

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: (540) 422-8348

Fax: (540) 422-8355

**NOTICE OF SCHOOL HAND-HELD RADIO QUOTES**

1. DATE: March 12, 2015
2. COMMODITY NAME: School Hand-Held Radios
3. CONTRACT OR QUOTE PERIOD: As noted below
4. VENDOR INFO:
  - MOTOROLA**  
*Contract# 13P004A, City of Manassas 4/4/13 – 4/3/14,  
April 5, 2014 – April 4, 2015  
1<sup>st</sup> Renewal: April 5, 2015 – April 4, 2016  
2<sup>nd</sup> Renewal:*  
  
*Three (3) one-year renewal options. Quote/pricing attached*
  - VN 630961 Wireless Communications (located in Chantilly, VA)  
PO Box 418118, Boston, MA 02241-8118  
Contact: Rose Kiley, [rkiley@wirelessinc.com](mailto:rkiley@wirelessinc.com)  
PH 703-671-9300 FX 703-378-2951
  - KENWOOD**  
*Contract# VITA VA-111104-SECO, State, 11/4/11 – 11/4/15,*
  - VN 647503 Secom Systems, Inc.  
5255 Triangle Parkway Suite 670, Norcross, GA 30092  
Contact: Bryan Vacca, [bryan@secomwireless.com](mailto:bryan@secomwireless.com)  
PH 410-840-8784 (Bryan) or 770-453-9411 (GA office)  
FX for GA office: 770-453-9786
  - BEARCOM**  
*No contract. Current price: \$ 180.00/each plus shipping, BC-130 UHF 4 Watt 16 Channel; includes programming on new purchases, antenna, belt clip, battery & charger. Verify freight charges; larger quantities (i.e. 25+) may also be discounted.*
  - VN 645493 Bearcom Wireless/Bearcom Communications, Inc.  
PO Box 200600, Dallas, TX 75320  
Contact: Roberto Garcia, [Roberto.Garcia@bearcom.com](mailto:Roberto.Garcia@bearcom.com)  
PH 800-527-1670 X.77158 FX 214-355-4950

5. FOR FURTHER INFORMATION CONTACT: Susan R. Monaco, CPPO, CPPB  
Procurement Manager  
PH (540) 422-8348  
[susan.monaco@fauquiercounty.gov](mailto:susan.monaco@fauquiercounty.gov)
6. INSTRUCTIONS:

Orders: As noted in the School Hand-Held Radio Standards and Purchasing Procedures, all radio purchases must be made through use of a FCG&PS Purchase Order. The Purchase Order shall be approved by the Principal or designee and forwarded to the Assistant Superintendent for Administration following the guidelines noted in IV, Purchasing Procedures, of the Standard noted above.

The applicable contract and/or quote number, vendor number, unit price, programming charge if any, shipping if any, and total dollar amount, contact person with phone number, and billing and delivery address must be shown on each purchase order for Finance & Vendor use. Inspection of services provided and approval of Vendor's invoice is the responsibility of the receiving using department.

Any complaint as to quality of service, faulty or delinquent delivery, or violation of quote provisions unresolved by PO originator and Vendor shall be reported to FCG&PS Procurement for handling with the Vendor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.

Contract Renewals/Price Adjustments: The Procurement Division will update this notice as contracts are renewed and/or pricing is adjusted. The revised notice will replace the existing notice on the Procurement Contract Listing.

**WIRELESS COMMUNICATIONS RADIO PRICING, CONTRACT# 13P004A**



**CP185™ Portable**

Enhanced functionality, reliable communication—for a higher level of productivity. Ideal for educational institutions, retail and hospitality businesses, service and manufacturing industries and many other demanding, professional applications the Motorola CP185 brings you a robust two way radio solution.

**Standard Package Includes:**

- Standard Battery (Li-Ion, 1500 mAh, 7.4V - PMNN4081\_R)
- Rapid Rate Charger (< 3 Hours - PMLN5398)
- Standard Antenna (VHF Heliflex NAD6502\_R / UHF Stubby PMAE4003\_R) \* See foot note

- 2" Spring Action Belt Clip (HLN9844)
- Quick Reference Guide (68007024011)
- 2 Year Warranty

**-Product Features:**

- Built-in Simple Voice Scrambling
- Internal VOX
- 12.5/25 kHz Switchable Channel Spacing
- Companding-Expanding (X-Pand™)
- 8-Character Alphanumeric Display
- 16 Channels
- 2 Programmable Side Buttons
- 3 Programmable Front Buttons
- Front Panel Feature and Button Configuring Mode
- Battery Saver
- Normal and Priority Scan (1 List)
- Multi-Channel Capability
- High Power
- Talkaround Capability
- Ergonomically Designed
- Busy Channel Lockout
- Low Battery Alert
- Receive Only Channel

UHF 16 Ch. List Price - \$332.00

Contact Price (25% discount) - \$249.00

\$ 10 per radio programming fee, additional

**WIRELESS COMMUNICATIONS RADIO PRICING, CONTRACT# 13P004A**

**CP200™ Portable**

The design and simple operation of the CP200 portable two way radio makes it ideal for education, hospitality, retail, manufacturing and security organizations. This radio features a large, textured push to talk button, X Pand™ technology for crisp, clear audio and two programmable buttons for quick access to frequently used features all in a lightweight, durable design.



**Standard Package Includes:**

- Standard Battery (Li-ion, 2250 mAh, 7.5V - NNTN4497\_R)
- Standard Charger (90 Minute Rapid Rate - WPLN4138\_R)
- Standard Antenna (VHF Heliflex NAD6502\_R / UHF Whip NAE6483\_R)
- 3" Belt Clip (HLN8255)
- 2 Year Warranty

**Product Features:**

- 12.5 kHz Channel Spacing
- 2 Programmable Side Buttons
- Companding X-Pand™ Technology
- Time-Out-Timer - Busy Channel Lockout
- Internal VOX - Single Priority Scan
- Adjustable Power Levels
- MDC1200 PTT ID (Encode)
- Quik Call II (Decode)
- Quik Call II Call Alert (Decode)
- Quik Call II Selective Call (Decode)

**Programmable Features:**

- High / Low Power
- Channel Scan
- LED Battery Indicator
- Squelch Levels
- Repeater / Talkaround
- Volume Set
- Tight / Normal Squelch
- VOX On / Off
- Nuisance Channel Delete

UHF 4 Ch. List Price - \$482.00

Contract Price (25% Discount)  
- \$361.50

UHF 16 Ch. List Price - \$517.00

**Motorola CP200 Portable Radio - 16 Ch.**

**Includes 2250 Li-ion Battery, Charger, Antenna, Belt Clip, 2yr Warranty  
\$ 10 per radio programming fee, additional**

## WIRELESS COMMUNICATIONS RADIO PRICING, CONTRACT# 13P004A



### CP200™ XLS Portable

Featuring both conventional and LTR® Trunking capability, the CP200-XLS makes it a perfect fit for education, hospitality, retail, manufacturing and security organizations who need additional capabilities and capacity to manage a large workforce.

#### Standard Package Includes:

- Li-ion Battery, 2250 mAh, 7.2V (NNTN4497\_R)
- 120 Volt - 90 Minute Rapid Rate Charger Kit (WPLN4138\_R)
- Antenna VHF Heliflex (NAD6502\_R) / UHF Whip (NAE6483\_R)
- 3" Belt Clip (HLN8255)
- Quick Reference Guide/Safety & Warranty Booklet (68009327001)
- 2 Year Warranty

#### Product Features:

- 128 Conv. Channels
- 12.5 KHz Channel Spacing
- 8 Character Alphanumeric Display
- 4 Programmable Buttons
- Companding X-Pand™ Technology
- Dual Priority Scan

#### Signaling Features (Conventional Mode Only):

- MDC1200 PTT ID (Numeric ID - Encode/Decode)
- MDC1200 Radio Check (Decode)
- MDC1200 Selective Radio Inhibit (Decode)
- MDC1200 Selective Call (Encode/Decode)
- Quik Call II Selective Call (Encode/Decode)
- Quik Call II Call Alert (Encode/Decode)
- DTMF PTT ID (Encode)
- DTMF Selective Call (Encode)

#### Programmable Features:

- 2 Memory Channels - Battery Indicator
- Channel Scan - High / Low Power
- Monitor - Nuisance Channel Delete
- PL/DPL Edit - Repeater / Talkaround
- Tight / Normal Squelch - Volume Set
- VOX On / Off

UHF Limited Keypad List Price - \$483.00

Contract Price (25% Discount) - \$362.75

UHF Full Keypad List Price - \$517.00

Contract Price (25% Discount) - \$387.75

### Motorola CP200 XLS Portable Radio - Limited Keypad

Includes 2250 Li-ion Battery, Charger, Antenna, Belt Clip, 2yr Warranty

\$ 10 per radio programming fee, additional



5255 Triangle Pkwy. Suite 670  
 Norcross, GA 30092  
 Phone (770) 453-9411 Fax (770)-453-9786

# Quotation

Quote NO: 042313.

Date: April 23, 2013.

**To:** Susan Monaco  
 Fauquier Co. Government & Public Schools  
 320 Hospital Dr., Suite 23  
 Warrenton, VA 20186

**Ship To:**  
 SAST

**Phone: 540-422-8348**

**Email: susan.monaco@fauquiercounty.gov**

**Fax:**

SALES PERSON	EST SHIP DATE	SHIP VIA	F.O.B. POINT	TERMS
B. Vacca	30 Days ARO	BEST WAY	FACTORY	NET 30 DAYS

QTY	MODEL	DESCRIPTION	UNIT PRICE	TOTAL
50	TK-3230K	Kenwood ProTalk Radio - Includes battery, charger, antenna, & belt clip	\$157.50	\$7,875.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
Notes	V.I.T.A. Contract# VA-111104-SECO		SUBTOTAL	\$7,875.00
			SALES TAX	
			SHIPPING & HANDLING	
			OTHER	
			<b>TOTAL</b>	<b>\$7,875.00</b>

**PLEASE MAKE PURCHASE ORDER OUT TO: Secom Systems, Inc. AND FAX TO: 770-453-9786**

If you have any questions concerning this Quote, call: Bryan Vacca, 410-840-8784.

*Thank you for your Business*