IFB 2012-05 – TWO-WAY RADIOS
GENERAL REQUIREMENTS AND PRICING SCHEDULE
EXHIBIT B – DISCOUNT TABLE

Bidder Name: Icom America, Inc.

Pricing bid for all Equipment/Products and Services in the Specification and Bid Sheets and offered catalog/price list must reflect the Discount identified here:

Discount (%) Off Index Price	Index Price Title/Description (e.g., MSRP, List Price)	Index Price List Location (URL or other location/source where updated versions are and will continue to be available)
37.25% off of Land Mobile Products	MSRP	http://www.icomamerica.com/en/governmentsales/contracts/virginia/ click on "Products & Pricing".

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EXHIBIT C – OPTIONAL MAINTENANCE SERVICE PRICING

Bidder is encouraged to provide pricing (in the table(s) below) for the Maintenance Services described in the "Contractual Terms and Conditions" accompanying this IFB for each type of Equipment bid. If Bidder provides such pricing and is awarded a Contract, VITA reserves the right to include such Maintenance Services as are appropriate to the awarded products in the award and in the scope of the resulting Contract.

If prices are different for Equipment that is under warranty, including Extended Warranty, Bidder may reflect such differentiation by providing two different prices for each Service Level for each Equipment Type. A separate table is provided for each Category to provide Bidder with the ability to bid different pricing for Maintenance Services for Category 1 and Category 2 equipment.

MAINTENANCE SERVICE PRICING *FOR CATEGORY 1 EQUIPMENT*			
Maintenance Service Level	Equipment Type	In-Warranty Price	Out-of-Warranty Price
Basic	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid
Gold	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid
Platinum	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid

MAINTENANCE SERVICE PRICING *FOR CATEGORY 2 EQUIPMENT*			
Maintenance Service Level	Equipment Type	In-Warranty Price	Out-of-Warranty Price
Basic	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid
Gold	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid
Platinum	Portable	$No bid	$No bid
	Mobile/Control Station	$No bid	$No bid
	Base/Repeater Station	$No bid	$No bid

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EXHIBIT D – OPTIONAL INSTALLATION SERVICE/LABOR PRICING

Bidder is encouraged to provide pricing for the Services described below for each type of Equipment bid. If Bidder provides such pricing and is awarded a Contract, VITA reserves the right to include such Services as are appropriate to the awarded products in the award and in the scope of the resulting Contract.

[See the following three (3) pages.]

Installation Services – Category 1 Base/Repeater Stations

Any work provided under these Half Day, Full Day or Hourly rates must be done pursuant to a "not-to-exceed" estimate with prior, written approval from the Authorized User.

- Half Day Installation from factory certified dealer or shop:

  Includes 2 hours of Travel Time and 4 hours of installation services which includes FCC checks and a fully operational installation of Category 1 Equipment

  $___No Bid_____/Half Day

- Full Day Installation from factory certified dealer or shop:

  Includes 4 hours of Travel Time and 8 hours of installation services which includes FCC checks and a fully operational installation of Category 1 Equipment

  $___No Bid_____/Full Day

- Hourly Installation of Category 1 Equipment from factory certified dealer or shop:

  $____No Bid_____/Hour

Installation Services – Category 2 Base/Repeater Stations

Any work provided under these Half Day, Full Day or Hourly rates must be done pursuant to a "not-to-exceed" estimate with prior, written approval from the Authorized User.

- Half Day Installation from factory certified dealer or shop:

  Includes 2 hours of Travel Time and 4 hours of installation services which includes FCC checks and a fully operational installation of Category 2 Equipment

  $__650.00_____/Half Day

- Full Day Installation from factory certified dealer or shop:

  Includes 4 hours of Travel Time and 8 hours of installation services which includes FCC checks and a fully operational installation of Category 2 Equipment

  $___1200.00_____/Full Day

- Hourly Installation of Category 2 Equipment from factory certified dealer or shop:

  $____100.00_____/Hour

Installation Services – Mobile Radios – Fixed One-time Charge

- Installation and checkout per FCC requirements, standard front mounting:

  $__195.00_____ per radio

- Installation and checkout per FCC requirements, standard trunk mounting:

  $___275.00_____ per radio