

**FEB 07 2019**

Communications Electronics, Inc.  
Attn: Kevin Hart  
2811A Old Lee Highway  
Fairfax, VA 22031

Reference: IFB2000002625 - Motorola Two-Way Radios; Purchase and Related Services

Dear Mr. Hart:

**Acceptance Agreement**

**Contract Number: 4400008982**

This acceptance agreement signifies a contract award to Communications Electronics, Inc. for Motorola Two-Way Radios; Purchase and Related Services. The period of the contract shall be from the date of award through November 30, 2023 with the option to renew for three (3) one-year periods.

The contract award shall be in accordance with:

1. This Acceptance Agreement;
2. The Terms and Conditions of IFB2000002625, and all addenda;
3. Your bid dated November 16, 2018; and
4. The attached summarized Pricing Schedule.

Please note that this is not an order to proceed. A purchase order, which constitutes your notice to proceed, will be issued to your company. Contract award documents may be viewed on the Fairfax County, Department of Purchasing and Supply Management website at: [www.fairfaxcounty.gov/register](http://www.fairfaxcounty.gov/register).

Sincerely,



Michelle R. Pratt  
Director

MRP/sm

*Boyd  
2/18/19*

**PRICING SCHEDULE**

Item No.	Item Description	UOM	Unit Price
<b>CATEGORY A: MOTOROLA PORTABLE TWO-WAY RADIOS - Not programmed, Unassembled</b>			
1	PERCENTAGE DISCOUNT: MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		32%
2	<b>Motorola XPR7350E PORTABLE TWO-WAY RADIO</b> Including: * Battery * Dust Cap * Charger * Antenna * Belt Clip * Manual	EA	\$604.85
3	<b>Motorola XPR7350E PORTABLE TWO-WAY RADIO</b> Including: * Battery * Dust Cap * Charger * Antenna * Belt Clip * Manual * With Programming	EA	\$604.85
4	<b>Motorola XPR7550 PORTABLE TWO-WAY RADIO</b> Including: * Battery * Dust Cap * Charger * Antenna * Belt Clip * Manual	EA	\$647.48
<b>CATEGORY B: MOTOROLA REPEATERS - Delivered, Assembled and Tested</b>			
5	PERCENTAGE DISCOUNT: MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		30%
6	<b>REPEATER: Motorola SL5700 VHF 150-174MHz, 25 watts adjustable</b> Includes: * PMLE4476A Wall mount assembly * 10A IEC Power cable * Frequency appropriate duplexer * 01-12004B04 Duplexer cable * 01-12004U04 Duplexer cable * Assembly, programming & test * RKN4152A Battery back-up cable * Manual	EA	\$2,999.00

<b>CATEGORY C: CHARGERS</b>			
7	<u>PERCENTAGE DISCOUNT:</u> MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		30.10%
8	<b>Motorola Part Number: WPLN4232A</b> Product Description: 120V Single Unit Rapid Rate Charger (US plug)	EA	\$47.98
9	<b>Motorola Part Number: WPLN4212A</b> Product Description: 120V Six Unit Rapid Rate Charger (US plug)	EA	\$326.60
<b>CATEGORY D: BATTERIES</b>			
10	<u>PERCENTAGE DISCOUNT:</u> MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		30%
11	<b>Motorola Part Number: PMNN4077C</b> Product Description: Premium Battery - Lithium Ion (Li-ion) 2200 mAh, 7.5V	EA	\$52.34
12	<b>Motorola Part Number: PMNN4077C</b> Product Description: Premium Battery - Lithium Ion (Li-ion) 2200 mAh, 7.5V	EA	\$52.34
<b>CATEGORY E: ACCESSORIES - ANTENNA, DUST COVER, KNOBS, AND HOUSING.</b>			
13	<u>PERCENTAGE DISCOUNT:</u> MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		27%
14	<b>Motorola Part Number: PMAD4068C</b> Product Description: Combination VHF Whip Antenna with GPS, 147-160 MHz - Intrinsically Safe (FM)	EA	\$8.25
15	<b>Motorola Part Number: 1571477L01</b> Product Description: Accessory Dust Cover	EA	\$4.60
16	<b>Motorola Part Number: 36125204H01</b> Product Description: Channel Select Knob	EA	\$4.67
17	<b>Motorola Part Number: 36125205H01</b> Product Description: Volume Knob	EA	\$4.69
18	<b>Motorola Part Number: PMLN4322</b> Product Description: Housing	EA	\$183.05

<b>CATEGORY F: REPAIR SERVICES</b>			
19	<b>Repeater Repair Services NON-WARRANTY – Off Site</b> Includes repairs and maintenance to repeater equipment delivered or shipped to bidder's business address.	EA	\$795.00
20	<b>Portable WARRANTY Radio Repair Services – On Site</b> Includes all costs associated with equipment repair	EA	\$35.00
21	<b>Portable NON-WARRANTY Radio Repair Services – On Site</b> Includes all costs associated with equipment repair, programming.	EA	\$245.00
22	<b>Portable Radio NON-WARRANTY Repair Services – Off Site</b> Includes all costs associated the repair and programming, and return shipment to FCPS Woodson IT.	EA	\$245.00
23	<b>Radio Reprogramming (No Repeater) Price Per Radio</b> Includes a site visit from a certified technician with the tools, programming hardware and software necessary to reprogram portable two-way radios, including codeplug creation.	EA	\$14.99
24	<b>Radio Programming with Repeater</b> Includes a site visit from a certified technician with the tools, programming hardware and software necessary to reprogram and test portables and one VHF repeater including duplexer retuning, VSWR test and back-up battery voltage, float, and drop load testing. Shall also include equipment feature tests and any necessary customer service/training needs, includes codeplug creation.	EA	\$440.00

<b>Repeater Repairs - On-Site Warranty Labor Rate Pricing Schedule</b> Specifications based on Paragraph 6.7 of the Special Provisions. Includes service calls to site during regular business hours (7:30 am - 4:30 pm)			
	<b>Service Level</b>	<b>Completion Time</b>	<b>Warranty Hourly Rate</b>
25	<b>Critical</b>	8 working hours	\$95.00
26	<b>High</b>	16 working hours	\$87.50
27	<b>Medium</b>	40 working hours	\$80.00
28	<b>Low</b>	30 working days	\$75.00
29	<b>Depot</b>	10 working days	\$75.00
30	<b>Overtime and or Weekend Rates</b>		\$137.50
<b>Repeater Repairs - On-Site Non-Warranty Labor Rate</b> Specifications based on Paragraph 6.7 of the Special Provisions. Includes service calls to site during regular business hours (7:30 am - 4:30 pm)			
	<b>Service Level</b>	<b>Completion Time</b>	<b>Non-Warranty Hourly Rate</b>
31	<b>Critical</b>	8 working hours	\$95.00
32	<b>High</b>	16 working hours	\$87.50
33	<b>Medium</b>	40 working hours	\$79.00
34	<b>Low</b>	30 working days	\$75.00
35	<b>Depot</b>	10 working days	\$75.00
36	<b>Overtime and or Weekend Rates</b>		\$137.50
<b>Repeater Installation Hourly Labor Rate</b> Reference specifications in Special Provisions, Paragraph 6.2			
37	<b>Weekday</b>	Lead Installer	\$79.00
38	<b>Weekday</b>	Installer Helper	\$69.00
39	<b>Weekend/Overtime</b>	Lead Installer	\$99.00
40	<b>Weekend/Overtime</b>	Installer Helper	\$89.00

<b>CATEGORY G: PERCENTAGE DISCOUNT – CATALOG (NON-MOTOROLA)</b>			
41	<b>PERCENTAGE DISCOUNT:</b> MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)		N/A
42	<b>BASE ANTENNAS AND FILTERS</b> Wilson Cellular P/N 301123 – BDA Antenna		29.40%
43	<b>NETWORK SYSTEMS</b> RAD P/N A20058RTH1TKITINT – PTP Kit		N/A
44	<b>BI-DIRECTIONAL AMPLIFIERS</b> Cellular Specialties Inc. P/N CSI-DSP-85-1W-PSS		10.40%
45	<b>TRANSMISSION LINE</b> a. Andrew LDF4-50 Plenum - Coax b. AL-4RPV-50 1/2' Plenum Air Aluminum Cable		37.1% 30.2%
46	<b>SITE HARDWARE</b> X-Mark/CDT XWM-2420-GD-3 24" Wall Mount Enclosure		10%
47	<b>POWER SYSTEMS</b> 12VDC DEKA SOLAR 99 Amp Hr. Battery		15.90%
48	<b>INSTALLATION SUPPLIES</b> Wireless Solutions AR-14-50-0-C Cable Ties		25%
<b>CATEGORY H: PERCENTAGE DISCOUNT OTHER MANUFACTURER RELATED PRODUCTS</b>			
49	<b>MANUFACTURER and/or PRODUCT NUMBER</b> <b>PERCENTAGE DISCOUNT</b>		Motorola 7.1%  Secure Tech Systems 15%  Lufft 5%  Cohuhd Costar 5%  Whelen 10%  Avigilon 12%