

Western States Contracting Alliance

Current Contract Information



Revision Date: March 2, 2012

Effective Date: See below

Contract number: 02702 **Commodity code:** 5820

Contract title: WSCA Public Safety Communication Equipment and Services

Purpose: Update contract to address the following administrative changes:

- Updated Vertex Standard's Contractor Information page.
- Icom America, Inc. added new distributor and updated its authorized distributor list.
- Updated Alcatel-Lucent USA, Inc. Contractor Information, Product Catalog and Catalog Prices.
- Participating Addendum approved for State of Missouri political subdivisions and Kenwood USA Corp.

See below for additional information on recent and previous contract updates.

Original award date: October 30, 2003

Current extension period: October 30, 2011 through: October 29, 2013

Contract term: Not to exceed 10 years

Contract type: This contract has been designated as convenience use for Washington State Agencies.

Scope of contract Contract awarded to multiple contractor(s).

Scope of contract Notice to Washington State Agencies subject to the policies of the Washington State Information Services Board under Chapter 43.105 RCW, your purchase may require prior approval from the Department of Information Services (DIS) and the Information Services Board (ISB).

Notice to Washington State Agencies subject to the policies of the Washington State Information Services Board under Chapter 43.105 RCW, your purchase may require prior approval from the Department of Information Services (DIS) and the Information Services Board (ISB).

Primary user agency(ies): Western States Contracting Alliance (WSCA) - States and local agencies.
For use by: General use: All State Agencies, Political Subdivisions of: Alaska, Arizona, Arkansas, California (except Motorola), Colorado, Florida, Hawaii, Idaho, Iowa, Kansas, Maine, Mississippi, Missouri, Montana, New Jersey Transit Corp., New Hampshire, Nevada, Oregon, Oklahoma, Rhode Island, South Dakota, Utah, Washington, Wisconsin, Wyoming and Washington State Qualified Non-profit Corporations, Participating Institutions of Higher Education (College and Universities, Community and Technical Colleges).
Term worth: \$166,000,000/2-year extension
Current participation: \$0 MBE \$0 WBE \$166,000,000 OTHER \$0 EXEMPT
 MBE 0% WBE 0% OTHER 0% EXEMPT 0%
Current participation: Contract vendors are providing sub-contractors who are qualified WBE's.
Recovered material: Contact contractor's for returning recoverable materials at the end of the equipment life cycle.

This page contains key contract features. Find detailed information on succeeding pages. For more information on this contract, or if you have any questions, please contact your local agency Purchasing Office, or you may contact our office at the numbers listed below.

Contracts Specialist:	Robert Paulson, Jr., C.P.M.	Customer Service:	
Phone Number:	(360) 407-9430	Phone Number:	(360) 902-7400
Fax Number:	(360) 586-2426	Fax Number:	(360) 586-2426
Email:	robert.paulson@des.wa.gov		

Visit our Internet site:

<https://fortress.wa.gov/ga/apps/ContractSearch/ContractSummary.aspx?c=02702>

Recent Contract Changes:

1. **Update Vertex Standard Contractor Information:** (reference Contractor Information section).
2. **Update Icom America Authorized Dealer List:** Effective December 2011, Icom America updated its authorized dealer list (reference Contractor Information section).
3. **Updated Alcatel-Lucent USA, Inc. Contractor Information, Product Catalog and Catalog Prices:** Reference Contractor Information page and imbedded pdf documents for product and price catalogs.
4. **Participating Addendum for State of Missouri Political Subdivisions:** On November 28, 2011, WSCA acknowledged the execution of a Participating Addendum between the State of Missouri on behalf of its political subdivisions – any public entity having authority to levy taxes (e.g. cities, counties, school districts, etc.) and Kenwood USA Corp.

Previous Contract Changes (Shown in 10/28/11 contract update):

- 1. Contract Extension with Radio Frequency Systems, Inc.:** Effective October 30, 2013, Radio Frequency has agreed to extend Contract 02702 for WSCA Public Safety Communications Equipment and Services for two additional years (October 30, 2011 through October 29, 2013), under the existing contract terms, conditions, specifications with updated product and pricing. Price increases occurred on some items due to the introduction of improved versions, the replacement of obsolete models with high performance units, and the increased cost of metals used in the manufacturing process. The vendor's "Contractor Information" page also was updated.

Additionally, should a new WSCA replacement contract be awarded and become effective for products and/or services available through this contract prior to October 29, 2013, both contracts may run concurrently to allow time for customer transition to the new contract.

- 2. Delete Non-Extending Vendor Information:** Vendor, product and pricing information has been deleted from the following vendors who were not included in the two-year extension of this contract: General Dynamics Decision Systems; Eltek Valere, Inc.; Communications-Applied Technology; Ceragon Networks; GE MDS, LLC; Northern Airborne Technology, Ltd.; and CalAmp Dataradio, Inc.,
- 3. New Gateway Server from Raytheon Added to Contract:** Effective October 28, 2011, the new ACU-5000 Next Generation IP Based Interoperability Server from Raytheon/JPS was added to the contract. Reference Contractor Information for product and pricing information.
- 4. Participating Addendum for State of Montana:** On October 3, 2011, WSCA acknowledged the execution of a Participating Addendum between the State of Montana (including all governmental entities within the State of Montana and all registered Cooperative Purchasing Organizations) and Motorola, Inc.
- 5. Participating Addendums for State of Missouri Political Subdivisions:** On October 25, 2011, WSCA acknowledged the execution of a Participating Addendums between the State of Missouri on behalf of its political subdivisions – any public entity having authority to levy taxes (e.g. cities, counties, school districts, etc.) and Valmont Industries; Sinclair Technologies, Inc.; Relm Wireless Corporation; Daniels Electronics, Ltd.; Aviat US, Inc.; Alcatel-Lucent USA Inc.; and Aeroflex Witchita, Inc.

Previous Contract Changes (Shown in 9/01/11 contract update):

- 1. Two- Year Contract Extension:** Effective October 30, 2013, the following fifteen vendors (who collectively represent 99.6% of contract sales) have agreed "to extend Contract 02702 for WSCA Public Safety Communications Equipment and Services for two additional years (October 30, 2011 through October 29, 2013), under the existing contract terms, conditions, specifications and pricing. However, should a new WSCA replacement contract be awarded and become effective for products and/or services available through this contract prior to October 29, 2013, both contracts may run concurrently to allow time for customer transition to the new contract."

Motorola Solutions, Inc., Kenwood USA Corporation, Aviat US, Inc., Alcatel-Lucent USA Inc., Tait North America, Inc., EF Johnson Company, Icom America, Inc., Aeroflex Witchita, Inc., Daniels Electronics Ltd., Valmont

Industries, Relm Wireless Corporation, Raytheon JPS Communications, Harris RFCD, Sinclair Technologies and Vertex Standard USA. Radio Frequency Systems has not agreed to contract extension at this time.

2. **Vendors Not Included in Extension:** Effective October 30, 2011, the following seven vendors (who each represented less than 1/10 of one percent and collectively represented less than 0.04% of contract sales) will not be included in the contract extension:
General Dynamics Decision Systems, Communications-Applied Technology, GE MDS, LLC, CalAmp Dataradio, Inc., Eltek Valere, Inc., Ceragon Networks, and Northern Airborne Technology, Ltd.
3. **Participating Addendum for Chisago County, Minnesota:** On July 6, 2011, WSCA acknowledged the execution of a Participating Addendum between the Chisago County, Minnesota and Harris Corp.
4. **Update Tait North America, Inc. Contractor Information:** (reference Contractor Information section).
5. **Update Harris RFCD Contractor Information:** (reference Contractor Information section).
6. **Update Icom America Authorized Dealer List:** Effective August 2011, Icom America updated its authorized dealer list (reference Contractor Information section) to include - C & R Radio, California, Contact: Carrol Campbell, Phone: (530) 934-2240, Fax: (530) 934-2206, E-mail: crradio@att.net
7. **Update Vertex Standard Authorized Dealer List:** Effective July 2011, Vertex Standard updated its authorized California dealer list (reference Contractor Information section).
8. **Update Kenwood WSCA Dealer List:** Effective August 2011, Kenwood USA Corporation updated its WSCA dealers list (reference Contractor Information section).

Previous Contract Changes (Shown in 7/14/11 contract update):

1. **Update Icom America Authorized Dealer List:** Effective March 2011, Icom America updated its authorized dealer list (reference Contractor Information section).
2. **Update Icom America Inc. Contractor Information:** (reference Contractor Information section).
3. **Update Harris RFCD Contractor Information:** (reference Contractor Information section).
4. **Add New Distributor for Radio Frequency Systems, Inc.:** Talley, Inc. was added as a new distributor for Radio Frequency Systems. (reference Contractor Information section).
5. **Participating Addendum for State of Colorado:** On January 4, 2011, WSCA acknowledged the execution of a Participating Addendum between the State of Colorado (including other entities located within the state) and Motorola, Inc.

6. **Updated Icom America's Product and Price List:** Effective June 22, 2011 Icom America, Inc. updated its catalog of contract products by deleting old products, adding new products, increasing the price of some products by an average 6.0% and decreasing the price of some products by an average 11.5%.

Previous Contract Changes (Shown in 2/28/11 contract update):

1. **Participating Addendums for State of Montana:** WSCA acknowledged the execution of a Participating Addendum between the State of Montana (including all governmental entities and registered Cooperative Purchasing Organizations) and EF Johnson Company; and Kenwood USA Corporation; and RELM Wireless Corporation.
2. **Participating Addendums for State of Wisconsin:** On January 12, 2011, WSCA acknowledged the execution of a Participating Addendum between the State of Wisconsin (including any State Agency, including the University System, Court System, Legislature, or municipality) and Harris RFCD.
3. **Participating Addendum for State of Utah:** On January 21, 2011, WSCA acknowledged the execution of a Participating Addendum between the State of Utah (including political subdivisions, i.e. colleges, school districts, counties, cities, etc.) and Motorola, Inc.
4. **Add New Vertex Standard Radios and Update Dealer List:** Effective 2/28/11 – date of last signature, Vertex Standard USA has added VX-450 portable radios and VX-4500/4600 mobile radios at the current 28% level of price discount off Manufacturer's Standard Retail Price to this contract. Vertex Standard has also updated its dealer list to remove non-direct dealers and to add dealers for Iowa, South Dakota, Missouri and Wisconsin. Reference updated product and price list embedded within Contractor Information.
5. **Name Change for Motorola:** On January 4, 2011, Motorola, Inc. completed its planned separation into two separate independent companies – Motorola Mobility, Inc. and Motorola Solutions, Inc. Motorola Solutions, Inc. shall assume all rights, obligations and liabilities from Motorola, Inc. and shall be responsible for obligations and liabilities for all past performance (whether known or unknown) and future performance of WSCA Contract 02702 for Public Safety Communications Equipment and Services. The company's Federal Tax Identification Number shall remain 36-1115800.

Contract customers should use the new company name – Motorola Solutions, Inc. – on their purchase orders and invoices. The company's payment remittance address and bank account shall remain the same. (To facilitate this company name change, purchase orders and payments will continue to be processed under the name Motorola, Inc.)

6. **Add New Motorola Products:** Effective 2/28/11, the following new Motorola products were added to this contract - APX6500 Mobile Radios and APX7000XE/6000 Portable Radios. Price discounts will be the same as other APX radios listed in the contract. Reference the Motorola – WSCA Discount Matrix for applicable discounts off manufacturer's price list for these products.

Previous Contract Changes (Shown in 11/29/10 contract update):

1. **Update Contractor Information for:** Motorola, Inc.; Radio Frequency Systems, Inc.; Icom America, Inc.; Raytheon/JPS; Aviat Networks; and Harris, RFCD (reference each contractor's Contractor Information section for specifics).
2. **Participating Addendum for State of Hawaii:** WSCA acknowledged the execution of a Participating Addendum between the State of Hawaii (including Local Jurisdictions) and EF Johnson.
3. **Participating Addendum for the State of Arkansas:** On November 21, 2010, WSCA acknowledged the execution of a Participating Addendum between the State of Arkansas (including local public procurement units) and Harris RFCD.
4. **Price Decrease for Motorola APX Mobile and Portable Radios:** Effective August 30, 2010, Motorola increased its price discount for APX mobile and portable radios an additional 5%. Reference the Motorola – WSCA Discount Matrix for applicable discounts off manufacturer's price list for these products.
5. **General Dynamics SATCOM Technologies** undated its price list effective November 1, 2010, and R8000 equipment was also updated, including:
 - A new R8000 1GHz Premier model was added;
 - The base price of the R8000A and the R8000A 3GHz Premier Packages have been increased by \$980 (\$1,000 less the 2% WSCA discount);
 - Addition of NXDN test option for the R8000.
6. **Clarification of Freight Charges for Valmont:** For clarification purposes, effective December 1, 2010 with purchases from Valmont for component parts orders only, freight charges shall be prepaid and added to the invoice as a separate line item. Title to the goods remains Valmont's responsibility until delivery is completed. (Reference updated Contractor Information section.)
7. **Kenwood USA Corporation** undated its equipment list effective September 20, 2010. (Reference updated Contractor Information section.)
8. **Icom America, Inc.** updated its equipment list to include RF Technology Eclipse Series P25 Repeater – Analog Base Station which has been added to the contract. (Reference Contractor Information section for product information and prices.)
9. **Aeroflex Wichita, Inc.:** Effective July 12, 2010, Aeroflex Wichita Inc. updated its equipment list to include its 3250 Series Spectrum Analyzer which has been added to the contract. (Reference Contractor Information section for product information and prices.)

Previous Contract Changes (Shown in 8/11/10 contract update):

1. **Participating Addendums for the State of Kansas:** On April 14, 2010, WSCA acknowledge the execution of a Participating Addendum between the State of Kansas (including Interested Political Subdivisions) and Tait North America, Inc. Additionally, on

May 17, 2010, WSCA acknowledge the execution a Participating Addendum between the State of Kansas (including Interested Political Subdivisions) and Kenwood USC Corporation.

2. **Participating Addendum for the State of Hawaii:** On April 14, 2010, WSCA acknowledge the execution of a Participating Addendum between the State of Hawaii (including Local Jurisdictions) and ICOM America, Inc.
3. **Participating Addendum for the State of Wisconsin:** WSCA has acknowledge the execution of a Participating Addendum between the State of Wisconsin (including Municipalities) and Eltek Valere Incorporated.
4. **Add New Harris RFCD Radio:** Effective August 2, 2010, the Unity™ XG-100P line of portable radios was added to this contract at a 26% level of price discount off Manufacturer's Standard Retail Price list. These radios will also carry a 3-year warranty rather than the standard 2-year warranty (reference Contractor Information and following pricing pages for additional information).
5. **Update Icom America Authorized Dealer List:** Effective May 2010, Icom America updated its authorized dealer list (reference Contractor Information section).
6. **Update EF Johnson Authorized Dealer List:** Effective June 22, 2010, EF Johnson updated its authorized dealer list (reference Contractor Information section).
7. **Update Harris RFCD Authorized Reseller List:** Effective June 24, 2010, Harris added a new authorized reseller for contract customers located in New Hampshire and the Contractor Information page has been reorganized.
8. **Update Vertex Standard Authorized Dealer List:** Effective July 8, 2010, Vertex Standard updated its authorized dealer list for the State of New Jersey (reference Contractor Information section).
9. **Update Contractor Information for Tait North America, Inc.** (reference Contractor Information section).

Previous Contract Changes (Shown in 4/30/10 contract update):

1. **Add New Motorola Products:** Effective April 30, 2010, the following new Motorola products will be added to this contract: Mototrbo mobile radios, portable radios and Base/Repeater Stations, APX 7500 mobile radios, APX 7000 portable radios and GTR 8000 Base/Repeater Stations. Reference the Motorola – WSCA Discount Matrix (provided on page 142) for applicable discounts off manufacturer's price list for these products.
2. **Update Icom America Authorized Dealer List and Product Warranty:** Effective March 2010, Icom America updated its authorized dealer list and effective April 1, 2010 their equipment warranty has been updated as follows:
 - Three (3) years full parts and labor warranty on P25 digital and IDAS Land Mobile radios
 - Two (2) years full parts and labor warranty on all other Land Mobile radios
 - One (1) year full parts and labor warranty on all accessories

- 1 / 2 / 3 years extended warranty options are available for Land Mobile division mainframes upon request.
3. **Update Alternate Contact for Aeroflex Wichita:** Phil Nickel is the company's new Area Sales Engineer and alternate contact person for this contract. See Contractor Information for specifics.
 4. **Clarify Pacific Electronic's participation** in the contract as Harris RFCD's authorized dealer for Washington and Oregon customers. See Contractor Information for specifics.

Previous Contract Changes (Shown in 3/16/10 contract update):

1. **Change in Contract Administrators:** Effective 3/01/10, Robert Paulson, Jr., C.P.M. shall take over the contracting responsibilities for this WSCA contract from Keith Armstrong.
2. **Add Raytheon Products:** Effective 2/19/10 new products from Raytheon JPS have been added to this contract. Reference Raytheon's portion of this document for product descriptions and prices.
3. **Update EF Johnson product listing:** Reference EF Johnson's portion of this document for product descriptions and prices.
4. **Update Stratex Networks name change to Aviat US, Inc.**
5. **Delete Tempest from Ceragon authorized dealer listing.**
6. **Contract Extension:** This contract has been extended with all vendors for an additional 24 months (10/30/09 – 10/29/11) under the existing terms, conditions products and pricing.
7. **Kenwood increased its warranty** to 3 years for equipment made after March 2009.
8. **California customers** can no longer use WSCA Contract for Motorola purchases.
9. **See Note VIII below about pending rebid of contract.**