

## 1. General Requirements:

This IFB includes an assortment public safety communications products, supporting equipment and services. Generally the two-way equipment within this IFB range from VHF Low Band, VHF High Band, UHF (Range 1 and Range 2), 700 MHz, and 800 MHz bands. Other supporting devices within this IFB, supporting public safety, will range from 900 MHz up to 4.9 GHz.

### A. Project 25 (P25) Compliance for two-way radio equipment

In order to maintain consistency with the Commonwealth's, Statewide Communication Interoperability Plan (SCIP), the Department of Homeland Security's (DHS) National Communications System (NCS) and National Emergency Communications Plan (NECP), the Department of Defense, and the National Telecommunications and Information Administration (NTIA), [1] digital emissions with a P25 (Phase I) migration path are preferred. To that degree, The Commonwealth may insist that the Contract web site include a "buyer beware" clause in the description of any two-way radio which does not include the P25 CAI (Common Air Interface) compliance. [2] two-way radios *should* include

Information on P25 can be located within the following referenced suite of standards: ANSI/TIA/EIAA-102 Phase I (Project 25 or P25). Other relevant wireless industry standards may also be obtained through The Telecommunications Industry Association (TIA).

### B. Technical Documentation and Updates

- i). For Suppliers who respond that are not manufacturers, Supplier must be OEM certified to sell, install and service hardware that is being proposed. A letter of certification from OEM proposed is required along with current Tier Level that Supplier holds.
- ii). Supplier shall provide with each piece of equipment a user/operator manual in hard copy format at no charge.
- iii). Supplier 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, Supplier shall provide a maintenance manual with wiring diagrams and parts and accessories list at no charge upon delivery of the order. Electronic format is preferred.
- iv). Supplier shall, upon request, provide to any Authorized User service bulletins and current maintenance manuals for any and all products available on any contract(s) awarded as a result of this IFB, including addenda sheets and notices in electronic format throughout the term of the contract.
- v). Supplier shall, upon request, provide to an Authorized User 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. Supplier shall continue to provide to Authorized Users all programming software, hardware and firmware updates while any related radio remains on contract.

### C. Delivery

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. Supplier shall carry an adequate stock of equipment to ensure such delivery for the duration of the contract.

### D. Locations

- i). Bidder shall have an organized network of manufacturer-certified service providers strategically located throughout the Commonwealth of Virginia with the ability to provide service throughout the Commonwealth. Service provider locations can change through the term of a contract. Two-way radio service must be the primary business of these providers with qualified technicians either licensed by FCC, APCO or equivalent 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. These service providers must provide warranty backup and daily routine maintenance. Service providers must be capable of "system" maintenance as well as hardware maintenance. See VSP Division Maps tab.
- ii). Service providers must be backed by the manufacturer with a complete line of OEM parts.
- iii). Bidder must demonstrate, upon request, that its 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. Contract Web Site

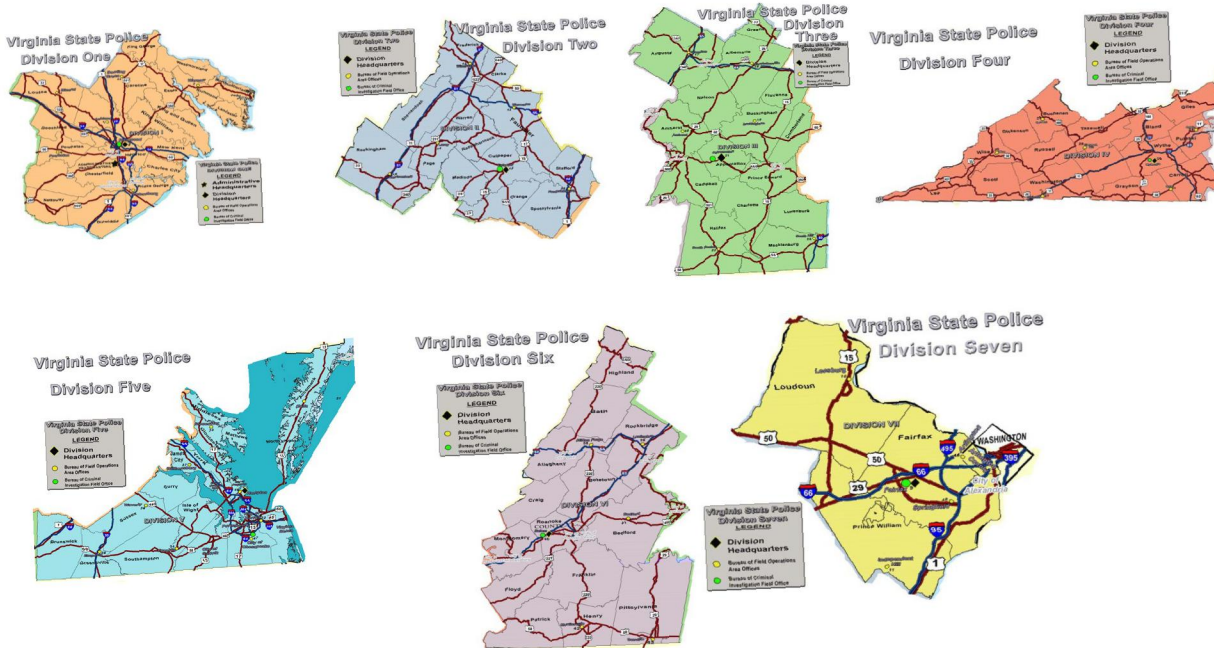
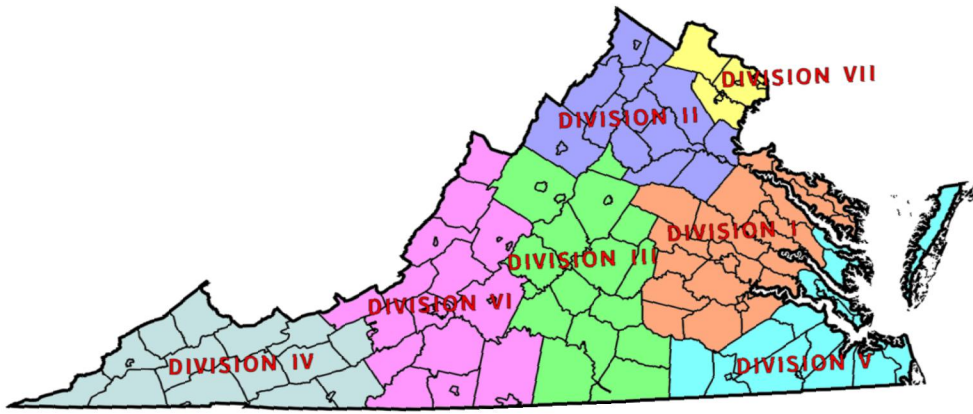
- i.) Supplier shall provide a URL to a web site displaying all Catalog items for each Brand offered.
- ii). The Authorized User will receive a Contract Quote in response to a Request for Quote (RFQ). Contract Quotes will contain the Contract number, supplier name, address, phone number, fax number (if any), and Federal ID number (tax ID number); and the following for each item selected: Product/Service name, Brand and model number, part number, description, unit price, contract discount, quantity, and extended price; and a total price (sum of all extended prices).
- iii). Supplier will be required to prominently and conspicuously display the following message concerning digital radios on both each Contract Quote, and on its contract web site:  
*Supplier shall, at the Commonwealth's request, prominently and conspicuously display a notice with the listing and/or description of any radio whose then-current "production" migration path does not include P25 compliance, indicating that the radio is not upgradeable to P25-capable and, therefore, does not meet the requirements of the Commonwealth of Virginia Statewide Communication Interoperability Plan (SCIP).*
- iv). Supplier shall conspicuously categorize the radios on its contract web site as either Public Safety, Business, or Consumer Grades.
- v). Supplier shall provide, upon request, information regarding any warranties or maintenance services in effect for purchased products.

### F. Pricing Considerations

- a). In all cases where a price is requested for cable, the price should be provided on a per-foot basis.
- b). The cost of a standard, "default" microphone shall be included in the price of every mobile radio.

### G. Warranty Period

The Warranty Period shall be the Manufacturer's standard warranty, or two (2) years, whichever is greater.



Indicate all sales and service location addresses (e.g. depot location(s) or complete authorized dealer/repair centers list, etc.) and full contact information from which each of the seven VSP Division areas will be serviced. Service locations can change through term of contract. For Divisions where your firm is unable to provide service, leave the space blank.

**DIVISION**

**SALES/SERVICE ADDRESS**

- |   |                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                       |
|---|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|
| 1 | <p>Mace, Inc. 200 Tintern Ct. Unit# 105 Cheseapeake, VA 23320 757-460-6247<br/>         Atlantic Communications 4811 Market Drive Newport News, VA 23607 757-380-8498<br/>         Mid-Atlantic Communications 68A Cool Springs Rd. Fredericksburg, VA 22405<br/>         23847 434-634-5100<br/>         Syracuse, NY 13057 1-800-634-8606</p>                                         | <p>Telpage, Inc. 636 S. Main St. Emporia, VA<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East</p> |
| 2 | <p>Mace, Inc. 200 Tintern Ct. Unit# 105 Cheseapeake, VA 23320 757-460-6247<br/>         Atlantic Communications 4811 Market Drive Newport News, VA 23607 757-380-8498<br/>         Mid-Atlantic Communications 68A Cool Springs Rd. Fredericksburg, VA 22405<br/>         Bearcom 4511 Daly Drive Chantilly, VA 20151 703-818-8800</p>                                                  | <p>GCSEAC,<br/>         BR<br/>         Kenwood Service</p>                                                           |
| 3 | <p>BR Communications 2617 Grace Chapel Road Harrisonburg, VA 22801 540-564-2715<br/>         Professional Communications 200 Professional Park Drive, Suite 1 Blacksburg, VA 24060 540-552-4443<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East Syracuse, NY 13057 1-800-634-8606</p>                                                                              | <p>GCSEAC,<br/>         VA/KY Communications<br/>         Kenwood Service Center Depot 5717</p>                       |
| 4 | <p>Professional Communications 200 Professional Park Drive Suite 1 Blacksburg, VA 24060 540-552-4443<br/>         Inc. 200 Sellers St. Martinsville, VA 24112 276-632-9700<br/>         Inc. 200 Sellers St. Martinsville, VA 24112 276-632-9700<br/>         905 Park Ave. NE Norton, VA 24273 276-679-3221<br/>         Enterprise Parkway East Syracuse, NY 13057 1-800-634-8606</p> | <p>Delmarva Two-Way 12636<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East</p>                    |
| 5 | <p>Mace, Inc. 200 Tintern Ct. Unit# 105 Cheseapeake, VA 23320 757-460-6247<br/>         Atlantic Communications 4811 Market Drive Newport News, Virginia 23607 757-380-8498<br/>         Sunset Ave. H-1 Ocean City, MD 21842<br/>         Syracuse, NY 13057 1-800-634-8606</p>                                                                                                        | <p>GCSEAC,<br/>         BR</p>                                                                                        |
| 6 | <p>Professional Communications 200 Professional Park Drive Suite 1 Blacksburg, VA 24060 540-552-4443<br/>         Inc. 200 Sellers St. Martinsville, VA 24112 276-632-9700<br/>         Communications 2617 Grace Chapel Rd. Harrisonburg, VA 22801 540-264-2715<br/>         Rd. Eagle Rock, VA 24085 540-962-3346<br/>         Syracuse, NY 13057 1-800-634-8606</p>                  | <p>Mountain Electronics 101 Fork Farm<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East</p>        |
| 7 | <p>Professional Communications 200 Professional Park Drive Suite 1 Blacksburg, VA 24060 540-552-4443<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East<br/>         8300 Boone Blvd, Suite 500 Vienna, VA 22182 301-343-7992<br/>         Syracuse, NY 13057 1-800-634-8606</p>                                                                                      | <p>Radio Systems Integrators, Inc.<br/>         Kenwood Service Ctr. Depot 5717 Enterprise Parkway East</p>           |