



ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL

TO: WIRELESS COMMUNICATIONS, INC. ORIGINAL DATE ISSUED: AUGUST 19, 2019
4066 SOUTH FOUR MILE RUN DRIVE CONTRACT NO: 19-311-ITB
ARLINGTON, VIRGINIA 22206 CONTRACT TITLE: RADIOS, MAINTENANCE AND REPAIR SERVICES

THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No. 19-311-ITB including any attachments or amendments thereto.

EFFECTIVE DATE: AUGUST 1, 2022
EXPIRES: JULY 31, 2023
RENEWALS: ONE (1) ONE (1) YEAR RENEWALS REMAINING

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: Rose Kiley VENDOR TEL. NO.: 703-919-4985
EMAIL ADDRESS: rkiley@wireless-inc.com
COUNTY CONTACT: Igor Scherbakov COUNTY TEL. NO.: 703-228-0709
COUNTY CONTACT EMAIL: ischerbakov@arlingtonva.us

CONTRACT AUTHORIZATION

THE COUNTY BOARD OF ARLINGTON COUNTY, VIRGINIA WIRELESS COMMUNICATIONS, INC.

PRINT: DR. SHARON T. LEWIS PRINT: Rose Kiley
SIGNATURE: [Signature] SIGNATURE: [Signature]
TITLE: PURCHASING AGENT TITLE: Contracts Manager
DATE: 6/9/2022 DATE: 6/8/2022

**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VA 22201**

**AGREEMENT NO. 19-311-ITB**

THIS AGREEMENT is made, on the date of execution by the County, between Wireless Communications, Inc., 4066 South Four Mile Run Drive, Arlington, Virginia 22206 ("Contractor") a Maryland corporation authorized to do business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia. The County and the Contractor, for the consideration hereinafter specified, agree as follows:

**1. CONTRACT DOCUMENTS**

The "Contract Documents" consist of the bid of the successful Bidder (hereinafter "Contractor") and Arlington County's (hereinafter "County") Invitation to Bid No. 19-311-ITB.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either party has made any representation or promise with respect to the parties' agreement that is not contained in the Contract Documents. The Contract Documents may be referred to below as the "Contract" or the "Agreement".

**2. SCOPE OF WORK**

The Contractor agrees to provide the goods described in the Contract Documents (the "Work"), more particularly described in the Specifications included with the Invitation to Bid. The primary purpose of the Work is to provide Radios, Maintenance and Repair Services. It will be the Contractor's responsibility, at its sole cost, to provide the specific goods set forth in the Contract Documents and sufficient goods to fulfill the purposes of the Work. Nothing in the Contract Documents limits the Contractor's responsibility to manage the details and execution of the Work.

**3. PROJECT OFFICER**

The performance of the Contractor is subject to the review and approval of the County Project Officer, who will be appointed by the Director of the Arlington County department or agency requesting the Work under this Contract.

**4. CONTRACT TERM**

Time is of the essence. The Work will commence on the date of execution by the County and must be completed no later than July 31, 2020 ("Initial Contract Term"), subject to any modifications provided in the Contract Documents. Upon satisfactory performance by the Contractor the County may, through issuance of a unilateral Notice of Award, authorize continuation of the Agreement under the same contract prices for not more than four (4) additional 12-month periods, from August 1, 2020, to July 31, 2024 (each a "Subsequent Contract Term"). The Initial Contract Term and any Subsequent Contract Term(s) are together the "Contract Term".

**5. CONTRACT PRICING WITH OPTIONAL PRICE ADJUSTMENTS**

The Contract Amount/unit price(s) will remain firm until July 31, 2022 ("Price Adjustment Date"). To request a price adjustment, the Contractor or the County must submit a written request to the other party

## ATTACHMENT B - PRICING SCHEDULE

### SECTION 1: Public Safety Preventive Maintenance and Repair Services

Item No.	Item Description	QTY	Unit of Measure	Unit Price	Total Extension Price
<b>Preventive Maintenance Services / Repair Services</b>					
1	County Owned Subscriber Portables (Yearly service cost per unit)*	1,935	Each	\$80.00	\$154,800.00
2	County Owned Subscriber Mobiles (Yearly service cost per unit)*	734	Each	\$80.00	\$58,720.00
3	Maintenance for vehicle MDTs & in-car cameras (Police, Fire and Sheriff)	440	Each	\$84.00	\$36,960.00
4	Vehicle Mounted Communications Headset System (4 position/6input)	20	Per Unit	\$240.00	\$4,800.00
5	Vehicle Mounted Communications Headset System (2 position)	25	Per Unit	\$120.00	\$3,000.00
6	Vehicle Mounted Communications Headset System (1 position)	20	Per Unit	\$50.00	\$1,000.00
<b>TOTAL:</b>				<b>\$654.00</b>	<b>\$250,480.00</b>

\*Each equipment shall be serviced, at a minimum, once a year. Yearly fees shall be paid in 12 monthly installments.

\*\*Reference Exhibit A for Current Equipment List



## ATTACHMENT B - PRICING SCHEDULE

### SECTION 2: Installation & Removal Services

Item No.	Item Description	Estimated Yearly Quantity	Unit of Measure	Unit Price	Total Extension Price
<b>Dash Mount (control head) Mobile Equipment</b>					
		QTY			
1	Removal Services	25	Each	\$49.50	\$1,237.50
2	In-shop installation	25	Each	\$137.50	\$3,437.50
3	In-field installation	1	Each	\$208.25	\$208.25
4	In-field removal	1	Each	\$74.25	\$74.25
<b>Trunk Mount (control head) Mobile Equipment</b>					
5	Removal Services	25	Each	\$75.00	\$1,875.00
6	In-shop installation	25	Each	\$346.50	\$8,662.50
7	In-field installation	1	Each	\$519.75	\$519.75
8	In-field removal	1	Each	\$112.50	\$112.50
<b>Motorcycle Mount Mobile Equipment</b>					
9	Removal Services	5	Each	\$140.00	\$700.00
10	In-shop installation	5	Each	\$350.00	\$2,750.00
11	In-field installation	1	Each	\$825.00	\$825.00
12	In-field removal	1	Each	\$210.00	\$210.00
<b>Panasonic In-Car Cameras</b>					
13	Removal Services	25	Each	\$140.00	\$3,500.00
14	In-shop installation	25	Each	\$600.00	\$15,000.00
15	In-field installation	1	Each	\$900.00	\$900.00
16	In-field removal	1	Each	\$210.00	\$210.00
<b>Light Bar and Emergency Lighting</b>					
17	Removal Services	10	Each	\$250.00	\$2,500.00
18	In-shop installation	10	Each	\$950.00	\$8,500.00
19	In-field installation	1	Each	\$1,275.00	\$1,275.00
20	In-field removal	1	Each	\$375.00	\$375.00
<b>Siren</b>					
21	Removal Services	10	Each	\$82.50	\$825.00
22	In-shop installation	10	Each	\$220.00	\$2,200.00
23	In-field installation	1	Each	\$330.00	\$330.00
24	In-field removal	1	Each	\$123.75	\$123.75
<b>Cage Enclosure for Vehicles</b>					
25	Removal Services	20	Each	\$125.00	\$2,500.00
26	In-shop installation	20	Each	\$250.00	\$5,000.00
27	In-field installation	1	Each	\$375.00	\$375.00
28	In-field removal	1	Each	\$187.50	\$187.50
<b>Locking Storage Compartment (Cargo area of SUV)</b>					
29	Removal Services	15	Each	\$125.00	\$1,875.00
30	In-shop installation	15	Each	\$250.00	\$3,750.00
31	In-field installation	1	Each	\$375.00	\$375.00
32	In-field removal	1	Each	\$187.50	\$187.50
<b>Vehicle Mounted Communications headset system 4 Position/6 Input (Fire Apparatus)</b>					
33	Removal Services	5	Each	\$250.00	\$1,250.00
34	In-shop installation	5	Each	\$850.00	\$4,250.00
35	In-field installation	1	Each	\$1,275.00	\$1,275.00
36	In-field removal	1	Each	\$375.00	\$375.00
<b>Vehicle Mounted Communications headset system (2 Position)</b>					
37	Removal Services	5	Each	\$125.00	\$625.00
38	In-shop installation	5	Each	\$425.00	\$2,125.00
39	In-field installation	1	Each	\$637.50	\$637.50
40	In-field removal	1	Each	\$187.50	\$187.50
<b>Vehicle Mounted Communications headset system Single Position (Motorcycle)</b>					
41	Removal Services	5	Each	\$125.00	\$625.00
42	In-shop installation	5	Each	\$250.00	\$1,250.00
43	In-field installation	1	Each	\$375.00	\$375.00
44	In-field removal	1	Each	\$187.50	\$187.50
<b>Data 911 Tablet Mobile Data Terminal Services (MDT)*</b>					
45	Installation services inclusive of MDT docking station, charge Guard, cables & fuses, and antennas (GPS and Cellular). Parts shall not be part of this price.	20	Each	\$431.50	\$8,630.00
46	Removal Services inclusive of MDT docking station, charge guard, cables & fuses, and antennas (GPS and Cellular).	20	Each	\$115.50	\$2,310.00
<b>Data 911 M8 Mobile Data Terminal Services (MDT)*</b>					
47	Installation services inclusive of MDT docking station, charge Guard, cables & fuses, and antennas (GPS and Cellular). Parts shall not be part of this price.	5	Each	\$570.00	\$2,850.00
48	Removal Services inclusive of MDT docking station, charge guard, cables & fuses, and antennas (GPS and Cellular).	5	Each	\$195.00	\$975.00
<b>Data 911 M8 2 Position Mobile Data Terminal Services (MDT)*</b>					
49	Installation services inclusive of MDT docking station, charge Guard, cables & fuses, and antennas (GPS and Cellular). Parts shall not be part of this price.	5	Each	\$770.00	\$3,850.00
50	Removal Services inclusive of MDT docking station, charge guard, cables & fuses, and antennas (GPS and Cellular).	5	Each	\$305.00	\$1,525.00
<b>LPR (optional)</b>					
51	Removal Services	10	Each	\$55.00	\$550.00
52	In-shop installation Services	10	Each	\$181.50	\$1,815.00
53	In-field installation	1	Each	\$272.25	\$272.25
54	In-field removal	1	Each	\$82.50	\$82.50
<b>Radio Dual Head Mount</b>					
55	Removal Services	15	Each	\$102.50	\$1,537.50
56	In-shop installation Services	15	Each	\$434.00	\$6,510.00
57	In-field installation	1	Each	\$726.00	\$726.00
58	In-field removal	1	Each	\$153.75	\$153.75
<b>TOTAL:</b>				<b>\$19,936.50</b>	<b>\$115,550.50</b>

**Time of Performance**

5 Business days After Receipt of Order (ARO) for routine calls

8 Hours after receipt of order for emergency calls \$ 276.00 (Additional fee)

\*Installation/Support is not inclusive of MDT (computer) devices.

\*\*Prices quoted here are solely for the installation / removal services, unless specified otherwise.





## ATTACHMENT B - PRICING SCHEDULE

### SECTION 3: Other Services (Hourly Rates)

Item No.	Item Description	Estimated Yearly Quantity	Unit of Measure	Unit Price	Total Extension Price
1	Design Radio Code Plugs	5	Each	\$175.00	\$875.00
2	Radio Subscriber Programming Portable	1	Each	\$35.00	\$35.00
3	Radio Subscriber Programming Mobile	1	Each	\$45.00	\$45.00
4	Radio coverage trouble shooting	8	Hr.	\$138.00	\$1,104.00
5	Other, not listed, In-field installation Services	8	Hr.	\$138.00	\$1,104.00
6	Other, not listed, In-shop installation Services	8	Hr.	\$138.00	\$1,104.00
		<b>TOTAL:</b>		<b>\$669.00</b>	<b>\$4,267.00</b>

**Time of Performance**

\_5\_ Business days ARO for routine calls

\_8\_ Hours ARO for emergency calls \$ 276.00\_ (Additional fee)

*\*Installation/Support is not inclusive of MDT (computer) devices.*

*\*\*Prices quoted here are solely for the installation / removal services, unless specified otherwise.*

*\*Each equipment shall be serviced, at a minimum, once a year. Yearly fees shall be paid in 12 monthly installments.*

*\*\*Hourly rates shall be based on the estimated timeframe a task takes and not based on the number of technicians working on the project*





**ATTACHMENT B - PRICING SCHEDULE**

**Section 4: Parts & Accessories**

Item No.	Item Description	QTY	Unit of Measure	Unit Price	Total Extension Price
1	Remote Speaker Microphones	1,500	Each	\$31.80	\$47,700.00
2	Bluetooth Remote Speaker Microphone	52	Each	\$15.00	\$780.00
3	2 wire surveillance kits	52	Each	\$39.00	\$2,028.00
4	Single Unit Chargers	854	Each	\$24.00	\$20,496.00
5	Multi-Unit Chargers	135	Each	\$195.00	\$26,325.00
6	Antenna for Mobile Vehicles Low Profile 3DB Gain	734	Each	\$12.00	\$8,808.00
7	County Owned Subscriber Portable Antenna	1,935	Each	\$18.00	\$34,830.00
8	Charge Guard	50	Each	\$31.20	\$1,560.00
9	Cables and fuses	50	Each	\$0.00	\$0.00
10	Antennas (GPS and Cellular)	50	Each	\$30.00	\$1,500.00
<b>TOTAL:</b>				<b>\$396.00</b>	<b>\$144,027.00</b>

**Delivery Terms:**

Normal Delivery:   5   days ARO

\*Each equipment shall be serviced, at a minimum, once a year. Yearly fees shall be paid in 12 monthly installments.

**Section 5: Manufacturer's Parts % Discount**

Item No.	Manufacturer / Item Description	% Discount
1	Other Motorola Parts from published list price In effect at the time of order	5
2	ECAT-MOL online catalog	5
3	TESSCO	5
4	Hint	5
5	Federal Signal	5
6	Other similar type vendors	5
7		
8		
9		
10		

Catalog / Website: <https://businessonline.motorol solutions.com>

\*Section 5 will not be included as a part of the total bid.



## PRICING SCHEDULE

### Evaluation Chart

SECTIONS	Unit Subtotal	Extended Subtotal
Section 1	\$654.00	\$250,480.00
Section 2	\$19,936.50	\$115,550.50
Section 3	\$669.00	\$4,267.00
Section 4	\$396.00	\$144,027.00
<b><u>Grand Total</u></b>	\$ 21,655.50	\$ 514,324.50

*\*Each equipment shall be serviced, at a minimum, once a year. Yearly fees shall be paid in 12 monthly installments.*