

Exhibit “A”



Johnston Communications

Voice & Data
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AIRBUS DS Communications | home of VESTA®

Quote Date: 4/25/2016
Quote No.: JC46613B-3
Site No.: 101845
Account No: N/A
Original Quote Date: 6/25/2015

West Orange Police - NJ Pricing

VESTA® Essentials

Customer Information

Customer: West Orange Police Department
Contact: Attn. Captain Robert Martin
Phone: 732-325-4000
E-Mail: rmartin@westorange.org

NJ State Contract #T0109/83925

Airbus DS Communications Contact Information

Sales Configuration Spec: Ray Kenny
Phone: 951-250-4744
E-Mail: ray.kenny@Airbus-DSComm.com

Johnston Communications Contact Information

Account Exec: Michael Quiroga
Phone: 201-428-2063
E-Mail: mquiroga@johnstoncom.com

VESTA® 9-1-1

Qty.	Part No.	Description	Unit Price	U/M	Total
1	04000-01583	VESTA® 9-1-1 BLKBX TL158A-R4 DATACAST	\$455.90	EA	\$455.90
1	04000-01010	CBL DB25M/DB25M 10FT	\$9.40	EA	\$9.40
VESTA® 9-1-1 Essentials Package					
<i>The VESTA Essentials bundle will contain:</i>					
<i>VESTA 9-1-1 System License, VESTA Analytics Lite License, CAD Interface License, TL601A-R2 Datasharer, Two HP Servers, Two TS-2's with cables, Two HP Switches, (2) 4 Port FXO Gateways, (2) 4-Port FXS Gateways, 7 Ft. Equipment Rack, Server KVM and cables, Monitor, keyboard and mouse for rack, USB Color Printer and Cable, VESTA Prime License, VESTA Analytics Lite Per Seat License, HP EliteDesk Mini Workstation, 20" Widescreen Monitor, Basic SAM Kit and the SAM PC Speaker Kit.</i>					
<i>VESTA Essentials will not be available for shipment until late Q2, 2016.</i>					
1	853031-ESSBND4-2	4-POS V911 ESS BNDL	\$74,714.96	EA	\$74,714.96
1	853031-4PSPT5YR	4P V911 ESS/CORE SPT 5YR	\$21,361.50	EA	\$30,544.36
VESTA® Workstation Equipment					
4	64007-50022	KEYPD 24K 25F USBCBL CP24	\$144.76	EA	\$579.04
4	02800-20500	HDST 4W MOD ELEC MIC BLK	\$37.60	EA	\$150.40
4	03044-20000	HDST CORD 12FT 4W MOD BLK	\$4.70	EA	\$18.80
VESTA® 9-1-1 Admin Printer					
1	64040-60019	PRNTR USB/ETHERNET COLOR <i>Note: Inkjet Color printer. Recommended monthly volume, 7,500 pages.</i>	\$210.56	EA	\$210.56
1	65000-03133	CBL USB SHLD M/M 10FT	\$11.28	EA	\$11.28
Network Equipment					
1	03800-03030	FIREWALL- MODEM 60CM	\$678.68	EA	\$678.68
1	03800-03035	WARR FIREWALL F/W-M 5Y	\$1,066.90	EA	\$1,066.90
1	809800-00201	VPN CFG SVCS	\$282.00	EA	\$282.00
1	809800-00200	CFG NTWK DEVICE	\$188.00	EA	\$188.00
Rack & Peripheral Equipment					

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1	63002-172805	MNTR NEC 17IN	\$257.56	EA	\$257.56
2	SURTA3000XL	UPS RT 3000VA APC	\$2,290.00	EA	\$4,580.00
4	BR1500G	UPS 1500 APC	\$385.00	EA	\$1,540.00
VESTA® 9-1-1 Subtotal					\$115,287.84

VESTA™ Locate

Qty.	Part No.	Description	Unit Price	U/M	Total
VESTA™ Locate Mapping Multi Product Purchase					
4	PA-0SG-OV00	ORVL MED/DOC ADD-ON	\$0.00	EA	\$0.00
4	PA-0SG-OVSL	ORVL LIC ADD-ON	\$3,525.00	EA	\$14,100.00
4	SA-0SG-OVSL-5Y	SPT ORION VELA 5YR	\$2,467.50	EA	\$9,870.00
VESTA™ Locate Workstation Equipment					
4	63000-221692	MNTR FP WIDE SCRIN LED 22IN	\$386.34	EA	\$1,545.36
Map Build and Centerline Reports - VESTA™ Locate					
1	861390-00101	ORVL MAP BUILD-STD	\$2,446.82	EA	\$2,446.82
1	861363-00101	ORVL MAP-RPT CTRLN	\$776.44	EA	\$776.44
1	861363-00201	ORVL MAP-RPT ADDRESS	\$776.44	EA	\$776.44
1	861390-00201	ORVL MAP BLD-ADD LAYER	\$1,242.68	EA	\$1,242.68
VESTA™ Locate Subtotal					\$30,757.74

Managed Services

Qty.	Part No.	Description	Unit Price	U/M	Total
Managed Services Bundles					
2	809800-14279	MNTR SEC SVR BNDL 5YR	\$8,245.68	EA	\$16,491.36
5	871499-01209	MNTR SEC WKST SETUP BNDL	\$368.48	EA	\$1,842.40
4	809800-14284	Note: Includes (4) Workstations. MNTR SEC WKST BNDL 5YR	\$3,400.92	EA	\$13,603.68
10	871499-01210	M&R 3.0 IP DEVICES LIC Note: Includes (2) MDS Servers, (2) Virtual Machines, (1) Firewall, (4) Gateways	\$100.00	EA	\$1,000.00
7	809800-16170	M&R 3.0 IP DEV SRVC 5YR	\$1,891.28	EA	\$13,238.96
Managed Services Subtotal					\$46,176.40

Optional Parts/Spares

Qty.	Part No.	Description	Unit Price	U/M	Total
VESTA® 9-1-1 Equipment - Recommended Spares					
1	2213936-SPARE	FXO GATEWAY 4-PORT SPARE	\$1,125.18	EA	\$1,125.18
1	2213938-SPARE	FXS GATEWAY 4-PORT SPARE	\$1,017.08	EA	\$1,017.08
Workstation Equipment - Recommended Spares					
1	61000-819201	DKTP PRODESK MINI	\$1,138.34	EA	\$1,138.34
1	64000-00100	DKTP REL BRKT	\$25.38	EA	\$25.38
1	63000-202801	MNTR FP LED WIDE-SCRN 20IN	\$180.48	EA	\$180.48
1	853030-00302	R4 SAM HDWR KIT	\$2,329.32	EA	\$2,329.32
1	02800-20500	HDST 4W MOD ELEC MIC BLK	\$37.60	EA	\$37.60
1	03044-20000	HDST CORD 12FT 4W MOD BLK	\$4.70	EA	\$4.70
1	853004-00401	SAM EXT SPKR KIT	\$235.00	EA	\$235.00
1	64007-50022	KEYPD 24K 25F USBCBL CP24	\$144.76	EA	\$144.76
1	809800-00102	GENERIC WKST CFG FEE	\$613.82	EA	\$613.82
Optional Parts/Spares Subtotal					\$6,851.66

Extended Warranties

Qty.	Part No.	Description	Unit Price	U/M	Total
Server Extended Warranty					
1	04000-01596	WARR 24X7 ML110G9 5YR	\$1,084.76	EA	\$1,084.76

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		<i>Note: Upgrade & uplift from 3 yr warranty 9x5 NBD to 5 yrs, 24x7, 4 hour response time.</i>			
		Workstation Extended Warranty			
5	04000-01593	WARR 24X7 MINI PC 5YR <i>Note: Warranty upgrade from 3 yrs warranty 9x5 NBD to 5 yrs 24x7, 4 hour response.</i>	\$442.74	EA	\$2,213.70
Extended Warranties Subtotal					\$3,298.46

Johnston & Airbus DS Communications Services

Qty.	Part No.	Description	Unit Price	U/M	Total
		Field Engineering Services			
240	809800-17101	Field Eng-Primary	\$150.00		\$36,000.00
80	JCPMLAB-001	Project Management Primary	\$150.00		\$12,000.00
5	JCCAT6	Duplex Cat-6 cable Runs	\$650.00		\$3,250.00
		VESTA Core / Essentials - Services			
1	809800-17501	V911 ESS/CORE REM FE SVCS <i>Note: Remote FE for Small PSAP's (1-5 positions). Includes remote FE services and remote cut support.</i>	\$9,024.00	EA	\$9,024.00
		Project Management Services <i>Note: If Project Management services are not purchased, only project coordination services will be provided. This service option requires the channel to assume all project management responsibilities. Airbus DS Communications will engage the Project Coordinator to act as a single point of contact whose responsibility is limited to assisting with the scheduling and coordinating of purchased services only.</i>			
		Training for VESTA Core / Essentials -			
1	000001-SYSCORESS	SYS CFG SPT-COREESS Training <i>Note: Training is provided at the customer site using the customer owned equipment. Prices are per student unless otherwise indicated. Minimum number of students is 6 and maximum number of students is 8 per class and 2 students per position.</i>	\$5,757.00	EA	\$5,757.00
		ORVL AGENT TRNG <i>Note: VESTA™ Locate Agent bundle includes (1) 1/2 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
3	000001-45711	ORVL AGENT TRNG	\$1,692.00	SU	\$5,076.00
		ORVL ADMIN TRNG <i>Note: VESTA™ Locate Admin bundle includes (1) 3 day class of Admin training for up to 8 students. Includes trainer's daily training expenses and travel.</i>			
1	000001-25714	ORVL ADMIN TRNG	\$8,460.00	SU	\$8,460.00
1	000001-B6701	V9-1-1 ESS-TRNG BUNDLE AGENT TRNG	\$5,640.00	EA	\$5,640.00

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		Note: VESTA® /Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel. VESTA® /Sentinel 4.X Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.			
4	000001-06701	V9-1-1 AGENT TRNG Note: VESTA® /Sentinel 4/X Agent bundle includes (1) 1/2 day class of Agent training for up to 8 students. Includes trainer's daily training expenses and travel. VESTA® /Sentinel 4.X Agent training does not include training on the SIP phones. SIP phone training is a separate class and can be quoted upon request.	\$1,692.00	EA	\$6,768.00
1	911-001-24x7x365	24x7x365 On-Site Support (Year 1)	\$6,000.00	EA	\$6,000.00
4	911-001-24x7x365	24x7x365 On-Site Support (Year 2-5 annual)	\$9,000.00	annual	\$36,000.00
Airbus DS Communications Services Subtotal					\$133,975.00

Quote Summary

PRODUCT	TOTAL
VESTA® 9-1-1	\$115,287.84
VESTA LOCATE	\$30,757.54
Managed Services	\$46,176.40
Optional Parts/Spares	\$6,851.66
Extended Warranties	\$3,298.46
Johnston & Airbus DS Communications Services	\$133,975.00
TOTAL QUOTE	\$336,346.90
GRAND TOTAL	\$336,346.90

Power Draw Information

Product	Total Amps
VESTA® 9-1-1	30.47
Total Amps	30.47
Total Watts/VA	3656.4
Total KVA	3.6564
BTU's	9985.6284

Configuration Notes

Single backroom VESTA® 911 Essentials System with VESTA® Analytics Lite

Additional Comments

Quote is valid for 120 days from the original Quote Date or until Software Support expires, whichever comes first. Subsequent revisions are valid for 120 days from the original quote date.

*** NOTE: Airbus DS Communications Discounts/Incentive Codes are provided for Airbus DS Communication's internal use only. Discounts/Incentive Codes do not have to be ordered on customer PO's using the codes shown and instead can be applied as a bottom line discount.**

**** Airbus DS Communications will apply any remaining software support on the current system to the new system. This will be issued in the form of a credit that will be applied to the new system order. The amount of the credit will be determined based on the date of shipment of the new system.**

VESTA® 9-1-1 Core / Essentials Program - Terms and Conditions

Overview: VESTA Core (non-redundant hardware) and VESTA Essentials (redundant hardware) provide a specialized, low-touch,

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VESTA® Essentials

highly streamlined call taking and MIS package for the 2-5 position standalone PSAP market. By simplifying the equipment configuration and maximizing channel partner capabilities on implementation and other elements, Airbus DS Comm offers a highly aggressive price point for these systems. Both products consist of pre-packaged bundles that include everything necessary for a 2-5 position standalone PSAP

Applies to: 2-5 Position standalone PSAPs only

Products: VESTA® 9-1-1 w/ VESTA™ Analytics Lite

Configuration:

- This package includes a highly streamlined configuration. For example, no management console for the Backroom (a position must be used as the management console), no firewall, no extended warranties, and Airbus DS has eliminated the modem package. Moreover, Airbus DS provides a baseline staging configuration. Please see configurations above for more details.
- Channel Partners must provide their own firewalls, Printer cable (if applicable) and are encouraged to provide their own netclocks.
- No software or hardware substitutions are allowed

Services:

- Channels are encouraged to provide their own field engineering and project management for these systems. The Remote Field Engineering bundle is meant to provide channels with assistance if needed. However, Primary and Secondary Field Engineering and Secondary Project Management Services are available for purchase (if necessary), at the normal rates.
- Airbus DS Field Engineering services are discouraged, but available remotely via Airbus Remote FE Services. SMS Implementation Services (if required) are not included in the Remote FE Services package and will be quoted separately.
 - Channel Technicians must be VESTA® 9-1-1 trained and experienced to qualify for this program. Channels using untrained and inexperienced technicians must purchase Airbus DS Remote FE Services. **A trained and experienced technician has completed the applicable VESTA® 9-1-1 training and conducted at least one prior VESTA® 9-1-1 installation. Channels who are not trained and experienced and request technical assistance or support during install will be charged remote FE fees and subject to scheduling constraints.**
- A customized, streamlined training bundle is available.
- Custom Call Flow – For this package, an Airbus DS custom call flow is not included. Airbus DS will complete a minimal baseline PSD. Channel partners are welcome to conduct their own call flows and may purchase a custom call flow from Airbus DS.

Note: Cassidian Communications, became Airbus DS Communications effective August 1, 2014. All references to Cassidian Communications within this quote, will apply to Airbus DS Communications.

Any line items listed as "Optional" in this quote are not included in the Product Totals, Product Summaries, Quotation Summary, or the Total Quoted Price. These items are not considered to be part of the system. The "Total Quoted Price" on the Quotation Summary page reflects the quote value. This figure includes any and all applicable charges, fees, and or discounts. Costs for actual freight will be added to your invoice. All pricing is in U.S. Dollars unless otherwise stated.

No order based on this Quote shall be accepted in the absence of a signed master purchase agreement or other purchase agreement with Airbus DS Communications governing the terms of sale.

Strategic Incentives, Discounts, etc.

Any strategic incentives, discounts, etc. that are applied to this quote are based on the purchase of all non-optional items listed within the quote. If the quote should change or if items are removed, the incentive is subject to change.

Budgetary Quotes:

Quotes marked Budgetary are nonbinding and subject to change. This quote is being provided as an estimate of approximate pricing and cannot serve as the basis for any order.

Support Renewals:

Note: If this is a first time renewal and is subject to the agreed upon grace period, then reinstatement fees will not apply as long as the PO is received prior to the expiration of the grace period. For questions regarding your support renewal term, please contact Jennifer York at 951-719-2142.

Software Support Start and End Dates are based on active software support agreements. Dates and pricing are subject to change once existing software support agreements expire.

Lead Time: 4 - 12 Weeks ARO on all Airbus DS Communications standard products. 8 - 12 weeks for ORION ARIES.
Issued by: Airbus DS Communications, formerly known as Cassidian Communications, Inc.

Exhibit “B”



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
PO BOX 230
TRENTON, NJ 08625-0230

CHRIS CHRISTIE
Governor
KIM GUADAGNO
Lt. Governor

ANDREW P. SIDAMON-ERISTOFF
State Treasurer
JIGNASA DESAI-MCCLEARY
Director

T-0109

Radio Communication Equipment and Services

SOLICITATION # 13-x-22183

Award Summary

Directions for Use of Contract / Method of Operation

May 1, 2013

I. COMPLIANCE/APPROVAL REQUIREMENTS

All compliance and approval instructions may be found in the State's Request for Proposal ("RFP") under Solicitation # 13-x-22183 (T-0109) Section 3.0 SCOPE OF WORK; Section 4.0 BID PROPOSAL PREPARATION AND SUBMISSION; and Section 7.0 CONTRACT AWARD.

The State Contract Manager shall answer any questions or concerns about all aspects of the contract.

II. METHOD OF OPERATION

A.) NJ State Cooperative Purchasing Partners ("Using Agency") are permitted to obtain quotes from the awarded Contractors and must verify all equipment and price quotes provided by a contract vendor with the State Contract Manager.

B.) Contractors must provide each contract end users / Using Agency with:

1. A written proposal and price quote in an electronically searchable format and include the following information:

- The State Contract Number with corresponding State Contract Commodity Number and Priceline(s) for each item quoted.
- The unique manufacturer identification code assigned to each item (Part Number)
- A clear and concise item description
- The quantity of items quoted
- The manufacturer's list price
- The State's percent discount rate
- The State's discount list price

- o Other discounts as appropriate (Large Purchase Order Discount section 3.19.1, Annual Equipment Sales Spend Discount, etc.) must be included.
 - Total Extended Price
2. Contractor Information- Contractor's name, contact person, contact phone number, contract number date of quote, quote number
 3. If requested, an electronic scan or photocopy of the page from the Contractor's original bid proposal detailing the item or service must be provided to the contract end user / Using Agency.
 4. If, in the event that an additional or substitute/replacement item is requested by a Contractor for inclusion in its contract, -and- before providing a quote or offering the subject item for sale under its contract, the Contractor must:
 - o Submit a Contractor's letterhead to the Purchase Bureau and the State Contract Manager requesting the addition/substitution along with any attachments specifying the item or items to be added.
 - o Secure a Letter of Authorization from the Purchase Bureau confirming the Contract Manager's review and approval of the Contractor's request.
 - o Verify and validate its approval of the addition/substitution item to the contract end user / Using Agency by providing a copy of the executed Letter of Authorization from the Purchase Bureau along with the Contractor's letter requesting the addition/substitution and any attachments clearly specifying the item or items to be added.
 - o The Contractor must also provide the contract end user / Using Agency with a price quote matching the approved addition/substitution item before offering that item for sale.

III. PRICE

- The State Contract Manager shall retain all contractor price lists and validate in writing, via e-mail all price quotes provided by the contractor to a Using Agency.
- All contractor prices and price lists shall be net, firm and not subject to increase during the period of the contract and include all transportation charges, FOB Destination, to all NJ Using Agencies. Escalation clauses shall not be accepted.
- All price list discounts shall be firm for the period of the contract.
- In the event of manufacturer's price decrease during the contract period, the State shall receive the full benefit of such price reduction on any undelivered purchase order and on any subsequent order placed during the contract period.
- The Director of the Division of Purchase and Property must be notified in writing of any reduction within five (5) days of the effective date.

IV. RADIO COMMUNICATION EQUIPMENT AND SERVICES CATEGORIES

- The following table identifies equipment and service category awards under this contract.

1-Radio Base Station Control Equipment and accessories.	13- Spare Parts
2-Portable Radio Equipment and Accessories	14- Batteries and Chargers
3- Mobile Radio Equipment and Accessories	15- Consoles, Equipment Racks & Operator Furniture
4- Aircraft AM & FM Band Radio & Accessories	16- Uninterruptable Power Supplies (UPS)
5- Marine AM & FM Band Radio & Accessories	17- Call Answering Equipment
6- Amateur Radio Communications Equipment & Accessories	18- Instant Playback Recorder
7- Gateway Devices: Interoperability between dissimilar communications systems	19- Logging Recorder
8- Antennas: Mobile, Portable and Base Station	20- Computer Aided Dispatch System
9- Microwave Equipment, Radio and Antenna & Accessories	21- Computer Aided Dispatch Software
10- Antenna Systems and Bi-Directional Amplifier Equipment	22- Training Simulators and Software
11- Short Range Point to Point Communications Equipment	23- Wireless 9-1-1 Location Accuracy Testing Services
12- Test Equipment	24- Wireless 9-1-1 Location Validation

V. RADIO COMMUNICATION EQUIPMENT AND SERVICES CONTRACTOR AWARDS

- The following table lists each contract number, authorized resellers, equipment and service category awards by contractor under NJ State Term Contract #T-0109 (RFP 13-x-22183).
- All contract awards are Brand Specific unless otherwise noted in the following table, i.e., each contractor and its authorized reseller may provide a quote for equipment and services identified under its own brand name.
- All Authorized Resellers must provide a copy of its authorization letter from the contract vendor and/or equipment manufacturer with each quote proposed to a Using Agency.
 - Authorized Resellers are not permitted to provide equipment or services quote to any Using Agency without a Manufacturer's Authorization Letter and State Contract Manager approval.

Radio Communications and Equipment 13-x-22183 (T0109)
Contractor & Reseller List, Contract # and Category Award

Contractor (w/ Authorized Resellers)	Contract #	Category Award (Contract Priceline)
AAT Communication Corp	83890	3,19
Aeroflex Wichita	83913	12
Allcomm Technologies Inc David Clark Bee Gaitronics Motorola CTI	83902	1,2,3,4,13 No Award 1 No Award 15
Amcom Software Inc	83912	17,18
Atlantic Communications Inc Impact Sigtrionics	83917	2,3,6 2,3,4
Aviat US Inc	83920	9
Battery Zone Inc	83910	14
Cassidian Communication (Plant Equipment Inc.)	83925	17,18,19,20,21
Communication – Applied Technology	83915	7
D.M. Radio Services Corp Tessco US Alert Power Products Unlimited	83897	1,3,7,8, 2 14
Daniels Electronics Ltd.	83953	1,8
E.F. Johnson Company	83911	1,2,3,8,13
Electronic Service Solutions (ESS) Microwave Networks Eltek Valare Energys Telco Systems	83905	9 9 9 9
Emerging Power Inc	83919	14
Ergoflex Systems Inc d/b/a. Xybix Systems Inc	83922	15

Essential Management Solutions	83895	23
Eventide Inc	83891	19
Goosetown Enterprises Inc	83892	1,15
Harris Corporation RF, Communication Division	83932	1,2,3,7,8,9,11,13,15,18,19
Icom America Inc	83923	2,3,4,5,8,13
Intrado Systems Corp	83916	17
Kenwood USA Inc	83927	1,2,3
KML Technology Inc	83903	17
Kova Corp	83906	18,19
Motorola Solutions Inc	83909	1,2,3,4,5,7,8,9,12,13,15,16,18,19,20,21
Mutualink Inc	83894	7
New Jersey Business Systems Inc	83899	9,11
Nice Systems	83921	19
Office Business Systems Holding Inc	83896	19
O-MC Signal Research	83901	1,10,11
Pinnacle Wireless a, Division of Nexlink Global Services Inc	83918	9,10
Mindshare Consoles		15
Watson Furniture		15
Unipower Sabre		16
Nice		18,19

PMC Associates Inc Powertrunk Tait Vertex Standard Bosch Telex Sinclair Technologies Cimmarron Technologies Con-Space Savox Sensear Datron Guardian Pyramid Raytheon Exalt Concept Seating Evans Consoles	83900	10,13 1,2 1,2,3 No Award 1 1,8 1 2 2 2 2,3 3 7 9 15 15
Procomm Systems Inc Midland Wrightline Consoles 911 Direct Eaton PCS VFP Keyscan	83931	1,2,3,11 No Award 15 16 No Award No Award No Award
Queues Enforth Development	83889	21
R.F. Design & Integration Inc Hytera Hutton Impact Omnitronics Otto SiteMinder Spectracom Bird TX-RX Bosch Telex Harris Intraplex Daniels Convex Exalt Rinnicom Axell	83907	10,11 1,2,3 No Award No Award 1 No Award 1 1,9 1,8 No Award 7 No Award 12 9 9 10
Royal Communications Inc	83898	8
Thales Communication	83914	2,8

Value Added Voices Solutions Inc	83908	18,19
Vertex Standard USA Inc	83926	1,2,3
WPCS International	83904	
Sti-Co		8
Bird		12
Wrightline		15
Otto		2,3
Omnitronics		7
Eaton		No Award
Zetron Inc	83924	7,15,17

VI. RADIO COMMUNICATION EQUIPMENT, SERVICES AND DISCOUNT SCHEDULES AND CONTRACTOR AWARDS

NOTE: ALL SCHEDULE PRICELINES ARE AVAILABLE TO EACH CONTRACT VENDOR AS APPLICABLE TO THE CONTRACTOR SPECIFIC CATEGORY AWARDED UNDER STATE CONTRACT T0109. CONTRACTORS ARE REQUIRED TO EXTEND EACH SCHEDULE UTILIZED TO ALL STATE COOPERATIVE PURCHASING PARTNERS.

• SPECIAL/PROMOTIONAL PRICING

If a Contractor receives an award for a specific product and wishes to offer an additional discount above and beyond its original bid, a request shall be submitted in writing to the Division, as follows:

1. The Request shall be submitted, in writing, or via email to the buyer assigned at the Purchase Bureau, 33 West State Street, P O Box 230, Trenton, NJ 08625-0230. An original and two exact copies shall be submitted.
2. The Division will approve all product updates in writing, which may include email notification, before any updates are offered to any agency. Contractors shall not offer "special pricing" to any State Agency or Cooperative Partner before it has been submitted to and approved by the Division. No requests will be considered within 60 days of contract expiration.

Note: Any product offered at an additional discount over the original discount bid or any special pricing shall be held firm for a minimum of 30-days and be offered to all State of New Jersey Agencies and members of Cooperative Purchasing.

• ADDITIONAL DISCOUNTS

1.) LARGE PURCHASE ORDER DISCOUNT

The State is seeking a discount for large purchases, as listed in the column labeled *Purchase Order Value*, in the Table 1 below.

A large purchase order discount is in addition to the standard discounted pricing applied to a Contractor's contract. Contractor's invoice shall reflect the appropriate discount.

Table 1

Purchase Order Value	Discount %
Less than or equal to \$300,000	Standard Discount (X.X)%
Greater than \$300,000 and less than or equal to \$750,000	%
Greater than \$750,000 and less than or equal to \$2.0 Mil	%
Greater than \$2.0 Mil and less than or equal to \$5.0 Mil	%
Greater than \$5.0 Mil and less than or equal to \$10.0 Mil	%
Greater than \$10.0 Mil	%

***Discounts shall be expressed as a percentage (%) and fractional percentages shall be express to no more than tenths (x.x%) of a percent.**

See Schedule R to provide large purchase order discounts.

2.) ANNUAL EQUIPMENT SALES VOLUME / SPEND DISCOUNT

- A.) Under a contract resulting from this RFP, the State is seeking a business level discount improvement based on all equipment sales sold by Contractor under its State contract during the previous year. The Contractor shall provide in its equipment sales / spend report to the State, a Tier-level volume discount for all of its awarded products.
- a. Tier-Level Volume Discounts offered by the Contractor must clearly indicate the Sales Volume required to achieve each new discount level.
- B.) All awarded Contractors are required to report their sales quarterly (see Section 5.24 Contract Activity Report.)
- C.) Contractor(s) shall provide, on a calendar quarter basis, to the Purchase Bureau buyer assigned, a record of all purchases made under their contract award resulting from this Request for Proposal.
- a. The quarterly report shall list: Customer Name, Quote Number, Brief Description of Product/Service, Catalog/Part Number/Model, Discount %, Sale Price and total applicable sales and year to date total.
- D.) Quarterly Tracking reports shall be forwarded to the State Contract Manager and Buyer by the Contractor within 10 business days of the end of each Quarter based on applicable sales revenue booked.
- E.) All sales shall be aggregated quarterly by the Contractor to establish the statewide spend amount.

- a. Sales revenue reporting for the Annual Equipment Sales Spend Discount percent begins the first day of the contract and shall be reset to \$0 each subsequent January 1st with exception to the first partial calendar year.
- b. During the first partial calendar year beginning on the contract effective date the Annual Equipment Sales Spend Discount percent for calendar year 2 shall be calculated by prorating the year to date (YTD) spend amount from the contract effective date through the end of the calendar year.

Reporting Example: If the contract effective date is July 1 and the YTD equipment spend through 182 Days was \$500,000 the calculation is \$500,000 divided by 182 (days) times 365 = prorated spend of \$1,002,747.

F.) A confirming letter shall be sent to the Contractor by the Purchase Bureau Buyer approving the *Annual Equipment Sales Spend Discount percent and effective date.*

G.) Beginning the annual effective date provided in the confirmation letter all invoices shall be based on Contractor quotations and shall reflect the new *Annual Equipment Sales Spend Discount.*

See **Schedule S** to provide Annual Equipment Sales Spend Discount percent.

3.) TRADE IN PROGRAM

Contractor shall provide a description of its Trade In program detailing its proposed method of operation, equipment eligible under its program and credit schedule.

See Schedule U to provide program description and pricing.

VII. CONTRACTOR REQUESTED CHANGES AND BI-ANNUAL CONTRACT UPDATES:

A.) RADIO COMMUNICATION EQUIPMENT; PRODUCT, SERVICE AND AUTHORIZED RESELLER / DISTRIBUTOR / SUBCONTRACTOR ADDITIONS, DELETIONS OR MODIFICATIONS INCLUDING ALL BUSINESS RELATED UPDATES.

- Contractor requested changes must be submitted in writing on company letterhead, signed by an authorized representative of the firm, and addressed to both the Procurement Specialist assigned to the Purchase Bureau Division of Purchase and Property, Treasury, and the State Contract Manager.
- The contractor's request must detail each product, service and/or business related update requested along with any attachments specifying the item(s) to be updated or added.
- The written request may be sent via electronic scan / email and include a machine searchable pricelist for all products added. Request will be reviewed by the Division of Purchase and Property, the State Contract Manager and OIT.

B.) IMPORTANT NOTE: ALL CONTRACTOR REQUESTED ADDITIONS, DELETIONS AND BUSINESS RELATED UPDATES TO T-0109 WILL BE MADE ON A BI-ANNUAL SCHEDULE.

C.) CONTRACTORS MUST SUBMIT ALL REQUESTED CHANGES NO LESS THAN THIRTY (30) DAYS IN ADVANCE OF A SCHEDULED CONTRACT UPDATE.

D.) STATE CONTRACT UPDATES (T0109) WILL BE MADE ON THE FOLLOWING SCHEDULE:

- JULY 1, 2013 – ANY INITIAL CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES AS SPECIFIED WITHIN SECTION VII WHICH ARE NECESSARY TO ONGOING BUSINESS INTEREST OF THE STATE AND ITS COOPERATIVE PURCHASING PARTNERS WILL BE REVIEWED BY THE STATE CONTRACT MANAGER FOR APPROVAL.

0 ALL STATE-APPROVED CONTRACTOR REQUESTS WILL BE INCLUDED IN THIS INITIAL UPDATE PERIOD AS PERMITTED UNDER THE STATE TERM CONTRACT

- JANUARY 1, 2014 – FIRST BI-ANNUAL UPDATE TO T0109 FOR CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES AS SPECIFIED WITHIN SECTION VII.
- JUNE 1, 2014 – SECOND BI-ANNUAL UPDATE TO T0109 FOR CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES AS SPECIFIED WITHIN SECTION VII.
- ALL ADDITIONAL BI-ANNUAL CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES WILL BE MADE ON OR ABOUT EACH SIX (6) MONTH CONTRACT AWARD ANNIVERSARY DATE THROUGH THE REMAINING TERM OF STATE CONTRACT #T0109.

1.) NEW TECHNOLOGY

Contractors are encouraged to suggest innovative new services, systems and products to keep pace with technology and changes in the telecommunications industry. Contractors may propose any new service, system or product, which has come into standard production after contract award; have the same functional purpose and a demonstrable nexus to the services, systems and products offered under this contract. If the new product, system or services satisfies the aforementioned criterion the new service, system or product will be considered for addition to and/or replacement of the service, system or product offered under the contract.

The Contractor must make a written request to the Purchase Bureau for the new service, system or product to be added to the contract. Such written request must include the specifications for the new service, system or product evidencing that the new system, service or product serves the same functional purpose and has a direct nexus to the service under contract.

All proposed additions or replacements are subject to a review and written acceptance by the Director, Division of Purchase and Property. The sale of the new service, system or product accepted in writing by the Director shall be governed by the terms of the contract, including price.

The aggregate price of all new services, systems or products must be equal to or less than the existing contracted service or have a demonstrable cost savings of other resources within one (1) year of use. No product, system or service will be added to this contract if the new functionality offered by a Contractor is available or more appropriately provided under any other existing State contract.

Upon approval from the Purchase Bureau of any new technology additions to the contract, the Contractor shall provide two (2) new dated CD ROM copies of the contract with the additions included.

2.) ADDITIONS, SUBSTITUTIONS, DELETIONS

The Contractor may substitute or add products during the term of the contract provided that they are the same brands as originally awarded and serve the same comparable functions as the product they replace.

If an additional or substitute / replacement item is requested by a Contractor for inclusion in its contract after the contract award and before providing a quote or offering the subject item for sale under its contract; additions, substitutions and/or deletions may be allowed under the following conditions:

- A written request is submitted by the Contractor on company letterhead, and signed by an authorized representative of the firm addressed to both the Procurement Specialist assigned to the Purchase Bureau Division of Purchase and Property, Treasury, and the State Contract Manager detailing each product and/or service requested along with any attachments specifying the item or items to be added.
- The written request may be sent via electronic scan / email and will be reviewed by the Division of Purchase and Property, the State Contract Manager and OIT.
- The written submission requesting additions or substitutions must include a detailed description of the product and/or service with the page and line item number identified in the original contract for which the product/service will be substituted.
- The submission must also include the product description, manufacturer's part number, manufacturer's list price, the appropriate percent discount and the State's price. The Contractor is required to identify the items being added and deleted.
- All additional and substitute items must be approved, in writing, or via email by the Director of Purchase and Property.
- The Contractor is not permitted to offer any additional or substitute products or services to any Agency or members of the Cooperative Purchasing Program without written or email approval from the Director. In addition, if a manufacturer is adding or removing dealers from their authorized list, the manufacturer must submit the request in writing as detailed above.
- All accepted additions, substitutions and new technology shall be added as "Addendums" to the contract on a periodic basis, and numbered sequentially in the order that they were presented during the life of the contract.
- All addendums must also be submitted electronically as PDF, Word® or Excel® documents in order to allow electronic scanning of items and verification of prices.
- Addendums shall only contain the equipment considered to be additions, substitutions, and new technology items. Submissions of entire manufacturers' pricelists that include equipment and services not specifically referred to in the Addendum will not be accepted.

Upon approval from the Purchase Bureau of any additions, substitutions, deletions and/or changes to the contract, the Contractor shall provide two (2) new dated CD ROM copies with the changes. The data on these CD-ROM shall be categorized in separate files for additions, substitutions, deletions or changes.

In order to offer an additional product or service, substitution or replacement item to the contract end user / Using Agency, the Contractor must:

- Secure a Letter of Approval / Authorization from the Purchase Bureau confirming the Contract Manager's review and approval of the Contractor's request.
- Verify and validate its approval of the addition/substitution item to the contract end user / Using Agency by providing a copy of the executed Letter of Approval / Authorization from the Purchase Bureau along with the Contractor's letter requesting the addition / substitution and any attachments clearly specifying the item or items to be added.
- The Contractor must also provide the contract end user / Using Agency with a price quote matching the approved addition/substitution item before offering that item for sale.

3.) PRODUCT END-OF-LIFE NOTIFICATION

The Contractor shall notify the State as described above when it intends to list Manufacturer Discontinued ("MD") (a.k.a. End-of-life) products on its contract.

- The Contractor shall also notify all contract customers, end users, and Using Agencies who purchased the MD product.
 - Notification shall describe its product support plan.
 - Notification shall include the product end of support date and the notification shall be at least six (6) months in advance of that date.
 - The Contractor must obtain confirmation of receipt of its notification to all contract users of the MD product.
 - The Contractor must provide an alternative solution to replace the MD product.
 - The Contractor must continue to provide support for the MD product for a minimum of 2 years after the product has been MD'ed.
-



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
PO BOX 230
TRENTON, NJ 08625-0230

CHRIS CHRISTIE
Governor

KIM GUADAGNO
Lt. Governor

ANDREW P. SIDAMON-ERISTOFF
State Treasurer
JIGNASA DESAI-MCCLEARY
Director

AMENDMENT # 1

T0109

Date: July 15, 2013

**Subject: Radio Communication Equipment and Accessories
SOLICITATION #13-x-22183**

Contract Period: May 1, 2013 to April 30, 2018
Contract expiration date is April 30, 2018.

To: All Using Agencies and Cooperative Purchasing Partners

The following constitutes Amendment #1 to Term Contract T0109. This amendment is effective July 1, 2013 and divided into the following parts:

Part 1: Approved Contractor Requested Changes and Bi-Annual Contract Updates

Part 2: Contractors and Authorized Dealers/Distributors List

Part 3: Revised Directions for Use of Contract/Method of Operations

It is the sole responsibility of the contractor to be knowledgeable of all contract terms and conditions; Amendment additions, deletions, modifications; Directions for Use of Contract/Method of Operations and New Jersey Standard Terms and Conditions. All other terms and conditions of the original contract shall remain the same.

PART 1

Radio Communication Equipment and Accessories

T0109

Solicitation #13-x-22183

Approved Contractor Requested Changes and Bi-Annual Contract Updates

I) Intrado Contract # 83916 Approved Promotional Pricing :



Intrado Promotional Period: June 7, 2013 – August 30, 2013

Promotion 1 – Any New Jersey Agency purchasing 4 years of maintenance services from Intrado for a Viper system will receive one year of maintenance at no charge. Purchases must be made during the promotional period as indicated above.

Promotion 2 – Any New Jersey Agency purchasing the Intrado items as specified in Table 1 for 10 or more positions at the NJ state contract price will receive the following items listed in Table 2 at the promotional price. Purchases must be made during the promotional period as indicated above.

Table 1			
Qty	NJ Part #	Description	NJ State Price
1	NG-TX-0001	Application TX Base Services - One Time Fee	\$ 3,920.00
			\$ 1,176.00
1	NG-TXSL-01	Application SteadyLink Hardware - One Time Fee	
1	NG-TXSC-01	Application Short Code Service Fee - One Time Fee	\$ 4,700.08
60	NG-TX-0002	Application TX Base Services - Monthly Recurring Fee per Position (Must order 10 or more positions)	\$ 231.28
60	NG-TXSC-02	Application Select Short Code Service Fee - Monthly Recurring Fee	\$ 2,348.08
Table 2			
Qty	NJ Part #	Description	NJ State Promotional Price
1	NG-E10570	Span port	\$0
1	NG-P10010	Tap port	\$0
1	NG-P10008	License to connect non-Intrado recording device	\$0
1	NG-915001/1	GPS Command Center Package	\$0

II) Contract Assignment:

Please be advised that Contract # 83904, originally awarded to WPCS International Incorporated is assigned to Quality Communication Systems Inc. All prices, terms and conditions of this contract remain the same.

Quality Communication Systems Inc contact information is as follows:

Contractor: Quality Communication Systems Inc.
1985 Swarthmore Ave., Suite 4
Lakewood, NJ 08701

Contact: Mr. Brian Fortier, President
Phone: 732-730-9000 x104
Fax: 732-730-9005
E-Mail: brian.fortier@qualitywireless.com

III) Additional State Contractor Contact Information Updates:

Please be advised that the contact information for Contract # 83909, awarded to Motorola Solutions Inc. is updated to:

Marcial Mojena State Account Manager
Motorola Solutions
P.O. Box 305
Bordentown, NJ 08505-0305
Phone: 609-324-3653
Fax: 609-324-2849
Email Address: Mmojena@motorolasolutions.com

Please be advised that the contact information for Contract # 83923, awarded to Icom America is updated to:

Kristina Pickering, KD7QEQ
Government Sales Program Manager
Icom America Inc.
2380 116th Ave NE
Bellevue, WA 98004
Phone: 425-450-6092
Fax: 425-450-6063
E-Mail: SalesContracts@IcomAmerica.com
Web: www.icomamerica.com

PART 2

Radio Communication Equipment and Accessories

T0109

Solicitation #13-x-22183

Contractors and Authorized Dealers/Distributors List



**NJ State Contract T-0109
Authorized Dealers/Distributors List**

Radio Communications and Equipment 13-x-22183 (T0109) Contractor & Reseller List, Contract # and Category Award			
Contractor	Contract #	Category Award	Authorized Distributors
AAT Communication Corp	83890	3,19	
Aeroflex Wichita	83913	12	
Allcomm Technologies Inc Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83902	1,2,3,4,13 1 15	David Clark Gaitronics CTI
Amcom Software Inc	83912	17,18	
Atlantic Communications Inc. Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83917	2,3,6 2,3,4	Impact Sigtronics
Aviat US Inc	83920	9	
Battery Zone Inc	83910	14	

Cassidian Communication (Plant Equipment Inc.)	83925	17,18,19,20,21	Carousel Industries of North America 859 South Country Trail Exeter RI 02822 Johnston Communications 345 Belleville Tpk North Arlington NJ 07032 United Telephone Co. of NJ, Inc. / dba CenturyLink 1201 Walnut Bottom Rd. Carlisle Pa 17015 Contact: Elizabeth A. Neff, Business Sales Manager, 717-245-6868 Verizon 1095 Ave of the Americas (Room 3103) New York, NY 10036
Communication – Applied Technology	83915	7	
D.M. Radio Service Corp dba / Communications Service Integrators Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83897	1,3,7,8 2 14	Tessco US Alert Power Products Unlimited
Daniels Electronics Ltd.	83953	1,8	
E.F. Johnson Company	83911	1,2,3,8,13	PMC Associates 8 Crown Plaza, Suite 106 Hazlett, NJ 07730 Attn: Adam Jackler Tactical Public Safety, Elite NSP RCE: Eastern Principle Contact: Jim Foley, CEO Sales Contact: Tim Sage, Manager 1036 Industrial Drive, West Berlin, NJ 08091 Phone: (856) 768-3336 Fax: (866) 477-3626 Additional contact Info: Jim Foley (856) 857-8130; Tim Sage (609) 685-7014 Email: Jim.Foley@TacticalPublicSafety.com ; tim.sage@tacticalpublicsafety.com
Electronic Systems Solutions (ESS)	83905	9	Microwave Networks

Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.			Eltek Valare Energysys Telco Systems
Emerging Power Inc	83919	14	
Ergoflex Systems Inc d/b/a. Xybix Systems Inc	83922	15	
Essential Management Solutions	83895	23	
Eventide Inc	83891	19	Electronic Systems Solutions (ESS) 15 Worth St. South Hackensack, NJ 07606 Quality Communications 1985 Swarthmore Ave Lakewood, NJ 08701 Pagecom Communications Specialists, Inc. 11 Harts Lane – Ste C East Brunswick, NJ 08816 Royal Communications 244 East Union Turnpike Wharton, NJ 07885 Procomm Systems Inc 823 Uniontown Road Philipsburg Road Philipsburg, NJ 08865 Goosetown Communications Inc. 50 North Harrison Avenue Congers, NY 10920
Goosetown Enterprises Inc	83892	1,15	
Harris Corporation RF, Communication Division	83932	1,2,3,7,8,9,11,13, 15,18,19	Tactical Public Safety, Elite NSP RCE: Eastern Principle Contact: Jim Foley, CEO Sales Contact: Tim Sage, Manager Address: 1036 Industrial Drive, West Berlin, NJ 08091 Phone: (856) 768-3336 Fax: (866) 477-3626 Additional Contact Info: Jim Foley (856) 857-8130; Tim Sage (609) 685-7014 Email: Jim.Foley@TacticalPublicSafety.com ; tim.sage@tacticalpublicsafety.com Eastern Communications Services, RCE

			RCE: Eastern Principle Contact: Michael S. Wolf, President Sales Contact: Scott Tschetter Address: 48-14 – 36th Street, Long Island City, NJ 11101 Phone: (718) 729-2044 Fax: (718) 729-2241 Email: msw@easterncommunications.com Alternate Email: swt@easterncommunications.com RF Design & Integration, Inc., Dealer RCE: Eastern Principle Contact: Robin Albert, President Address: 4725 Wingate Street, Philadelphia, PA 19116 Phone: (215) 331-5722 Fax: (215) 331-5723 Email: ralbert@rfdesign-int.com Alternate Email: admin@rfdesign-int.com D.M. Radio Service Corp dba / Communications Service Integrators RCE: Eastern Principle Contact: Sandy Drysdale, President Address: 45 Perry Street, Chester, NJ 07930 Phone: (908) 879-2525 Fax: (908) 879-2322 Email: sdrysdale@csiradio.com Alternate Email: cdrysdale@csiradio.com	
Icom America Inc Icom America does not currently offer sub-contractors as defined in Section 2.1 of this contract. The Authorized Icom Dealer's listed support New Jersey State Customers: Note: Shaded Authorized Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83923	2,3,4,5,8,13	Acecom East Hanover, NJ Alphacomm Gillette, NJ Bearcom Hasbrouck Heights, NJ Birch's Communications Mays Landing, NJ Coastwide Communications Neptune City, NJ ESS South Hackensack, NJ Holzberg Communications, Inc. Totowa, NJ J & H Radio Belleville, NJ Pagecom East Brunswick, NJ S.E.T. Communications, Inc. Somers Point, NJ	

			Tekkcomm Franklinville, NJ Telco Communications Randolph, NJ Windspan Communications Manahawkin, NJ
Intrado Systems Corp	83916	17	
Kenwood USA Inc	83927	1,2,3	A.R. Communications 91 Main St. Eatontown, NJ 07724 732-542-8695 Angel Rodriguez Atlantic Communications 664 Rte 15 South Lake Hopatcong, NJ 07849 973-663-3777 Gary Davieau Birch's Communications 5720 Main St. Mays Landing, NJ 08330 609-625-1915 Lashelle Birch Command Radio 319 Knickerbocker Ave. Hillsdale, NJ 07642 201-666-0131 Scott Karcich D.M. Radio Service Corp dba / Communications Service Integrators 45 Perry St. Chester, NJ 07930 908-879-2525 Sandy Drysdale Electronic Systems Solutions (ESS) 15 Worth St. South Hackensack, NJ 07606 Additional Contact: 9 Basin Dr., Suite 190 South Kearny, NJ 07032 877-359-5350 Ted H Betz Goosetown Communications 58 N Harrison Ave. Congers, NY 10920 845-268-7500 David Gottlieb

Jonach Electronics

15 Merry Lane
East Hanover, NJ 07936
973-428-9440
Jay Jonach

Licom Communications & Electronics

2450 Durham Rd.
Bristol PA 19007
215-945-0998
Rich Liuzzi

Midstate Mobile Radio

(James T Potts)
1681 S Olden Ave.
Trenton, NJ
609-888-1234
Jim Potts

Mountain Radio & Electronics

934 Route 619
Newton, NJ 07860
973-579-1599
Eric Pfunke

Quality Communications

1985 Swarthmore Ave.
Suite 4
Lakewood NJ 08701
732-730-9000
Brian Fortier

Radio Communications Service

940 Eddystone Ave.
Eddystone, PA 19022
610-874-7100
Dale Petrovich

Regional Communications

64 E Midland Ave.
Paramus, NJ 07653
201-261-6600
Anthony Sabino

Spectrum Communications

47 N Dell Ave.
Kenvil, NJ 07847
973-252-4525
Ed Windt

Tactical Public Safety

1036 Industrial Drive
W. Berlin, NJ 08091
856-768-3336
James Foley

			Ted Kingston Inc. 5 E. Willard Road Strathmere, NJ 08248 609-263-8739 Ted Kingston White Dotte Communications & Electronics 2345 Route 206 Southampton, NJ 08088 609-267-6610 Michael Green
KML Technology Inc	83903	17	
Kova Corp	83906	18,19	
Motorola Solutions Inc.	83909	1,2,3,4,5,7,8,9,12 ,13,15,16,18,19,20,21	<u>Motorola Subcontractors</u> The subcontractors listed below will be responsible to support the installation & optimization of new radio communication systems, as well as additions to, upgrades of, and maintenance and support of existing radio communication equipment & systems. Allcomm Technologies, Inc. 5105 Highway 34 Farmingdale, NJ 07727 Contact: Ellen Bertiger Phone: 732-919-1144 Fax: 732-919-1411 sales@allcommnj.com Electronic Systems Solutions (ESS) 9 Basin Drive, Suite 190 Kearny, NJ 07032 Contact: Freda Chinchilla Phone: 201-488-2292 Fax: 973-690-5520 fchinchilla@gotoess.com Additional Location: 15 Worth Street South Hackensack, NJ 07606 Contact: Freda Chinchilla Phone: 201-488-2292 Fax: 201-488-1690 fchinchilla@gotoess.com M & W Communications, Inc. 361 Quakertown Road Flemington, NJ 08822 Contact: Betsy/Chip Malcarek Phone: 908-788-6050 Fax: 908-782-3094 betchip@att.net

Mid-State Mobile Radio**James T. Potts**

1681 South Olden Avenue

Trenton, NJ 08610

Contact: Jim Potts

Phone: 609-888-1234

Fax: 609-888-0804

jpotts@midstateradio.com

Pinnacle Wireless Inc.

80 Commerce Way

Hackensack, NJ 07601

Contact: Todd Brown

Phone: 201-488-1099

Fax: 201-621-4334

toddb@pinnacle-wireless.com

Quality Communications - Lakewood Operations

1985 Swarthmore Avenue, Suite 4

Lakewood, NJ 08701

Contact: Brian Fortier

Phone: 732-730-9000 x104

Fax: 732-730-9005

E-Mail: brian.fortier@qualitywireless.com

Regional Communications, Inc.

East 64 Midland Avenue

Paramus, NJ 07652

Contact: Tony Sabino/Leo Kane

Phone: 201-261-6600

Fax: 201-261-6304

tsabino@regionalcom.com

Royal Communications, Inc.

244 East Union Turnpike

Wharton, NJ 07885

Contact: Mike Sullivan

Phone: 973-328-4000

Fax: 973-328-0266

mikes@royalcommunications.com

Wireless Electronics, Inc.

776 Jernee Mill Road

Sayreville, NJ 08872

Contact: Michael Travassos

Phone: 732-926-1000

Fax: 732-390-8863

mtravassos@wirelessce.com

Additional Location:

153 Cooper Road

West Berlin, NJ 08091

Contact: Michael Travassos

Phone: 856-768-4310 Fax: 856-753-9290

mtravassos@wirelessce.com

**Motorola Authorized Manufacturer
Representatives**

Below is a list of Authorized Manufacturer Representatives which Motorola has certified to engage under a contract resulting from this RFP. These Motorola Manufacturer Representatives are bound by the same terms, conditions and Price lines of any contract awarded to Motorola Solutions a result of this RFP. Accordingly, the Motorola Authorized Manufacturer Representatives listed below are permitted to provide equipment and services under a contract awarded to Motorola Solutions a result of this RFP. Authorized Dealers / Distributors / Resellers are then permitted to provide equipment under a contract awarded to that OEM as a result of this RFP.

Unless specifically listed below, no other entity is permitted by Motorola Solutions to provide equipment and services under a contract awarded a result of this RFP.

Pinnacle Wireless Inc.

**Wireless Communications and
Electronics Inc.**

**Electronic Systems Solutions Inc.
(ESS)**

**Quality Communications - Lakewood
Operations**

Allcom Technologies Inc.

Royal Communications Inc.

Regional Communications Inc.

M & W Communications

Piercon Solutions

Midstate Mobile Radio

(James T. Potts)

Global Telecom Group Inc.

Mutualink Inc	83894	7	
New Jersey Business Systems Inc	83899	9,11	
Nice Systems	83921	19	Delaware Office Equipment t/a

			D.O.E. Technologies 1200 Philadelphia Pike Wilmington, DE 19809 Contact: Joe Bunce 302-798-7500 x107 E-Mail: jbunce@doetech.com Micro Strategies, Inc. 104 Broadway Denville, NJ 07834 Contact: Chris Montalbano 973-625-7721 x6558 E-Mail: cmontalban@microstrat.com
Office Business Systems Holding Inc	83896	19	
O-MC Signal Research	83901	1,10,11	
Pinnacle Wireless a, Division of Nexlink Global Services Inc. Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83918	9,10 15 15 16 18,19	Mindshare Consoles Watson Furniture Unipower Sabre Nice
PMC Associates Inc Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83900	10,13 1,2 1,2,3 1 1,8 1 2 2 2 2,3 3 7 9 15	Powertrunk Tait Bosch Telex Sinclair Technologies Cimmarron Technologies Con-Space Savox Sensear Datron Guardian Pyramid Communications Raytheon JPS Communications Exalt Concept Seating

		15	Evans Consoles
Procomm Professional Communications Systems Inc (PCS)	83931	1,2,3 8 11 15 16	PCS (OEM product line) Midland Radio Corporation 911 Direct Eaton
Queues Enforth Development	83889	21	
R.F. Design & Integration Inc Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83907	10,11 1,2,3 1 1 1,9 1,8 7 12 9 9 10	Hytera Omnitronics SiteMinder Spectracom Bird TX-RX Harris Intralex Convex Exalt Rinnicom Axell
Royal Communications Inc	83898	8	
Thales Communication	83914	2,8	Electronic Service Solutions, Inc. 15 Worth Street South Hackensack, NJ 07606 Contact: Freda Chinchilla Phone: 201-488-2292 Fax: 201-488-1690 fchinchilla@gotoess.com Quality Communications - Lakewood Operations 1985 Swarthmore Avenue, Suite 4 Lakewood, NJ 08701 Contact: Brian Fortier Phone: 732-730-9000 x104 Fax: 732-730-9005 E-Mail: brian.fortier@qualitywireless.com
Value Added Voices Solutions Inc	83908	18,19	

Vertex Standard USA Inc.	83926	1,2,3	Dealers authorized to perform sales, service, maintenance, programming and installation of Vertex Standard Equipment. PMC Associates Contact: Mike Casciano 8 Crown Plaza # 106 Hazlet, NJ 07730-2472 Phone (732) 888-9300 Vendor ID Number 0076077 Command Radio Contact: Scott Karcich 319 Knickerbocker Ave. Hillsdale, NJ 07642 Phone (201) 666-0131 Triangle Communications Contact: Brent Chelshire 2362 Waldheim Ave. Scotch Plains, NJ 07076 Phone (908)518-0911
Quality Communication Systems Inc. (formerly WPCS International) Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83904	8 12 15 2,3 7	Sti-Co Bird Wrightline Otto Electronics Omnitronics
Zetron Inc	83924	7,15,17	Eastern Communications, Ltd. 48-14 36th Street Long Island City, NY 11101 Telephone: 718-729-2044 Fax: 718-729-2241 Primary Contact: Scott Tschetter www.easterncommunications.com Tactical Public Safety LLC 1036 Industrial Drive West Berlin, NJ 08091 856-768-3336 1-877-768-7811 Fax: 856-768-3666 Primary Contact: James Foley CEO www.Tacticalpublicsafety.com Goosetown Communications 58 N. Harrison Ave. Congers, NY 10920 Telephone: 845-268-7500 Toll Free Number: 888-466-7386 Fax: 845-268-5345 Primary Contact: David Gottlieb

			www.goosetown.com Transcore, LP 8158 Adams Drive, Liberty Center – Bldg 200 Hummelstown, Pa. 17036 Telephone: 717-561-2400 Toll Free Number: Fax: 717-564-8439 Primary Contact: Darrell Loomis www.transcore.com Mobile Techtronics Inc 1127 Lake Ave Clark NJ, 07066 Telephone: 732-388-5385 Telephone: 973-844-0485 Toll Free Number: 800-251-6566 Fax: 732-388-5079 Primary Contact: Fred Illg Jr. www.mobiletechtronics.com TuWay Mobile Communications 2115 City Line Road Bethlehem, PA 18017 Telephone: 610-865-3811 Toll Free Number: 800-346-3700 Fax: 610-865-3818 Primary Contact: William Landis www.tuway.com Procomm Systems, Inc. 823 Uniontown Road Phillipsburg, NJ 08865 Telephone: 908-387-6930 Toll Free Number: 800-834-9422 Fax: 908-387-6933 Primary Contact: Chuck Anastasio www.procommsystems.com Quality Communications - Lakewood Operations 1985 Swarthmore Ave, Suite 4 Lakewood, NJ 08701 Toll Free Number: 1-800-245-8186 Fax: 732-730-9005 Primary Contact: Brian Fortier E-Mail: brian.fortier@qualitywireless.com Regional Communications Inc 64 E. Midland Ave, PO Box 144 Paramus, NJ 07652 Telephone: 201-261-6600 Fax: 201-261-6600 Toll Free Number: 800-877-7234 www.regionalcom.com Primary Contact: Tony Sabino
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PART 3

Radio Communication Equipment and Accessories

T0109

Solicitation #13-x-22183

Revised Directions for Use of Contract/Method of Operations

DIRECTIONS FOR USE OF CONTRACT

A.) NJ State Cooperative Purchasing Partners ("Using Agency") are permitted to obtain quotes from the awarded Contractors and must verify all equipment and price quotes provided by a contract vendor with the State Contract Manager.

B.) Contractors must provide each contract end users / Using Agency with:

1. A written proposal and price quote in an electronically searchable format and include the following information:

- The State Contract Number with corresponding State Contract Commodity Number and Priceline(s) for each item quoted.
- The unique manufacturer identification code assigned to each item (Part Number)
- A clear and concise item description
- The quantity of items quoted
- The manufacturer's list price
- The State's percent discount rate
- The State's discount list price
 - Other discounts as appropriate (Large Purchase Order Discount section 3.19.1, Annual Equipment Sales Spend Discount, etc.) must be included.
- Total Extended Price

2. Contractor Information- Contractor's name, contact person, contact phone number, contract number date of quote, quote number

3. If requested, an electronic scan or photocopy of the page from the Contractor's original bid proposal detailing the item or service must be provided to the contract end user / Using Agency.

4. If, in the event that an additional or substitute/replacement item is requested by a Contractor for inclusion in its contract, -and- before providing a quote or offering the subject item for sale under its contract, the Contractor must:

- Submit a Contractor's letterhead to the Purchase Bureau and the State Contract Manager requesting the addition/substitution along with any attachments specifying the item or items to be added.
- Secure a Letter of Authorization from the Purchase Bureau confirming the Contract Manager's review and approval of the Contractor's request.

- Verify and validate its approval of the addition/substitution item to the contract end user / Using Agency by providing a copy of the executed Letter of Authorization from the Purchase Bureau along with the Contractor's letter requesting the addition/substitution and any attachments clearly specifying the item or items to be added.
- The Contractor must also provide the contract end user / Using Agency with a price quote matching the approved addition/substitution item before offering that item for sale.

CONTRACTOR PRICELISTS

- The State Contract Manager shall retain all contractor price lists and upon request validate in writing, via e-mail all price quotes provided by the contractor to a Using Agency.
- All contractor prices and price lists shall be net, firm and not subject to increase during the period of the contract and include all transportation charges, FOB Destination, to all NJ Using Agencies. Escalation clauses shall not be accepted.
- All price list discounts shall be firm for the period of the contract.
- In the event of manufacturer's price decrease during the contract period, the State shall receive the full benefit of such price reduction on any undelivered purchase order and on any subsequent order placed during the contract period.
- The Director of the Division of Purchase and Property must be notified in writing of any reduction within five (5) days of the effective date.

CONTRACTOR REQUESTED CHANGES AND BI-ANNUAL CONTRACT UPDATES:

A.) RADIO COMMUNICATION EQUIPMENT; PRODUCT, SERVICE AND AUTHORIZED RESELLER / DISTRIBUTOR / SUBCONTRACTOR ADDITIONS, DELETIONS OR MODIFICATIONS INCLUDING ALL BUSINESS RELATED UPDATES.

- Contractor requested changes must be submitted in writing on company letterhead, signed by an authorized representative of the firm, and addressed to both the Procurement Specialist assigned to the Purchase Bureau Division of Purchase and Property, Treasury, and the State Contract Manager.
- The contractor's request must detail each product, service and/or business related update requested along with any attachments specifying the item(s) to be updated or added.
- The written request may be sent via electronic scan / email and include a machine searchable pricelist for all products added. Request will be reviewed by the Division of Purchase and Property, the State Contract Manager and OIT.

B.) IMPORTANT NOTE: ALL CONTRACTORS REQUESTED ADDITIONS, DELETIONS AND BUSINESS RELATED UPDATES TO T-0109 WILL BE MADE ON A BI-ANNUAL SCHEDULE.

C.) CONTRACTORS MUST SUBMIT ALL REQUESTED CHANGES NO LESS THAN THIRTY (30) DAYS IN ADVANCE OF A SCHEDULED CONTRACT UPDATE.

- ANY CONTRACTOR REQUEST WHICH DOES NOT MEET A REQUIRED SUBMITTAL DEADLINE NO LESS THAN THIRTY (3) DAYS IN ADVANCE OF A SCHEDULED CONTRACT UPDATE WILL NOT BE CONSIDERED FOR THAT CORRESPONDING BI-ANNUAL UPDATE PERIOD.

D.) STATE CONTRACT UPDATES (T0109) WILL BE MADE ON THE FOLLOWING SCHEDULE:

- JANUARY 1, 2014 – FIRST BI-ANNUAL UPDATE TO T0109 FOR CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES AS SPECIFIED WITHIN SECTION VII. WHICH ARE NECESSARY TO ONGOING BUSINESS INTEREST OF THE STATE AND ITS COOPERATIVE PURCHASING PARTNERS WILL BE REVIEWED BY THE STATE CONTRACT MANAGER FOR APPROVAL.
 - ALL STATE-APPROVED CONTRACTOR REQUESTS RECEIVED BY THE STATE NO LATER THAN DECEMBER 1, 2013 WILL BE INCLUDED IN THIS UPDATE PERIOD AS PERMITTED UNDER THE STATE TERM CONTRACT
- JUNE 1, 2014 – SECOND BI-ANNUAL UPDATE TO T0109 FOR CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES AS SPECIFIED WITHIN SECTION VII.
- ALL ADDITIONAL BI-ANNUAL CONTRACTOR REQUESTED PRODUCT OR BUSINESS UPDATES WILL BE MADE ON OR ABOUT EACH SIX (6) MONTH CONTRACT AWARD ANNIVERSARY DATE THROUGH THE REMAINING TERM OF STATE CONTRACT #T0109.

ALL OTHER TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT SHALL REMAIN THE SAME.



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
PO BOX 230
TRENTON, NJ 08625-0230

CHRIS CHRISTIE
Governor
KIM GUADAGNO
Lt. Governor

ANDREW P. SIDAMON-ERISTOFF
State Treasurer
JIGNASA DESAI-MCCLEARY
Director

AMENDMENT # 2

T0109

Date: April 10, 2014

**Subject: Radio Communication Equipment and Accessories
SOLICITATION #13-x-22183**

Contract Period: May 1, 2013 to April 30, 2018
Contract expiration date is April 30, 2018.

To: All Using Agencies and Cooperative Purchasing Partners

The following constitutes Amendment #2 to Term Contract T0109. This amendment is effective April 10, 2014 and divided into the following parts:

Part 1: Approved Contractor Requested Changes and Bi-Annual Updates to Radio Communication Equipment; Products, Services including Additions, Deletions or Modifications.

Note: All approved Contractor Requested Changes, Bi-Annual Updates and contract pricing may be validated by requesting State Contract Manager review of a Contractor Provided Quote.

Part 2: Contractors and Authorized Dealers/Distributors List including:
AUTHORIZED RESELLER / DISTRIBUTOR / SUBCONTRACTOR ADDITIONS, DELETIONS OR MODIFICATIONS EFFECTIVE WITH THIS AMENDMENT ARE ENCLOSED.

NOTE: Directions for Use of Contract/Method of Operations are unchanged from Amendment # 1. Agency and Contractor responsibilities remain in effect.

ALL OTHER TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT SHALL REMAIN THE SAME.

It is the sole responsibility of the contractor to be knowledgeable of all contract terms and conditions; Amendment additions, deletions, modifications; Directions for Use of Contract/Method of Operations and New Jersey Standard Terms and Conditions. All other terms and conditions of the original contract shall remain the same.

PART 1

Radio Communication Equipment and Accessories

**T0109
Solicitation #13-x-22183**

Approved Contractor Requested Changes and Bi-Annual Contract Updates

I) Contract Assignment:

Please be advised that Contract # 83898, originally awarded to Royal Communications Inc., is assigned to Northeast Communications Inc. All prices, terms and conditions of this contract remain the same.

Northeast Communications Inc., contact information is as follows:

Contractor: **Northeast Communications, Inc.**
244 E. Union Turnpike
Wharton, NJ 07885
Phone: 973-328-4000
Fax Number: 973-328-0266

Contact: **Robert Davieu, President**
Phone: **973-328-4000**
Fax: **973-328-0266**
E-Mail: bobd@northeastcom.com

II) Additional State Contractor Contact Information Updates:

Please be advised that the contact information for Contract # 83909, awarded to Motorola Solutions Inc. is updated to:

Marcial Mojena State Account Manager
Motorola Solutions
P.O. Box 305
Bordentown, NJ 08505-0305
Phone: 609-324-3653
Fax: 609-324-2849
Email Address: Mmojena@motorolasolutions.com

Please be advised that the contact information for Contract # 83911, awarded to EF Johnson is updated to:

Jessica Vo
Contract Administrator
O 972.819.2394
C 214.984.9946
E jvo@efji.com

Please be advised that the contact information for Contract # 83918, awarded to Pinnacle Wireless is updated to:

Stephanie Walsh, Regional Vice President of Sales
Pinnacle Wireless
18-01 Pollitt Drive
Fairlawn, NJ 07410
O-800-214-6642 x3126
C-201-749-2771
F-201-621-4334
Email Address: SWalsh@pinnaclewireless.com

Please be advised that the contact information for Contract # 83932, awarded to Harris Corporation Inc. is updated to:

Michael D. Kerwick
Harris Corporation
Public Safety & Professional Communications
609-256-3006 – Mobile
717-930-1020 – Fax
Email Address: mkerwick@harris.com

**III) Harris Corporation Contract # 83932 Approved Promotional Pricing:
Additional Discount of of current / existing Harris OEM Atate Contract
Pricing on**

**OpenSky2 infrastructure (Base Stations and Services)* and
OpenSky2 Mobile and Portable Radios and Accessories*.**

*Applies only to products and services purchased solely for use with a Harris OpenSky2 system or componenets thereof and may not be used toward any EDACS, P25 or Conventional system or components thereof.

Contact State Contract Manager to validate Contract Pricing and effective discount.

PART 2

Radio Communication Equipment and Accessories

**T0109
Solicitation #13-x-22183**

Contractors and Authorized Dealers/Distributors List



**NJ State Contract T-0109
Authorized Dealers/Distributors List**

Radio Communications and Equipment 13-x-22183 (T0109) Contractor & Reseller List, Contract # and Category Award			
Contractor	Contract #	Category Award	Authorized Distributors
AAT Communication Corp	83890	3,19	
Aeroflex Wichita	83913	12	
Allcomm Technologies Inc Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83902	1,2,3,4,13 1 15	David Clark Gaitronics CTI
Amcom Software Inc	83912	17,18	
Atlantic Communications Inc. Note: Shaded Authorized Distributors/ Dealers pending valid	83917	2,3,6 2,3,4	Impact Sigtronics

NJ Business Registration. All orders and invoicing must be completed through contract vendor.			
Aviat US Inc	83920	9	
Battery Zone Inc	83910	14	
Cassidian Communication (Plant Equipment Inc.)	83925	17,18,19,20,21	Carousel Industries of North America 859 South Country Trail Exeter RI 02822 Johnston Communications 345 Belleville Tpk North Arlington NJ 07032 United Telephone Co. of NJ, Inc. / dba CenturyLink 1201 Walnut Bottom Rd. Carlisle Pa 17015 Contact: Elizabeth A. Neff, Business Sales Manager, 717-245-6868 Verizon 1095 Ave of the Americas (Room 3103) New York, NY 10036
Communication – Applied Technology	83915	7	
D.M. Radio Service Corp dba / Communications Service Integrators Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83897	1,3,7,8 2 14	Tessco US Alert Power Products Unlimited
Daniels Electronics Ltd.	83953	1,8	
E.F. Johnson Company	83911	1,2,3,8,13	PMC Associates 8 Crown Plaza, Suite 106 Hazlett, NJ 07730 Attn: Adam Jackler Tactical Public Safety, Elite NSP

			RCE: Eastern Principle Contact: Jim Foley, CEO Sales Contact: Tim Sage, Manager 1036 Industrial Drive, West Berlin, NJ 08091 Phone: (856) 768-3336 Fax: (866) 477-3626 Additional contact Info: Jim Foley (856) 857-8130; Tim Sage (609) 685-7014 Email: Jim.Foley@TacticalPublicSafety.com ; tim.sage@tacticalpublicsafety.com
Electronic Systems Solutions (ESS) Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83905	9	Microwave Networks Eltek Valare Energysys Telco Systems
Emerging Power Inc	83919	14	
Ergoflex Systems Inc d/b/a. Xybix Systems Inc	83922	15	
Essential Management Solutions	83895	23	
Eventide Inc	83891	19	Electronic Systems Solutions (ESS) 15 Worth St. South Hackensack, NJ 07606 Quality Communications 1985 Swarthmore Ave Lakewood, NJ 08701 Pagecom Communications Specialists, Inc. 11 Harts Lane – Ste C East Brunswick, NJ 08816 Procomm Systems Inc 823 Uniontown Road Philipsburg Road Philipsburg, NJ 08865 TuWay Mobile Communications 2115 City Line Road Bethlehem, PA 18017 Telephone: 610-865-3811

			Toll Free Number: 800-346-3700 Fax: 610-865-3818 Primary Contact: William Landis www.tuway.com Goosetown Communications Inc. 50 North Harrison Avenue Congers, NY 10920
Goosetown Enterprises Inc	83892	1,15	Wireless Electronics, Inc. 153 Cooper Road West Berlin, NJ 08091 Contact: Michael Travassos Phone: 856-768-4310 Fax: 856-753-9290 mtravassos@wirelessce.com
Harris Corporation RF, Communication Division	83932	1,2,3,7,8,9,11,13,15,18,19	Tactical Public Safety, Elite NSP RCE: Eastern Principle Contact: Jim Foley, CEO Sales Contact: Tim Sage, Manager Address: 1036 Industrial Drive, West Berlin, NJ 08091 Phone: (856) 768-3336 Fax: (866) 477-3626 Additional Contact Info: Jim Foley (856) 857-8130; Tim Sage (609) 685-7014 Email: Jim.Foley@TacticalPublicSafety.com ; tim.sage@tacticalpublicsafety.com Eastern Communications Services, RCE RCE: Eastern Principle Contact: Michael S. Wolf, President Sales Contact: Scott Tschetter Address: 48-14 – 36th Street, Long Island City, NJ 11101 Phone: (718) 729-2044 Fax: (718) 729-2241 Email: msw@easterncommunications.com Alternate Email: swt@easterncommunications.com RF Design & Integration, Inc., Dealer RCE: Eastern Principle Contact: Robin Albert, President Address: 4725 Wingate Street, Philadelphia, PA 19116 Phone: (215) 331-5722 Fax: (215) 331-5723 Email: ralbert@rfdesign-int.com Alternate Email: admin@rfdesign-int.com

			D.M. Radio Service Corp dba / Communications Service Integrators RCE: Eastern Principle Contact: Sandy Drysdale, President Address: 45 Perry Street, Chester, NJ 07930 Phone: (908) 879-2525 Fax: (908) 879-2322 Email: sdrysdale@csiradio.com Alternate Email: cdrysdale@csiradio.com
Icom America Inc Icom America does not currently offer sub-contractors as defined in Section 2.1 of this contract. The Authorized Icom Dealer's listed support New Jersey State Customers: Note: Shaded Authorized Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83923	2,3,4,5,8,13	Acecom East Hanover, NJ Alphacomm Gillette, NJ Bearcom Hasbrouck Heights, NJ Birch's Communications Mays Landing, NJ Coastwide Communications Neptune City, NJ ESS South Hackensack, NJ Holzberg Communications, Inc. Totowa, NJ J & H Radio Belleville, NJ Pagecom East Brunswick, NJ S.E.T. Communications, Inc. Somers Point, NJ Tekkcomm Franklinville, NJ Telco Communications Randolph, NJ Windspan Communications Manahawkin, NJ
Intrado Systems Corp	83916	17	
Kenwood USA Inc	83927	1,2,3	A.R. COMMUNICATIONS 91 MAIN ST

EATONTOWN, NJ 07724
732-542-8695
ANGEL RODRIGUEZ

ATLANTIC COMMUNICATIONS
664 RTE 15 SOUTH
LAKE HOPATCONG, NJ 07849
973-663-3777
GARY DAVIEAU

BIRCH'S COMMUNICATIONS
5720 MAIN ST
MAYS LANDING, NJ 08330
609-625-1915
LASHELLE BIRCH

COMMAND RADIO
319 KNICKERBOCKER AVE
HILLSDALE, NJ 07642
201-666-0131
SCOTTKARCICH

**D.M. RADIO SERVICE CORP dba /
COMMUNICATIONS SERVICE
INTEGRATORS**
45 PERRY ST
CHESTER, NJ 07930
908-879-2525
SANDY DRYSDALE

**ELECTRONIC SYSTEMS SOLUTIONS
(ESS)**
15 Worth St.
South Hackensack, NJ 07606

Additional Contact: 9 BASIN DR., SUITE 190
SOUTH KEARNY, NJ 07032
877-359-5350
TED H BETZ

GOOSETOWN COMM
58 N HARRISON AVE
CONGERS, NY 10920
845-268-7500
DAVID GOTTLIEB

JONACH ELECTRONICS
15 MERRY LA
EAST HANOVER, NJ 07936
973-428-9440
JAY JONACH

LICOM COMM & ELECT

2450 DURHAM RD
BRISTOL PA 19007
215-945-0998
RICH LIUZZI

MIDSTATE MOBILE RADIO

JAMES T POTTS
1681 S OLDEN AVE
TRENTON, NJ
609-888-1234
JIM POTTS

MOUNTAIN RADIO & ELECTRONICS

934 ROUTE 619
NEWTON, NJ 07860
973-579-1599
ERIC PFUNKE

MPS COMMS

1420 S. BROAD ST.
TRENTON, NJ 08610
609-394-2555
STEVE BUDASSI

QUALITY COMMUNICATIONS

1985 SWARTHMORE AVE
SUITE 4
LAKEWOOD NJ 08701
732-730-9000
BRIAN FORTIER

RADIO COMM SERVICE

940 EDDYSTONE AVE
EDDYSTONE, PA 19022
610-874-7100
DALE PETROVITCH

REGIONAL COMMUNICATIONS

64 E MIDLAND AVE
PARAMUS, NJ 07653
201-261-6600
ANTHONY SABINO

RF DESIGN AND INTEGRATION, INC.

4725 WINGATE STREET
PHILADELPHIA, PA 19136
215-331-5722
ROBIN ALBERT

			SPECTRUM COMM. 47 N DELL AVE KENVIL, NJ 07847 973-252-4525 ED WINDT TACTICAL PUBLIC SAFETY 1036 INDUSTRIAL DRIVE W. BERLIN, NJ 08091 856-768-3336 JAMES FOLEY TED KINGSTON INC 5 E. WILLARD ROAD STRATHMERE, NJ 08248 609-263-8739 TED KINGSTON WHITE DOTTE COMM & ELECT 2345 ROUTE 206 SOUTHAMPTON, NJ 08088 609-267-6610 MICHAEL GREEN
KML Technology Inc	83903	17	
Kova Corp	83906	18,19	
Motorola Solutions Inc.	83909	1,2,3,4,5,7,8,9,12,13,15,16,18,19,20,21	<u>Motorola Authorized Service Providers</u> The subcontractors listed below will be responsible to support the installation & optimization of new radio communication systems, as well as additions to, upgrades of, and maintenance and support of existing radio communication equipment & systems. Allcomm Technologies, Inc. 5105 Highway 34 Farmingdale, NJ 07727 Contact: Ellen Bertiger Phone: 732-919-1144 Fax: 732-919-1411 sales@allcommnj.com Electronic Service Solutions Inc. (ESS) 9 Basin Drive, Suite 190 Kearny, NJ 07032 Contact: Freda Chinchilla Phone: 201-488-2292 Fax: 973-690-5520 fchinchilla@gotoess.com

Additional Location:

15 Worth Street
South Hackensack, NJ 07606
Contact: Freda Chinchilla
Phone: 201-488-2292
Fax: 201-488-1690
fchinchilla@gotoess.com

Goosetown Enterprises Inc.

58 N. Harrison Ave.
Congers, NY 10920
Phone: 888-466-7386
Fax: 845-268-5345

M & W Communications, Inc.

361 Quakertown Road
Flemington, NJ 08822
Contact: Betsy/Chip Malcarek
Phone: 908-788-6050
Fax: 908-782-3094
betchip@att.net

Mid-State Mobile Radio

(James T. Potts)

1681 South Olden Avenue
Trenton, NJ 08610
Contact: Jim Potts
Phone: 609-888-1234
Fax: 609-888-0804
jpotts@midstateradio.com

Pinnacle Wireless Inc.

80 Commerce Way
Hackensack, NJ 07601
Contact: Todd Brown
Phone: 201-488-1099
Fax: 201-621-4334
toddb@pinnacle-wireless.com

Quality Communications

1985 Swarthmore Avenue, Suite 4
Lakewood, NJ 08701
Contact: Brian Fortier
Phone: 732-730-9000 x104
Fax: 732-730-9005
E-Mail: brian.fortier@qualitywireless.com

Regional Communications, Inc.

East 64 Midland Avenue
Paramus, NJ 07652

Contact: Tony Sabino/Leo Kane
Phone: 201-261-6600
Fax: 201-261-6304
tsabino@regionalcom.com

Wireless Electronics, Inc.
776 Jernee Mill Road
Sayreville, NJ 08872
Contact: Michael Travassos
Phone: 732-926-1000
Fax: 732-390-8863
mtravassos@wirelessce.com

Additional Location:
55 Liberty Street
Metuchen, NJ 08847
Contact: Myron Polulak
Phone: 732-926-1000
Fax: 732-926-1194
mpolulak@wirelessce.com

Additional Location:
153 Cooper Road
West Berlin, NJ 08091
Contact: Michael Travassos
Phone: 856-768-4310 Fax: 856-753-9290
mtravassos@wirelessce.com

**Motorola Authorized Manufacturer
Representatives**

Below is a list of Authorized Manufacturer Representatives which Motorola has certified to engage under a contract resulting from this RFP. These Motorola Manufacturer Representatives are bound by the same terms, conditions and Price lines of any contract awarded to Motorola Solutions a result of this RFP. Accordingly, the Motorola Authorized Manufacturer Representatives listed below are permitted to provide equipment and services under a contract awarded to Motorola Solutions a result of this RFP. Authorized Dealers / Distributors / Resellers are then permitted to provide equipment under a contract awarded to that OEM as a result of this RFP.

			Unless specifically listed below, no other entity is permitted by Motorola Solutions to provide equipment and services under a contract awarded a result of this RFP. ALLCOMM TECHNOLOGIES INC. ELECTRONIC SERVICE SOLUTIONS INC. (ESS) GLOBAL TELECOM GROUP INC. M & W COMMUNICATIONS MIDSTATE MOBILE RADIO (JAMES T. POTTS) PIERCON SOLUTIONS PINNACLE WIRELESS INC. WIRELESS COMMUNICATIONS AND ELECTRONICS INC. QUALITY COMMUNICATIONS
Mutualink Inc	83894	7	
New Jersey Business Systems Inc	83899	9,11	
Nice Systems	83921	19	Delaware Office Equipment t/a D.O.E. Technologies 1200 Philadelphia Pike Wilmington, DE 19809 Contact: Joe Bunce 302-798-7500 x107 E-Mail: jbunce@doetech.com Micro Strategies, Inc. 104 Broadway Denville, NJ 07834 Contact: Chris Montalbano 973-625-7721 x6558 E-Mail: cmontalban@microstrat.com Wilmac Business Equipment Company, Inc. 3466 Progress Drive, Suite 112 Bensalem, PA 19020-5814 Contact: Joe Grube 800-836-1160 x209 E-Mail: jgrube@wilmacco.com

Office Business Systems Holding Inc	83896	19	
O-MC Signal Research	83901	1,10,11	
Pinnacle Wireless a, Division of Nexlink Global Services Inc. Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83918	9,10 15 16 18,19	Watson Furniture Unipower Sabre Nice
PMC Associates Inc Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83900	10,13 1,2 1,2,3 1 1,8 1 2 2 2 2,3 3 7 9 15 15	Powertrunk Tait Bosch Telex Sinclair Technologies Cimmarron Technologies Con-Space Savox Sensear Datron Guardian Pyramid Communications Raytheon JPS Communications Exalt Concept Seating Evans Consoles

Procomm Professional Communications Systems Inc (PCS)	83931	1,2,3	
		8	PCS (OEM product line)
		11	Midland Radio Corporation
		15	911 Direct
		16	Eaton
Queues Enforth Development	83889	21	
R.F. Design & Integration Inc	83907	10,11	
		1,2,3	Hytera
		1	Omnitronics
		1	SiteMinder
		1,9	Spectracom
		1,8	Bird TX-RX
		7	Harris Intraplex
		12	Convex
		9	Exalt
		9	Rinnicom
Northeast Communications Inc.	83898	10	Axell
		8	
Thales Communication	83914	2,8	Electronic Service Solutions, Inc. 15 Worth Street South Hackensack, NJ 07606 Contact: Freda Chinchilla Phone: 201-488-2292 Fax: 201-488-1690 fchinchilla@gotoess.com Quality Communications 1985 Swarthmore Avenue, Suite 4 Lakewood, NJ 08701 Contact: Brian Fortier Phone: 732-730-9000 x104 Fax: 732-730-9005

			E-Mail: brian.fortier@qualitywireless.com
Value Added Voices Solutions Inc.	83908	18,19	
Vertex Standard USA Inc.	83926	1,2,3	Dealers authorized to perform sales, service, maintenance, programming and installation of Vertex Standard Equipment. PMC Associates Contact: Mike Casciano 8 Crown Plaza # 106 Hazlet, NJ 07730-2472 Phone (732) 888-9300 Vendor ID Number 0076077 Command Radio Contact: Scott Karcich 319 Knickerbocker Ave. Hillsdale, NJ 07642 Phone (201) 666-0131 Triangle Communications Contact: Brent Chelshire 2362 Waldheim Ave. Scotch Plains, NJ 07076 Phone (908)518-0911
Quality Communication Systems Inc. (formerly WPCS International) Note: Shaded Authorized Distributors/ Dealers pending valid NJ Business Registration. All orders and invoicing must be completed through contract vendor.	83904	8 12 15 2,3 7	Sti-Co Bird Wrightline Otto Electronics Omnitronics
Zetron Inc	83924	7,15,17	Eastern Communications, Ltd. 48-14 36th Street Long Island City, NY 11101 Telephone: 718-729-2044 Fax: 718-729-2241 Primary Contact: Scott Tschetter www.easterncommunications.com Tactical Public Safety LLC 1036 Industrial Drive West Berlin, NJ 08091 856-768-3336

			1-877-768-7811 Fax: 856-768-3666 Primary Contact: James Foley CEO www.Tacticalpublicsafety.com Goosetown Communications 58 N. Harrison Ave. Congers, NY 10920 Telephone: 845-268-7500 Toll Free Number: 888-466-7386 Fax: 845-268-5345 Primary Contact: David Gottlieb www.goosetown.com Northeast Communications, Inc. 244 E. Union Turnpike Wharton, NJ 07885 Phone: 973-328-4000 Fax Number: 973-328-0266 Contact: Robert Davieu, President Phone: 973-328-4000 Fax: 973-328-0266 E-Mail: bobd@northeastcom.com Mobile Techtronics Inc 1127 Lake Ave Clark NJ, 07066 Telephone: 732-388-5385 Telephone: 973-844-0485 Toll Free Number: 800-251-6566 Fax: 732-388-5079 Primary Contact: Fred Illg Jr. www.mobiletechtronics.com Procomm Systems, Inc. 823 Uniontown Road Phillipsburg, NJ 08865 Telephone: 908-387-6930 Toll Free Number: 800-834-9422 Fax: 908-387-6933 Primary Contact: Chuck Anastasio www.procommsystems.com Quality Communications 1985 Swarthmore Ave, Suite 4 Lakewood, NJ 08701 Toll Free Number: 1-800-245-8186 Fax: 732-730-9005 Primary Contact: Brian Fortier E-Mail: brian.fortier@qualitywireless.com
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			Regional Communications Inc 64 E. Midland Ave, PO Box 144 Paramus, NJ 07652 Telephone: 201-261-6600 Fax: 201-261-6600 Toll Free Number: 800-877-7234 www.regionalcom.com Primary Contact: Tony Sabino Transcore, LP 8158 Adams Drive, Liberty Center – Bldg 200 Hummelstown, Pa. 17036 Telephone: 717-561-2400 Toll Free Number: Fax: 717-564-8439 Primary Contact: Darrell Loomis www.transcore.com TuWay Mobile Communications 2115 City Line Road Bethlehem, PA 18017 Telephone: 610-865-3811 Toll Free Number: 800-346-3700 Fax: 610-865-3818 Primary Contact: William Landis www.tuway.com
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State of New Jersey

CHRIS CHRISTIE
Governor

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
33 WEST STATE STREET
P. O. BOX 230
TRENTON, NEW JERSEY 08625-0230

ANDREW P. SIDAMON-ERISTOFF
State Treasurer

KIM GUADAGNO
Lt. Governor

JIGNASA DESAI-MCCLEARY
Director

AMENDMENT #3 T-0109

SOLICITATION #13-X-22183 CONTRACTS #A83904 AND #A83912

TO: All Using Agencies

DATE: October 29, 2014

FROM: Jackie Kemery, Procurement Specialist
Procurement Bureau – General Services

SUBJECT: Contract Assignment
Radio Communication Equipment and Accessories

CONTRACT PERIOD: May 1, 2013 – April 30, 2018

Please be advised that contract #A83904 currently held by Quality Communications Systems, Inc. has been assigned as follows:

Assignor

Quality Communications Systems, Inc.
1985 Swarthmore Avenue
Lakewood, NJ 08701

Assignee

Gold Type Business Machines, Inc.
351 Paterson Avenue
East Rutherford, NJ 07073

Please be advised that contract #A83912 currently held by Amcom Software, Inc. has been assigned as follows:

Assignor

Amcom Software, Inc.
10400 Yellow Circle Drive, Suite 100
Eden Prairie, MN 55343

Assignee

Spok, Inc.
6850 Versar Center Drive, Suite 420
Springfield, VA 22151

All other contract pricing terms and conditions remain unchanged.

Please file a copy of this Amendment with your Notice of Award for future reference.