

LAUTTAMUS COMMUNICATIONS

Bid 2

Proposal For

**West Virginia
Dept. of Administration
Purchasing Division**

**Buyer: TL/32
RFQ No. DPS1224
Bid Opening Date: 3/6/2012
Bid Opening Time: 1:30 P.M.**

Prepared For:

Tara Lyle and WVSP

- Call Center
- Order Entry
- Order Fulfillment
- Paging
- Security
- Alarm Monitoring
- Two-Way Radio
- Telephone Hotlines
- Telemetry
- Comm. Towers
- CCTV
- Access Control
- Wireless Comm.
- Consulting
- Elevator Service
- Medical Alerting

RECEIVED
DIVISION
MAR -6 P 12:46

Submitted By:

Name of Contact Persons: Paul Lauttamus

Organization: A.V. Lauttamus Communications, Inc.

Address: 1344 Cove Hill Road
Weirton, WV 26062

Website: www.lauttamus.com

Phone Numbers: 304-723-5555
800-285-2197
304-224-3440

Fax Number: 304-723-7417

E-mail Addresses: paul@lauttamus.com

Awards and Honors: Governor Manchin Service Award
Sam Walton Businessman of Year
Ernst and Young Entrepreneur of Year
Rotarian of Year
Who's Who, WV State Journal
WV State Journal, 40 Under 40
WV 211 Call Center Provider
Paul Harris Fellow

References: Mittal Steel
Allegheny Energy
State of West Virginia
United State Government
Bechtel Bettis
West Virginia University Hospital
United Hospital
National Security Agency
West Virginia State Police



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
DPS1224

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1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

RFQ COPY

VENDOR

TYPE NAME/ADDRESS HERE
 AV Lauttamus Comm Inc
 1344 Cove Hill Rd.
 Weirton WV 26062

SHIP TO

WEST VIRGINIA STATE POLICE
 4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE Net 20	SHIP VIA UPS	F.O.B. Destination	FREIGHT TERMS PPS ADD
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		220-61		
SIGNAL AND NOISE VOTER COMPARATORS OPEN-END CONTRACT THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, WV STATE POLICE, IS SOLICITING BIDS TO PROVIDE SIGNAL AND NOISE VOTER COMPARATORS, RELATED ACCESSORIES/OPTIONS, PER THE ATTACHED SPECIFICATIONS. INQUIRIES: WRITTEN QUESTIONS WILL BE ACCEPTED UNTIL CLOSE OF BUSINESS ON 02/15/2012. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO: TARA LYLE DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305 FAX: 304-558-4115 EMAIL: TARA.L.LYLE@WV.GOV						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						

SIGNATURE <i>Paul Lauttamus</i>	TELEPHONE 304.723.5335	DATE 3-4-2012
TITLE <i>Vice Pres</i>	FEIN 311416652	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualification: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER DPS1224

PAGE 2

ADDRESS CORRESPONDENCE TO ATTENTION OF: TARA LYLE 304-558-2544
--

RFQ COPY

TYPE NAME/ADDRESS HERE

*A.V. Lauttamus Comm. Inc.
 1344 Cove Hill Rd.
 Weirton, WV 26060*

WEST VIRGINIA STATE POLICE

4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>Net 20</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Destination</i>	FREIGHT TERMS <i>PPS ADD</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.						
UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT BY THE STATE OF WEST VIRGINIA, ITS AGENCIES, OR POLITICAL SUBDIVISIONS, THE TERMS, CONDITIONS, AND PRICING SET FORTH HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.						
RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.						
CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.						
OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE <i>Paul Lauttamus</i>	TELEPHONE <i>304 723 5333</i>	DATE <i>3-4-2012</i>
TITLE <i>Vice President</i>	FEIN <i>311410650</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
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 Charleston, WV 25305-0130

Request for Quotation

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3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

A.V. Lauttamus Comm. Inc.
1344 Cove Hill Rd.
Weirton, WV 26062

SHIP TO

WEST VIRGINIA STATE POLICE

4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/27/2012	<i>NET 20</i>	<i>UPS</i>	<i>Destination</i>	<i>PPS Add</i>
BID OPENING DATE:	03/06/2012	BID OPENING TIME		01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 01/17/2012</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Carol Lauttamus</i>	TELEPHONE <i>304 723 5333</i>	DATE <i>3-4-2012</i>	
TITLE <i>VP</i>	FEIN <i>311416652</i>	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
DPS1224

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

ROONEY

A.V. Lauttamus Comm. Trac
1344 Cove Hill Rd.
Wenner, WV 26062

SHIP TO

WEST VIRGINIA STATE POLICE

4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>Net 30</i>	SHIP VIA <i>UP</i>	F.O.B. <i>Destination</i>	FREIGHT TERMS <i>PP & Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. No.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT: (1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE AGENCIES THAT MAY REQUIRE REGISTRATION.</p> <p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Paul Jablonski</i>	TELEPHONE <i>304 723 5355</i>	DATE <i>3-4-2012</i>	
TITLE <i>UP</i>	FEIN <i>311416052</i>	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**Request for
 Quotation**

RFQ NUMBER
DPS1224

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE 304-558-2544

RFQ COPY

VENDOR

TYPE NAME/ADDRESS HERE

*AV Lauttamus Comm.
 1344 Love Hill Rd.
 Weirton, WV 26062*

SHIP TO

WEST VIRGINIA STATE POLICE
 4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE <i>net 20</i>	SHIP VIA <i>UPS</i>	F.O.B. <i>Washington</i>	FREIGHT TERMS <i>PPS Add</i>
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.						
VENDOR PREFERENCE CERTIFICATE THIS TEAM EXHIBIT HAS BEEN REPLACED BY THE ONLINE VERSION WHICH IS AVAILABLE HERE: HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/VRC/VENPREF.PDF						
NOTICE A SIGNED BID MUST BE SUBMITTED TO: DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID						
BUYER: -----				TL/32-----		
RFQ. NO.: -----				DPS1224-----		

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Paul Jantzen</i>	TELEPHONE <i>304.723.5333</i>	DATE <i>3-04-2012</i>
TITLE <i>VP</i>	FEIN <i>311416652</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER DPS1224

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ADDRESS CORRESPONDENCE TO ATTENTION OF: PARRA LYLE 304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

A.V. Lauttamus Comm. Finc.
 1344 Coal Hill Rd.
 Weirton, WV 26063

SHIP TO

WEST VIRGINIA STATE POLICE
 4124 KANAWHA TURNPIKE
 SOUTH CHARLESTON, WV
 25309 304-746-2141

DATE PRINTED 01/27/2012	TERMS OF SALE Net 20	SHIP VIA UPS	F.O.B. Destination	FREIGHT TERMS PPG Add
BID OPENING DATE: 03/06/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
BID OPENING DATE: ---03/06/2012--- BID OPENING TIME: ---1:30 PM--- PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ---304 723 7417--- CONTACT PERSON (PLEASE PRINT CLEARLY): ---Paul D. Lauttamus---						
***** THIS IS THE END OF RFQ DPS1224 ***** TOTAL:						Please See Attachment

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Paul D. Lauttamus</i>	TELEPHONE 304 723 5333	DATE 3-4-2012	
TITLE UP	FEIN 311416053	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

DPS1224

Signal to Noise Voter Comparator

The West Virginia State Police desire to establish an open-end contract for the purchase of Signal and Noise Voter Comparators, related accessories, and options. The contract shall be available for use by all other entities of state government, as well as counties and municipalities as this will assist in the State's Interoperable Radio Project.

		Comply?	
		<u>Yes</u>	<u>No</u>
1. <u>Signal to Noise Voter Comparator</u>			
1.1	Voting shall be accomplished by a signal to noise comparison of received signal.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.2	Voter shall have a capacity of 6 functional channels, expandable to at least 12 channels.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.3	Voting shall take place continuously.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.4	Voting criteria will be as little as 2db difference between channels.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.5	Audio input level shall be between 100 mv and 10 V p-p.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.6	Each channel shall display visual indication of:		
1.6.1	Channel Active	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.6.2	Channel Voted	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.7	Each channel should display visual indication of:		
1.7.1	Channel Failed	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.8	Each channel shall be capable of being disabled independently of others.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.8.1	Manual selection shall be by way of a toggle switch on the front panel of unit	<input checked="" type="checkbox"/>	<input type="checkbox"/>

		Comply?	
		Yes	No
1.8.2	Manual (disabled) selection shall be reflected by a visual indication.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.9	Each channel shall be independently selectable forcing voting to occur on that channel until manually deselected.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.9.1	Manual selection shall be by way of a toggle switch on the front panel of unit	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.9.2	Manual (forced) selection shall be reflected by a visual indication.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.10	Audio output shall be up to 1v p-p and adjustable.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.10.1	Distortion shall be less than 0.5% at rated output	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.11	Each channel shall be individually adjustable.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.12	Mounting		
1.12.1	All components will be contained in a 19" rack.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.12.2	Boards will plug into a back plane	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.12.3	Space will be allocated in the rack for a power supply module as required.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.13	Power Supply		
1.13.1	Power supply will operate from 110v line input	<input checked="" type="checkbox"/>	<input type="checkbox"/>
1.13.2	Modules will operate from +11 to +15 Volts DC provided by power supply in 1.13	<input checked="" type="checkbox"/>	<input type="checkbox"/>

2.0 Receiver Interface

2.1	Remotely mounted receivers shall utilize an interface module to provide COR indication over phone or radio interface. This may utilize pilot tones of either 1950 Hz or 2175 Hz.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2.2	Audio output from this device shall be from -30 to +10dbm	<input checked="" type="checkbox"/>	<input type="checkbox"/>
		<input checked="" type="checkbox"/>	<input type="checkbox"/>

	Comply?	
	<u>Yes</u>	<u>No</u>
3.0 <u>General Specifications and Warranty</u>		
3.1 Upon request and/or prior to bid award vendors shall provide manufacturer's certification indicating they are an authorized reseller of the product(s) they are offering/bidding.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3.2 All equipment shall be warranted for a period of 3 years, including parts and labor, and beginning when the equipment is first placed in service.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3.3 Special / Promotional pricing offered by vendors for limited periods of time and any item pricing provided for items not requested in this RFQ shall not be considered for bid award and/or price comparison.	<input checked="" type="checkbox"/>	<input type="checkbox"/>

4.0 Options

4.1 Device to enable receiver to communicate with voter equipment providing interface mentioned in Section 2.1	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4.2 Additional voter channel modules	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4.3 Blank panels to replace removed voter modules	<input checked="" type="checkbox"/>	<input type="checkbox"/>

5.0 Award

5.1 The contract will be awarded to one vendor with the most complete bid meeting all of the specifications with the lowest grand total. The delivery costs should be included in the bid.

Please Note: Please Review Specification Sheet enclosed.

Thank You
[Signature]

DPS1224

Cost Sheet

Item	Description	Make/model	Estimated Quantity	Unit Price	Extended Price
1.0	Signal to Noise Voter Comparator	47800A-01	6	6672.10	40032.60
2.0	Receiver Interface (Pilot Tone Generator)	47800A-003-2	18	841.19	15,141.42
3.0	Blank Panels for Voter card removal	Included	18	N/A	N/A
			Grand Total:		55174.02

NOTE: All quantities specified in the Price Quotation form are for bid purposes only. Actual quantities to be purchased will vary with each order.

Vendor Name: A.V. Lauttamus Comm. INC.

Contact Name: Paul Lauttamus

Address: 1344 Cove Hill Rd.
Weirton, WV 26062

Phone No.: 304. 723. 5335

Fax No.: 304. 723. 7417

Authorized Signature: Paul Lauttamus

RFQ No. DPS 1224

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentally established by a county or municipality; any separate corporation or instrumentally established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: A.V. Lauttamus Comm. FWC.

Authorized Signature: Paul Jouttama Date: 3-4-2012

State of West Virginia

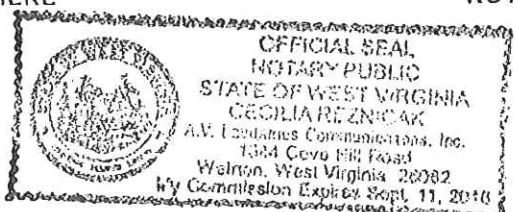
County of HANCOCK, to-wit:

Taken, subscribed, and sworn to before me this 4th day of March, 2012

My Commission expires September 11, 2016.

AFFIX SEAL HERE

NOTARY PUBLIC Geclia Reznick



Rev. 09/08

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1. Application is made for 2.5% resident vendor preference for the reason checked:
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
- 2. Application is made for 2.5% resident vendor preference for the reason checked:
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 3. Application is made for 2.5% resident vendor preference for the reason checked:
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
- 4. Application is made for 5% resident vendor preference for the reason checked:
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
- 5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
- 6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: AV Lauttamus Comm Inc Signed: [Signature]

Date: 3-4-2012 Title: VP

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

Applications

- SNR Voting
- 800 MHz Rebanding
- Conventional Radio Simulcast
- Repeater Intertie
- Incident Response
- Interoperability
- System Troubleshooting

M4x SNR Voter/Comparator Ordering Information

PART NUMBER	DESCRIPTION
47800A-2222-W500	8-Port, M4x SNR Voter/Comparator (four 4-wire Modules)
47800A-2220-W500	6-Port, M4x SNR Voter/Comparator (three 4-wire Modules)
47800A-2200-W500	4-Port, M4x SNR Voter/Comparator (two 4-wire Modules)
47800A-2000-W500	2-Port, M4x SNR Voter/Comparator (one 4-wire Modules)

M4x voters can be ganged to create vote groups as large as is needed.



M4x SNR Voter/Comparator Specifications

VOTING AUDIO INPUTS

Input Impedance/Input Level	ohms	600 or high impedance (100K)
Frequency Response	Hz	5 to 3400
Pilot Tone Sensitivity	dBm	Two configurable ranges: -15 to 2 and -25 to -8

VOTING AUDIO OUTPUTS

Output	ohms	600
Output Level	dBm	-50 to 3
Frequency Response	Hz	5 to 3400
Absolute Output Delay	dBm	Two configurable ranges: -15 to 2 and -25 to -8
Distortion	%	Better than 1%

VOTING COMPARATOR

Switching Time Between Sites	msec	50 ms to 12 sec
Voting Threshold	dB	1 to 15
Voting Delay	msec	50 ms
No Audio Vote Timeout	msec	50 ms to 12 sec

ENVIRONMENTAL

Operating Temperature	°C	0 to 50 operating
Storage Temperature	°C	-40 to 80 non-operating
Relative Humidity	%	0 to 95% non-condensing
Maximum Altitude	ft./m	15,000/4572

POWER REQUIREMENTS

AC Input Power	VAC	100 to 240 VAC, 50 - 60 Hz, .5A
DC Input Power	VDC	9 to 18 or -48
Physical Dimensions	in.	Approximately 1.3"H x 5.5"W x 12.5"D

The Raven M4x products offer the perfect combination of versatility, mobility, and economy; a simple USB connection to a laptop or desktop computer unleashes a powerful communication system that can serve an unlimited number of uses.

If you don't see what you need, please ask us about it. However unique or complex your requirement, Raven has either already accomplished the task or will apply our flexibility and capability to do so, quickly and competitively.

Raven is an engineering factory focused on providing specialized communications.



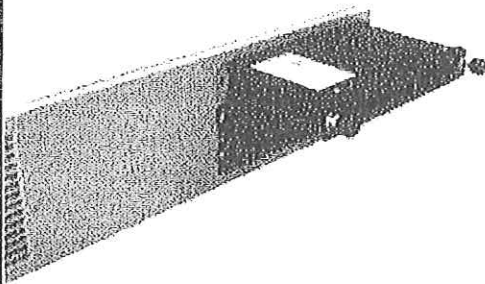
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M4x System

FEATURES

- Tone Remote Control
- Wire Line Capabilities
- Interoperate between Disparate Radio
- Audio Delay Features (audio hold on, hold off)
- 2175 Notch Filtering
- Traditional VOX/Audio Delay
- Conferencing
- Cross Patch
- Active Voice Bridge
- Voice Frequency Switching
- Voice/Data Digital Orderwire



Raven's innovative M4x communication technology is the foundation of our latest product line. It helps customers overcome a number of challenging applications with minimal effort.

M4x technology is a useful tool that can simplify system design by replacing multiple network elements. In addition, it can solve unique problems that would otherwise involve very expensive and troublesome adaptations to larger systems.

M4x offers a flexible, scalable, and economical solution in both small (starting at 2 ports) and large (hundreds of ports) applications.

Event-driven, intuitive software enables you to configure ports individually.

The M4x Communication System's scalability is based on different Raven-manufactured "modules". For example, adding a 4-wire module to an M4x System provides two additional full-duplex channels of 4-wire audio. Up to 24 channels are supported in the main M4x chassis (the main M4x chassis is a standard 2RU 19 inch chassis).

Additionally, up to two M4x expansion chassis can be ganged to the main M4x chassis, with each M4x Expansion Chassis (standard 2RU 19 inch chassis) adding another 72 channels.

There are a variety of Raven-manufactured modules available to create robust customer-configured communication systems. The current suite of M4x modules includes:

M4x MODULE	MODULE PROVIDES
4-wire Audio	Two channels of full duplex 4-wire audio
2-wire Telephone	Two 2-wire telephone connections
4-wire Telephone	Two 4-wire telephone connections
Conference Bridge	32 channels of call conferencing
PSTN (SNI) Access	Two channels of PSTN access
Alarm Input	16 open or closed contact inputs
Relay	Six double throw or eight single throw contacts
RS-232	Two RS-232 data channels
I/O	Monitors or controls up 16 control points as input or output
RS-422	Two modules wide and interfaces M4x to the digital orderwire
T1/E1	Connects each time slot to any M4x port
VOIP	Digitize voice signals and send over a digital network

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APPLICATIONS

- 800 MHz Rebanding
- Repeater Inter tie
- Multi-user Crosspatch (network enabled)
- DTMF Crosspatch
- Communications System Troubleshooting
- 4-Wire Bridge
- SNR Voting
- Dispatch



Interoperability via Raven's M4x Communication System

The M4x Communication System is the foundation of many different products. M4x provides a way of interconnecting various types of mobile radio, telephone, satellite and even data equipment to provide a complete interoperability solution in one box. M4x is extremely versatile, because you can add functionality to the system (generally in 2 channel increments) as your needs grow; you can start with a base system and gradually add to it.

All M4x products are driven by a software application. In the case of Prime Responder M4x, the software application allows a "supervisor" to create and tear down talk groups, to view radio activity, to listen to a particular talk group, and to break into (join) a particular talk group.

Interoperability in the M4x is achieved using these fundamental communication building blocks:

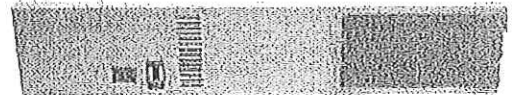
◊ **VOX/Voice Delay** The 4-wire interface module provides software-controllable VOXing, voice delay, PTT relay, and COR functions.

◊ **Switching Matrix** The software-controlled, electronic, fully non-blocking digital switching array which can switch up to 256 full-duplex audio/data paths.

◊ **Tone Filtering and Tone Generation** The 4-wire interface module can produce function tones for applications that require tone remote control, and can also provide notch filtering— for example, filtering the low-level guard tone.

◊ **Bridging and Conferencing** The conference bridge interface module can conference up to 32 conversations.

Multiple conference bridge interfaces can be ganged to provide larger conferences. Via software control, conferences can be established and torn down.



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Raven Electronics Corporation

Specialized Communication Solutions Since 1968

M4x Mini-Blade using M4x Communication Technology

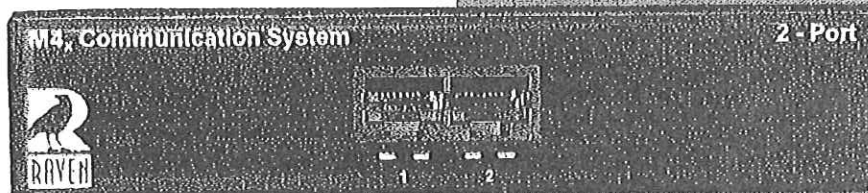
Designed by our engineers with your needs in mind - your Idea Shop.

The M4x Mini-Blade quickly connects to your laptop via USB. It has two ports and offers the same easy-to-use software as the M4x Blade for added flexibility. In addition to functioning in all the same ways as a bridge, it provides many more features and capabilities, such as:

- Tone Remote Control
- 2175 Notch Filter
- Voice Frequency Switch

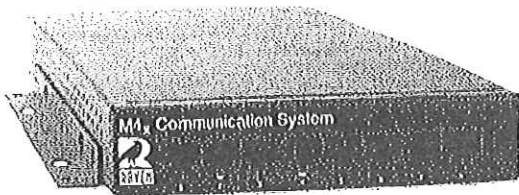
Event-driven, intuitive software enables you to configure the ports as necessary. It has just the right number of ports to perform the following:

- VOX and Audio Delay
- DTMF Radio Channel Steering
- Troubleshooting



One 2-Channel
Module, 2 ports

If your application calls for more than two ports,
consider the M4x Blade to configure up to eight ports!



M4x Communication System 2-Port

GREATER FLEXIBILITY:

Choose a different module (2 ports) based on your needs:

- RS-232 Module
- Relay Module
- RS/N Access Module
- 4-Wire Telephone Module
- 2-Wire Telephone Module

Two RS-232 data channels
Six double throw or 8 single throw contacts
Two channels of RS/N access
Two 4-wire telephone connections
Two 2-wire telephone connections

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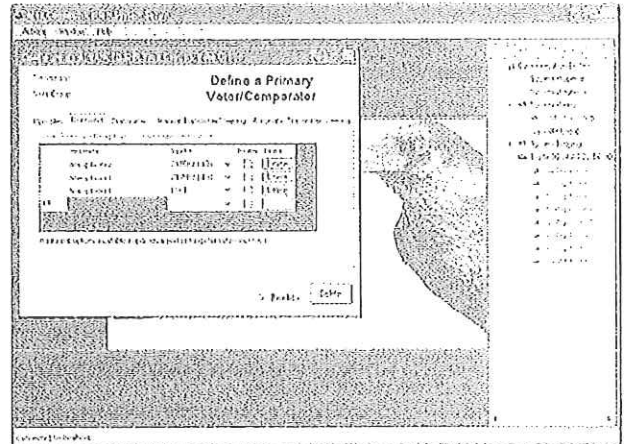
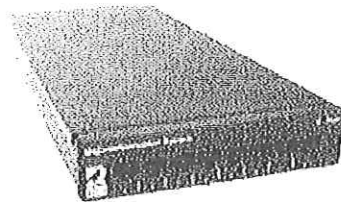
Raven Electronics Corporation

M4x SNR Voter/Comparator

Monitors multiple remote receivers on a radio channel and selects the best signal.

The Raven Electronics M4x SNR Voter/Comparator is the most flexible and cost-effective voting system on the market. The M4x voter solves coverage and reception problems of mobile radio subscribers and includes a unique capability to be flexible enough for non-typical applications.

- Event-driven, intuitive software
- Remotely configure ports on-the-fly
- Full featured reporting capabilities



Typical voter/comparator application: multiple outlying subscriber receivers, a high-power repeater, and a dispatch receiver.

Subscriber receivers are dispersed around a specific area of coverage and returned to a central location via microwave, leased lines, or point-to-point receivers. The Raven M4x voter resides at the central site and it:

- monitors multiple remote receivers,
- votes the best audio and
- passes it to one or more end-points (consoles, dispatchers or repeater/transmitters).

Most receivers are configured for S-TAC operation providing either 2175Hz or 1950Hz status tone to the voter to indicate the squelched condition. If a receiver does not have the capability for S-TAC operation, then squelch conditions can be triggered by COR or VOX. Additionally, outlying M4x Blades can be utilized as status tone (or "pilot tone") generators themselves.

Voting Applications

- COR Voting
- 800 MHz Rebanding
- Two-Site Repeater Voting & B2B Operation
- Transmitter Steering Requirement

APPLICATIONS

- Repeater Intertie
- Multi-user Crosspatch (network enabled)
- DTMF Crosspatch
- 4-Wire Bridge
- Dispatch
- Communications System Troubleshooting
- Customer-defined "Custom Configurations"

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Raven Electronics Corporation

Specialized Communication Solutions Since 1968

Dual 4-Wire Interface Modules 476-150 & 476-151 M4x Communication Technology

The Raven **476-150 & 476-151 Dual 4-Wire Interface Modules** are modules that plug into a Raven 47692 or 47698 Line Interface Board. These modules provide two 4-wire audio ports with transformer coupled inputs and outputs (476-150) or differential inputs and outputs (476-151). The two ports can be configured for E & M Lead (or COR and PTT) operation when required. The 476-151 has a lower frequency response to pass PL tones and the input can be configured for high impedance.

The Dual 4-Wire Interface can be software provisioned to perform the following functions:

- Signal-to-noise analysis
- 2175Hz notch filtering
- Audio level control
- PTT generation
- Audio Delay:
 - Receive & transmit audio delay up to 1 second
- Tone Detection:
 - Function tones
 - Status tone (1950Hz/2175Hz)
 - DTMF
- Keying Options:
 - VOX threshold
 - COR
 - Combination of VOX/COR
 - Custom, via software
- Tone Generation:
 - EIA keying tones for tone remote control
 - Voting status tone (1950/2175Hz)
 - DTMF
 - Test tones
 - Call progress tones
 - Pilot/status tone generator

Specifications

4-WIRE AUDIO PORTS

Isolation	>60 dB
Idle Noise	<20 dbrnC0
476-150 module:	
Input & Output Gain	-20 to +7 dBm @ 600Ω adjustable in 0.1dB steps
Frequency Response	300 to 3400Hz +/- 0.5dBm ref. to 1 KHz
476-151 module:	
Input & Output Gain	-20 to +7 dBm adjustable in 0.1dB steps
Input Impedance	600Ω or high impedance, user selectable
Output Impedance	600Ω
Frequency Response	5 to 3400Hz +/- 0.5dBm ref. to 1 KHz

ENVIRONMENTAL

Operating Temperature	0 to 50 °C
Storage Temperature	-40 to 80 °C
Relative Humidity	0 to 95% non-condensing
Maximum Altitude	15,000 ft. (4572 meters)

PHYSICAL

PC Board Dimensions	1.95" W X 4.5" L X 0.8" H (4.95 cm X 11.4 cm X 2.03 cm)
Weight	3 oz. (85g)

M-LEAD RELAY

Maximum contact	voltage 60 VDC, 20 VAC
Maximum current	100 mA

POWER REQUIREMENTS

+5VDC @ 300 mA max.
+12VDC @ 60 mA max.
-12VDC @ 60 mA max.

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