



# Contract Award Notification

<b>Title</b>	: <b>77200 – Public Safety Communications Equipment and Services (Two-Way Radios and Satellite Phones) (Statewide)</b> Classification Code(s): 32, 43, 46, 92
<b>Award Number</b>	: <b><u>23141</u></b> (Partially Replaces Award 20191)
<b>Contract Period</b>	: <b>August 27, 2019 through August 26, 2024</b>
<b>Bid Opening Date</b>	: <b>June 4, 2019</b>
<b>Date of Issue</b>	: <b>August 27, 2019 (revised <b>October 14, 2022</b>)</b>
<b>Specification Reference</b>	: <b>As Incorporated In The Solicitation</b>
<b>Contractor Information</b>	: <b>Appears on Page 2 of this Award</b>

### Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
Name : Sefora Castrello Title : Contract Management Specialist 1 Phone : 518-473-8098 E-mail : Sefora.Castrello@ogs.ny.gov	<b>Procurement Services Customer Services</b>  Phone : 518-474-6717 E-mail : customer.services@ogs.ny.gov

**Procurement Services values your input.  
Complete and return "Contract Performance Report" at end of document.**

### Description

Public Safety Communications Equipment and Services (Two-Way Radios and Satellite Phones). Awards were made in Lot 1 (Radio Equipment Only) and Lot 2 (Radio Equipment and Services). No bids were received for Lot 3 (Satellite Phone Equipment Only). The Contract requires a competitive Second Tier Solicitation for certain Authorized User transactions as outlined in Attachment 7 – *How to Use This Contract*. Reseller participation is allowed.

The Contract Award Notification contains 30% MWBE goals of 15% MBE and 15% WBE.

PR # 23141

(continued)

**NOTE:** See individual contract items to determine actual awardees.

<b>CONTRACT #</b>	<b>LOT</b>	<b>REGION(S)</b>	<b>CONTRACTOR &amp; ADDRESS</b>	<b>FED. IDENT. # / NYS VENDOR #</b>
PT68710	2	1,2,3,4,5,6,7	<b>Bear Communications INC dba Bearcom</b> 4009 Distribution Drive, Suite 200 Garland, TX 75041	95-3868203 / 1000018828
PT68711	2	Statewide	<b>BK Technologies INC</b> 7100 Technology Drive West Melbourne, FL 32904	59-3486297 / 1100058230
PT68712 SB	2	3,4,5,6,7,8,9	<b>Computerized Inventory Concepts INC dba Integrated Systems</b> 50 Victor Heights Parkway Victor, NY 14564	16-1206834 / 1000039701
PT68713	2	Statewide	<b>E.F. Johnson Company</b> 1140 Corporate Drive Irving, TX 75038	41-0736849 / 1100003005
PT68714 SB	2	Statewide	<b>Eastern Communications LTD</b> 4816 36 <sup>th</sup> Street Long Island City, NY 11101	22-2103124 / 1000008733
PT68715 SB	2	1,2,3,4	<b>Electronic Systems Solutions INC</b> 250 Clearbrook Road Elmsford, NY 10523	22-3477278 / 1000008849
PT69525	1	Statewide	<b>Great Lakes Communications Sales INC</b> 2060 East Harbor Road Port Clinton, OH 43452	31-1074495 / 1100266529
PT68717 SB, WBE	2	Statewide	<b>Hello Alert</b> 577 Brook Avenue, Unit A Deer Park NY 11729	20-0368439 / 1000041894
PT68718	1	Statewide	<b>Icom America INC</b> 12421 Willows Road NE Kirkland, Washington 98034	91-1083924 / 1000041701
PT68719	1	Statewide	<b>Island Tech Services LLC</b> 980 South 2 <sup>nd</sup> Street Ronkonkoma, NY 11779	20-0819689 / 1000052688
PT68716	2	Statewide	<b>L3 Harris Technologies (formerly Harris Corporation)</b> 1680 University Ave Rochester, NY 14610	34-0276860 / 1000017642
PT68721	2	Statewide	<b>Microwave Networks INC</b> 4000 Greenbriar Drive Stafford, TX 77477	76-0565333 / 1100228681
PT68722	2	Statewide	<b>Motorola Solutions INC</b> 123 Tice Blvd, Suite 202 Woodcliff Lake, NJ 07677	36-1115800 / 1000031408
PT68723	2	Statewide	<b>Mutualink INC</b> 1269 South Broad Street Wallingford, CT 06492	14-1999711 / 1000020064
PT68724	2	Statewide	<b>Philip M. Casciano Associates INC dba PMC Associates</b> 8 Crown Plaza, Suite 106 Hazlet, NJ 07730	22-2873821 / 1000008798
PT68725	1	Statewide	<b>Power Products Unlimited LLC</b> 2170 Brandon Trail Alpharetta, GA 30004	58-2128764 / 1100230234

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PT68727 SB	2	Statewide	<b>Transmit Plus INC</b> 246 Farhan Lane North Babylon NY 11703	01-0938670 / 1100030394
PT68728	2	Statewide	<b>Zetron INC</b> 12034 134th Court Northeast Redmond, WA 98052	91-1121292 / 1000019592

**INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.  
(See "Contract Payments" and "Electronic Payments" in this document.)**

AGENCIES SHOULD NOTIFY NEW YORK STATE PROCUREMENT SERVICES PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO PROCUREMENT SERVICES.

**SCOPE:**

Contracts are limited to the items listed in the Lots set forth below. All other items are excluded from the scope of these Contracts.

**All Equipment and Services offered and sold under these Contracts, must directly involve the provision of Public Safety Communications Equipment and Services.** For example: The purchase of PC monitors must be for a use that directly supports the operation of a Public Safety Communication system.

**Contracts are comprised of the following Lots:**

- LOT 1:** RADIO EQUIPMENT ONLY
- LOT 2:** RADIO EQUIPMENT AND SERVICES  
(includes Radio Equipment, Installation, Integration & Maintenance)
- LOT 3:** SATELLITE PHONE EQUIPMENT ONLY

The Services offered in these Contracts are subject to the Prevailing Wage Rate provisions of the NYS Labor Law. For more information, see Attachment 7 – *How to Use*, Section 5, *Prevailing Wage Rate Requirements*.

A Second Tier Solicitation process is required for certain Authorized User transactions. The Contracts set forth base terms and conditions, and permit the Authorized User to customize a Second Tier Solicitation or Direct Engagement based on their specific need or transaction. The Second Tier Solicitation process requires Authorized Users to solicit at least 3 Contractors and/or 3 Resellers.

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**REGIONS:**

The Solicitation covered the following counties in the nine regions listed below:

<b>Region</b>	<b>Area</b>	<b>Counties</b>
Region 1	Long Island	Nassau, Suffolk
Region 2	New York City	Bronx, Kings (Brooklyn), New York, Queens, Richmond (Staten Island)
Region 3	Westchester	Dutchess, Putnam, Westchester
Region 4	Ulster	Orange, Rockland, Sullivan, Ulster
Region 5	Albany	Albany, Columbia, Delaware, Fulton, Greene, Montgomery, Otsego, Rensselaer, Schenectady, Schoharie
Region 6	Adirondack	Clinton, Essex, Franklin, Hamilton, Saratoga, Warren, Washington
Region 7	Syracuse	Cayuga, Herkimer, Jefferson, Lewis, Madison, Oneida, Onondaga, Oswego, St. Lawrence
Region 8	Finger Lakes	Broome, Chemung, Chenango, Cortland, Livingston, Monroe, Ontario, Schuyler, Seneca, Steuben, Tioga, Tompkins, Wayne, Yates
Region 9	Buffalo	Allegany, Cattaraugus, Chautauqua, Erie, Genesee, Niagara, Orleans, Wyoming
SW (Statewide)	All Areas	All Counties

**CONTRACT TERM AND EXTENSIONS:**

The Contracts shall have an initial term of 5 years. At the State’s option, the Contracts may be extended for up to five (5) years, in increments as deems to be in the best interest of the state.

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

The letters SB listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters MBE and WBE indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

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**RECYCLED, REMANUFACTURED AND ENERGY EFFICIENT PRODUCTS:**

Procurement Services supports and encourages the purchase of recycled, remanufactured, energy efficient and "energy star" products. If one of the following codes appears as a suffix in the Award Number or is noted under the individual Contract Number(s) in this Contract Award Notification, please look at the individual awarded items for more information on products meeting the suffix description.

RS, RP, RA	Recycled
RM	Remanufactured
SW	Solid Waste Impact
EE	Energy Efficient
E*	EPA Energy Star
ES	Environmentally Sensitive

**NOTE TO AUTHORIZED USERS:**

When placing purchase orders under the contract(s), the authorized user should be familiar with and follow the terms and conditions governing its use which usually appears at the end of this document. The authorized user is accountable and responsible for compliance with the requirements of public procurement processes. The authorized user must periodically sample the results of its procurements to determine its compliance. In sampling its procurements, an authorized user should test for reasonableness of results to ensure that such results can withstand public scrutiny.

The authorized user, when purchasing from OGS contracts, should hold the contractor accountable for contract compliance and meeting the contract terms, conditions, specifications, and other requirements. Also, in recognition of market fluctuations over time, authorized users are encouraged to seek improved pricing whenever possible.

Authorized users have the responsibility to document purchases, particularly when using OGS multiple award contracts for the same or similar product(s)/service(s), which should include:

- a statement of need and associated requirements,
- a summary of the contract alternatives considered for the purchase,
- the reason(s) supporting the resulting purchase (e.g., show the basis for the selection among multiple contracts at the time of purchase was the most practical and economical alternative and was in the best interests of the State).

**PRICE:**

Pricing is as set forth in Attachment 1 – *NYS Pricing*.

All Net Prices **include** all applicable shipping, handling, insurance, and associated delivery charges (F.O.B. Destination the dock/delivery location of the Authorized User). See Appendix B, *Shipping/Receipt of Product and Title and Risk of Loss for Products Other Than Technology Products*.

All Service rates include travel time and costs associated with accessing the site of the Equipment to be serviced. Travel costs are limited to NYS rates approved by the NYS Office of the State Comptroller (OSC).

**DISCOUNTS:**

Pricing offered for Equipment is a Percent (%) Discount from List Price/MSRP. Pricing offered for Services is either a Total Hourly Rate or a Percent (%) Markup Over the Prevailing Wage Rate and Supplemental Benefits, depending on the nature of the Installation, Integration, and/or Maintenance being performed.

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**VOLUME DISCOUNTS:**

Volume discounts may be applied per Purchase Order, cumulatively per ordering entity, or cumulatively statewide as specified in Contractors' Pricelist. Volume discounts shall be defined and applied as follows:

- A. Purchase Order volume discounts shall be additional discounts applied to individual Purchase Orders over a specified dollar amount.
- B. Cumulative agency volume discounts shall be additional discounts applied to all future orders made by an individual ordering entity once an established volume has been met by that entity.
- C. Cumulative statewide volume discounts shall be additional discounts applied to all future orders for all state and non-state orders once an established volume has been met under the Contract.

**UTILIZATION OF RESELLERS:**

Contractors may utilize Resellers to sell Equipment, and, if applicable, provide Services. Resellers must be eligible to quote regionally or statewide, independently and lower than Manufacturer (Contract) pricing for procurements under resulting Contracts. Resellers must also be able to accept orders, invoice and receive payment.

**SUBCONTRACTORS:**

Contractors awarded Lot 2 are permitted to charge a Subcontractor Percent (%) Markup for all work performed by Subcontractors on Authorized User Agreements, provided the Contractor has an approved Subcontractor Percent (%) Markup in its pricing pages on the OGS website. This Subcontractor Percent (%) Markup covers all back-office costs as specified in the contract.

**HOW TO USE:**

Attachment 7 – *How to Use* provides guidance to both Contractors and Authorized Users on utilizing the Contract.

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**State of New York  
Office of General Services  
PROCUREMENT SERVICES  
Contract Performance Report**

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve our contract award, where appropriate. **Comments should include those of the product's end user.**

**Contract No.:** \_\_\_\_\_ **Contractor:** \_\_\_\_\_

**Describe Product\* Provided (Include Item No., if available):** \_\_\_\_\_

**\*Note:** "Product" is defined as a deliverable under any Bid or Contract, which may include commodities (including printing), services and/or technology. The term "Product" includes Licensed Software.

	Excellent	Good	Acceptable	Unacceptable
• Product meets your needs				
• Product meets contract specifications				
• Pricing				

**CONTRACTOR**

	Excellent	Good	Acceptable	Unacceptable
• Timeliness of delivery				
• Completeness of order (fill rate)				
• Responsiveness to inquiries				
• Employee courtesy				
• Problem resolution				

Comments: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_ (over)

Agency: \_\_\_\_\_ Prepared by: \_\_\_\_\_

Address: \_\_\_\_\_ Title: \_\_\_\_\_

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Phone: \_\_\_\_\_

\_\_\_\_\_ E-mail: \_\_\_\_\_

**Please detach or photocopy this form & return by mail to:**

OGS PROCUREMENT SERVICES  
ATTN: Sefora Castrello, 38th Floor  
Corning 2<sup>nd</sup> Tower - Empire State Plaza  
Albany, New York 12242  
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