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**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Price List Contract No. 22-06

Replaces SPO Price List Contract No. 16-07 and 17-07

Includes Change No. 2

Effective: 10/19/2021

THIS CONTRACT IS FOR AUTHORIZED BUSINESS USE ONLY

NASPO VALUEPOINT

Public Safety Communications Products, Services and Solutions

(RFP Reference No. 00318)

October 6, 2021 to December 31, 2026

INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Washington is the current lead agency and contract administrator for the NASPO ValuePoint Public Safety Communications Products, Services and Solutions. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to 11 qualified Contractors.

The purpose of this contract is to provide radio (P-25), conventional analog portable (non-P25), vehicular repeater systems (VRS) P25, dispatch consoles, microwave radio, interoperability gateway devices, power supply products and solutions, test equipment, monitoring and alarm equipment, furniture dispatch console, equipment shelters, and towers.

For additional information on this contract, visit the NASPO ValuePoint website at <https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/>.



PARTICIPATING JURISDICTIONS listed below have signed a cooperative agreement with the SPO and are authorized to utilize this price list contract.

Executive Departments/Agencies	City and County of Honolulu
Department of Education	Honolulu City Council
Hawaii Health Systems Corporation	Honolulu Board of Water Supply
Office of Hawaiian Affairs	Honolulu Authority for Rapid Transportation
University of Hawaii	County of Hawaii
Public Charter School Commission and Schools	Hawaii County Council
House of Representatives	County of Hawaii – Department of Water Supply
Senate	County of Maui
Judiciary	Maui County Council
	County of Maui – Department of Water Supply
	County of Kauai
	Kauai County Council
	County of Kauai – Department of Water

The participating jurisdictions are not required but may purchase from this price list contract, and requests for exception from the contract are not required. Participating jurisdictions can purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINT OF CONTACT. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	Fax	E-mail
Executive	Matthew Chow	586-0577	586-0570	matthew.m.chow@hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	G-OFS-DOE-Procurement@k12.hi.us
HHSC	Nancy Delima	359-0994		ndelima@hhsc.org
OHA	Christopher Stanley	594-1833	594-1865	chriss@oha.org
UH	Karlee Hisashima	956-8687	956-2093	karlee@hawaii.edu
Public Charter School Commission and Schools	Danny Vasconcellos	586-3775	586-3776	danny.vasconcellos@spscsc.hawaii.gov
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
Judiciary	Tritia Cruz	538-5805	538-5802	tritia.l.cruz@courts.hawaii.gov
C&C of Honolulu	Procurement Specialist	768-5535	768-3299	bfpurchasing@honolulu.gov
Honolulu City Council	Kendall Amazaki, Jr. Nanette Saito	768-5084 768-5085	768-5011	kamazaki@honolulu.gov nsaito@honolulu.gov
Honolulu Board of Water Supply	Procurement Office	748-5071		fn_procurement@hbws.org

Jurisdiction	Name	Telephone	Fax	E-mail
HART	Dean Matro	768-6246		dean.matro@honolulu.gov
County of Hawaii	Diane Nakagawa	961-8440		diane.nakagawa@hawaiicounty.gov
Hawaii County Council	Diane Nakagawa	961-8440		diane.nakagawa@hawaiicounty.gov
County of Hawaii- Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 x224	961-8657	kmatsumoto@hawaii.dws.org
County of Maui	Jared Masuda	463-3816		jared.masuda@co.maui.hi.us
Maui County Council	Marlene Rebugio	270-7838		marlene.rebugio@mauicounty.us
County of Maui- Department of Water Supply	Kenneth L. Bissen Holly Perdido	270-7684 270-7684	270-7136	ken.bissen@co.maui.hi.us holly.perdido@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6297	ebarreira@kauai.gov
Kauai County Council	Codie Tabalba Scott Sato	241-4193 241-4810	241-6349 241-6349	ctabalba@kauai.gov ssato@kauai.gov
County of Kauai- Department of Water	Marcelino Soliz	245-5470	241-5813	msoliz@kauaiwater.org

USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wish to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

CONTRACTORS. The authorized contractors are listed in this price list contract. They have signed a Master Agreement with the State of Washington and a Participating Addendum with the Hawaii State Procurement Office.

- American Power Systems LLC
- Aviat U.S. Inc
- Icom America Inc
- Microwave Networks Inc
- Power Products Limited LLC
- Pyramid Design and Manufacturing dba Pyramid Communications
- Sabre Communications Corporation

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

COMPLIANCE PURSUANT TO HRS §103D-310(c). Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Price List Contract No. 22-06. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, HHSC, OHA and UH for orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

PURCHASE ORDERS may be issued for purchases \$2,500 or more, and for Contractors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

SPO PL CONTRACT NO. 22-06 & NASPO VALUEPOINT MASTER AGREEMENT NUMBER 00318 shall be typed on purchase orders issued against this price list contract. For pCard purchases, the SPO PL Contract No. 22-06 and the NASPO ValuePoint Master Agreement Number shall be notated on the appropriate transaction document.

STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE shall not exceed the following rates if the seller elects to pass on the charges to its customers. The GET is not applied to shipping or delivery charges.

County	County Surcharge Tax Rate	State GET	Max Pass-On Tax Rate	Expiration of Surcharge Tax Rate
C&C of Honolulu	0.50%	4.0%	4.7120%	12/31/2030
Hawaii	0.50%	4.0%	4.7120%	12/31/2030
County of Maui (including Molokai & Lanai)	0.0%	4.0%	4.1666%	No county surcharge
Kauai	0.50%	4.0%	4.7120%	12/31/2030

The GET or use tax and county surcharge may be added to the invoice as a separate line item and shall not exceed the current max pass-on tax rate(s) for each island.

County surcharges on State General Excise (GE) tax or Use Tax may be visibly passed on but are not required. For more information on county surcharges and the max pass-on tax rate, please visit the Department of Taxation's website at <http://tax.hawaii.gov/geninfo/countysurcharge>.

PAYMENTS are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

If purchasing agency fails to make timely payment(s), Contractor may invoice purchasing agency in the amount of one percent (1%) per month on the amount overdue or a minimum of \$1. Payment will not be considered late if a check or warrant is mailed within the time specified.

LEASE AGREEMENTS are not allowed under this contract.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

WARRANTY. Minimum warranty of no less than (1) year for any goods/services included in this contract. Additional warranty options may be provided if included in the Contractor’s Master Agreement.

RETURNS. Purchasing agency may return unopened or unused (non-specialty) Public Safety Radio products within ten (10) business days of receipt for full credit, minus any freight or restocking fee. In such event, Contractor is responsible for shipping costs pertaining to any defective Public Safety Radio Products that are returned.

INSTALLATION. Installation shall be performed by Contractor in a professional manner in accordance with industry standard best practices. The premises shall be left in a neat, clean, and undamaged condition. Purchasing agency reserves the right to require Contractor to repair any damage caused during installation or provide full compensation as determined by the purchasing agency.

NO ADDITIONAL CHARGES. Unless otherwise specified herein, Contractor shall not include or impose any additional charges including, but not limited to handling, or payment processing.

SHIPPING CHARGES. Contractor shall ship all goods purchased pursuant to this contract FOB Purchasing Agency’s specified destination. Shipping charges must be mutually agreed to between Purchasing Agency and Contractor and shall be added as a separate line item on the Contractor’s invoice. Contractor shall bear all risk of loss, damage, or destruction of the goods ordered hereunder that occurs prior to delivery, except loss or damage attributable to Purchasing Entity’s fault or negligence.

DEFINITIONS

“**P25**” or “**Project 25**” is defined as the suite of standards for digital radio communications for public safety as defined by the Department of Homeland Security.

<u>SERVICES BY CONTRACTOR</u>	
CATEGORY	CONTRACTOR NAME
1. Radio (P-25)	Not Available
1.1 Radio Sub-Category: Single -Band Portable Radio (P25)	Icom America Inc
1.2 Radio Sub-Category: Single -Band Mobile Radio (P25)	Icom America Inc
1.3 Radio Sub-Category: Single-Band Desktop Radio (P25)	Icom America Inc

1.4 Radio Sub-Category: Multi-Band Portable Radio (P25)	Not Available
1.5 Radio Sub-Category: Multi-Band Mobile Radio (P25)	Not Available
1.6 Radio Sub-Category: Multi-Band Desktop Radio (P25)	Not Available
1.7 Radio Sub-Category: Base Station/Repeater (P25)*	Not Available
2. Conventional Analog Portable (Non-P25)	Not Available
2.1 Radio Sub-Category: Conventional Analog Portable (Non-P25)	Icom America Inc
2.2 Radio Sub-Category: Conventional Analog Mobile (Non-P25)	Icom America Inc
2.3 Radio Sub-Category: Conventional Analog Desktop (Non-P25)	Icom America Inc
2.4 Radio Sub-Category: Conventional Analog Base Station/Repeater (Non-P25)	Icom America Inc
3. Vehicular Repeater Systems (VRS) P25*	Pyramid Communications
4. Dispatch Consoles	Not Available
5. Microwave Radio	Not Available
5.1 Microwave Sub-Category: Carrier Grade, Packet data (Native IP)	Aviat U.S. Inc, Microwave Networks Inc
5.2 Microwave Sub-Category: Network Grade	Aviat U.S. Inc, Microwave Networks Inc
5.3 Microwave Sub-Category: Native IP, Sub 5.925 GHz	Microwave Networks Inc
5.4 Microwave Sub-Category: Native IP, 900 MHz	Not Available
5.5 Microwave Radio Sub-Category: Carrier Grade, Native Time Division Multiplex (TDM)	Aviat U.S. Inc, Microwave Networks Inc
6. Interoperability Gateway Devices	Not Available
7. Power Supply Products & Solutions	
7.1 DC Power System Solutions	American Power Systems LLC, Power Products Unlimited LLC
7.2 VRLA (Valve Regulated Lead Acid) Battery Systems Solutions	American Power Systems LLC, Power Products Unlimited LLC
7.3 Rack-Mounted Distribution Panels	American Power Systems LLC, Power Products Unlimited LLC
7.4 Converters/Inverters	American Power Systems LLC, Power Products Unlimited LLC
8. Test Equipment	Not Available

8.1 Test Equipment Sub-Category: Multifunction Radio Test Set	Not Available
8.2 Test Equipment Sub-Category: Specialized RF Instruments	Not Available
9. Monitoring & Alarm Equipment	Not Available
9.1 Monitoring & Alarm Sub-Category: Environmental	Not Available
9.2 Monitoring & Alarm Sub-Category: Radio Network	Not Available
10. Furniture, Dispatch Console	Not Available
11. Equipment Shelters	Not Available
11.1 Equipment Shelter Sub-Category: Ballasted	Not Available
11.2 Equipment Shelter Sub-Category: Concrete	Sabre Communications Corporation
11.3 Equipment Shelter Sub-Category: Fiberglass	Not Available
11.4 Equipment Shelter Sub-Category: Framed, Light Weight	Not Available
11.5 Equipment Shelter Sub-category: Outdoor Cabinet	Not Available
12. Towers	Not Available
12.1 Tower Overall Specifications	Not Available
12.2 Towers Sub-Category: Accessories & Appurtenances	Not Available
12.3 Towers Sub-Category: Deployable/Temporary	Not Available
12.4 Tower Sub-Category: Guyed	Sabre Communications Corporation
12.5 Tower Sub-Category: Guyed, Light	Sabre Communications Corporation
12.6 Tower Sub-Category: Lattice	Sabre Communications Corporation
12.7 Tower Sub-Category: Lattice, Light	Sabre Communications Corporation
12.8 Tower Sub-Category: Monopole	Sabre Communications Corporation
12.9 Tower Sub-Category: Passive Microwave Repeater	Not Available
<p><i>*Only Radio Manufacturers who receive an award in 1.7 Sub-Category: Base Station/Repeater and Category 3: Dispatch Console may have the opportunity to offer a turnkey (complete) radio solution and advance to the next evaluation phase. A radio solution may include an upgrade to existing system or a brand new system.</i></p>	

AGENCY INSTRUCTIONS FOR PRICE QUOTES

1. Solicit to all vendors listed in the category of interest.
2. Complete the Uniform Request for Quotes (<https://spo.hawaii.gov/wp-content/uploads/2021/09/Price-List-22-06-UNIFORM-REQUEST-FOR-QUOTES-10-15-2021.docx>)
3. Personnel conducting or participating in utilizing Price List Contract No. 22-06 is responsible to complete form SPO-010, *Record of Procurement*.
4. If award is not made to the lowest responsive, responsible bidder, written justification is explained in Part D.
5. The completed Form SPO-010 is stored in the agency's procurement/contract file.
6. Award is based on best value.

CONSIDERATION OF QUOTES. Agencies shall consider all responsive and responsible quotes received. An award shall be made to the authorized Contractor or authorized reseller based on lowest price. If the lowest price does not meet the agencies specification requirement, the award may be made to the authorized contractor or authorized reseller whose offer represents the best value to the agency. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria in addition to price so that the offer meeting the overall combination that best services the agency is selected. These criteria may include, in addition to others, the total cost of ownership, performance, vendor history, quality of goods, services, delivery and proposed technical performance.

CONTRACTORS

AND

AUTHORIZED

DEALERS

CONTACT

INFORMATION



AMERICAN POWER SYSTEMS LLC

MASTER AGREEMENT NO. 00318

To view American Power Systems pricing and specifications, go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/american-power-systems/>

For price quotes, contact Mark Benson at American Power Systems LLC.

Payment is made to American Power Systems LLC.

American Power Systems LLC.

Name: Mark Benson, Outside Sales

Phone: (253) 859-6357

Email: markbenson@ampowersys.com

Remit Payment To:

American Power Systems LLC

1851 Central Place South #206

Kent, WA 98030

Vendor Code: 359855-00



AVIAT U.S. INC

MASTER AGREEMENT NO. 00318

To view Aviat U.S. Inc pricing and specifications, go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/aviat-networks/>

For price quotes, contact Laurent Brigdan at Aviat U.S. Inc.

Payment is made to: Aviat U.S. Inc.

Aviat U.S. Inc

Name: Laurent Brigdan

Phone: (206) 340-1015

Email: Laurent.Brigdan@Aviatnet.com

Remit Payment To:

Aviat U.S Inc

Dept CH 16534

Palatine, IL 60055-6534

Vendor Code: 319038-00


ICOM AMERICA INC
MASTER AGREEMENT NO. 00318

To view Icom America pricing and specifications, go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/icom-america/>

For price quotes, contact Government Customer Service at Icom America Inc.

Phone: (800) 306-1403
Fax : (425) 450-6063
Email: govsales@icomamerica.com

Territory Sales Manager

Name: Tim Thometz
Cell : (425) 553-8824
Phone : (425) 586-6347
Email: TimT@icomamerica.com

Contract Administration

Name: Kristina Pickering
Phone : (425) 450-6092
Email: SalesContracts@IcomAmerica.com

Payment is made to Icom America Inc.

Icom America Inc.

Name: Scott Latta
Phone : (425) 450-6047
Email: Credit@IcomAmerica.com

Remit Payment To:

Icom America Inc
PO Box 51406
Los Angeles, CA 90051-5406
Vendor Code: 352397-00



MICROWAVE NETWORKS, INC.
MASTER AGREEMENT NO. 00318

To view Microwave Networks pricing and specifications, go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/microwave-networks/>

For price quotes, contact Itai Farchi at Microwave Networks, Inc.

Payment is made to: Microwave Networks, Inc.

Microwave Networks, Inc.

Name: Itai Farchi

Phone: (281) 263-6769

Email: ItaiF@microwavenetworks.com

Remit Payment To:

Microwave Networks Inc

PO Box 11600

Newark, NJ 07101-5800

Vendor Code: 359787-00



POWER PRODUCTS UNLIMITED, LLC.

MASTER AGREEMENT NO. 00318

To view Power Products Unlimited, Inc. pricing and specifications, go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/power-products-unlimited/>

For price quotes, contact Stacy Cambareri at Power Products Unlimited, LLC.

Payment is made to: Power Products Unlimited, LLC.

Power Products Unlimited, LLC.

Name: Diane Morreale
Phone: (678) 292-2043
Fax: (770) 569-1844
Email: diane@powerproducts.com

Remit Payment To:

Power Products Unlimited, LLC.
2170 Brandon Trail
Alpharetta, GA 30004
Vendor Code: 342646-00



PYRAMID DESIGN AND MANUFACTURING INC DBA PYRAMID COMMUNICATIONS MASTER AGREEMENT NO. 00318

To view Pyramid Communications pricing go to:

<https://www.naspovaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/pyramid-communications/>

Payment is made to Pyramid Communications.

Pyramid Communications
Contact: Chris Carbajal
Phone: (714) 901-5462
Fax: (714) 901-5472
Email: Chris@pyramidcomm.com

Remit Payment To:
Pyramid Communications
37 Shield
Irvine, CA 92618
Vendor Code: 359659-00



Sabre Industries[™]
INNOVATION DELIVERED
**SABRE COMMUNICATIONS
CORPORATION**
MASTER AGREEMENT NO. 00318

To view Sabre Communications Corporation pricing and specifications, go to:

<https://www.naspoaluepoint.org/portfolio/public-safety-communications-products-services-and-solutions/sabre-communications-corporation/>

For price quotes, contact Heath Peterson at Sabre Communications Corporation.

Payment is made to: Sabre Communications Corporation.

Sabre Communications Corporation

Name: Heath Peterson
7101 Southbridge Drive
Sioux City, IA 51111

Phone: (712) 224-1455

Email: hgpeterson@sabreindustries.com

Remit Payment To:

Sabre Communications Corporation
P.O. Box 658
Sioux City, IA 51102

Vendor Code: 359823-00

Attn: Bonnie Fiscus

Email: bjfiscus@sabreindustries.com