of Virginia or the administrative procedure authorized by §2.2-4365, Code of Virginia.

Upon request from the public body from whom the relief is sought, Contractor agrees to submit any and all contractual disputes arising from this Contract to VITA's alternative dispute resolution (ADR) procedures. Contractor may invoke VITA's ADR procedures at any time and concurrently with any other statutory remedies prescribed by the Code of Virginia.

In the event of any breach by VITA, Contractor's remedies shall be limited to claims for damages and Prompt Payment Act interest and, if available and warranted, equitable relief, all such claims to be processed pursuant to this Section. In no event shall Contractor's remedies include the right to terminate any license or support services hereunder.

#### **ADVERTISING AND USE OF PROPRIETARY MARKS**

Supplier shall not use any Authorized User's name or refer to any Authorized User, directly or indirectly, in any press release or formal advertisement without receiving prior written consent of such Authorized User. In no event may Supplier use a proprietary mark without receiving the prior written consent of the Authorized User.

**SUPPLIER REPORT OF SALES AND INDUSTRIAL FUNDING ADJUSTMENT**

The Contractor shall submit the “Supplier Monthly Report of Sales”, a template for which will be provided to Contractor upon Contract award. The report shall be submitted in electronic form via electronic mail to the VITA Contract Administrator and the VITA Controller (email addresses to be provided upon award), by the 10th day of every month, reporting all sales to all Authorized Users for the preceding month. The report shall also show a cumulative record of all sales which shall carry forward for the duration of the Contract. The Supplier Monthly Report of Sales template (in MS Excel format) is required to be populated by the Contractor and provided to VITA.

The “Supplier Monthly Report of Sales” is a detailed record of all sales to Authorized Users pursuant to this Contract. Data submitted shall include Contract Number, Purchase Order Number/eVA number, PO Date, PO Amount, Customer, Name of Project or Description of Product/Service, and Federal ID Number.

At the same time as submitting the “Supplier Monthly Report of Sales”, the Contractor shall submit Industrial Funding Adjustment payment in the form of a check or electronic funds disbursement made payable to the Controller of VITA, based on 2% of total sales under this Contract. Contractor shall include this Contract number, “report amounts” and “report period” with all Industrial Funding Adjustment payments. Contractor shall remit Industrial Funding Adjustment payments made via check to: VITA, ATTN: Controller; 110 South 7th Street, 3rd Floor; Richmond, VA 23219-3931. Failure to comply with reporting and payment requirements of this section shall result in default of Contract.

**SMALL BUSINESS, WOMEN AND MINORITY-OWNED BUSINESSES**

Where is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor shall give full and fair consideration so small businesses and women or minority-owned businesses. When such business has been subcontracted to such firms, the Contractor agrees to furnish the VITA Contract Administrator quarterly reports that include the following information: name of the SWAM-owned firm, contact name and phone number, total dollar amount subcontracted and type of product/service provided by the subcontracted firm.

**TAXES - FEDERAL, STATE AND LOCAL**

The Commonwealth of Virginia is exempt from Federal excise and all State and Local taxes. Such taxes shall not be included in Contract prices. Tax exemption certificates will be furnished if requested by the Contractor.