

State of West Virginia

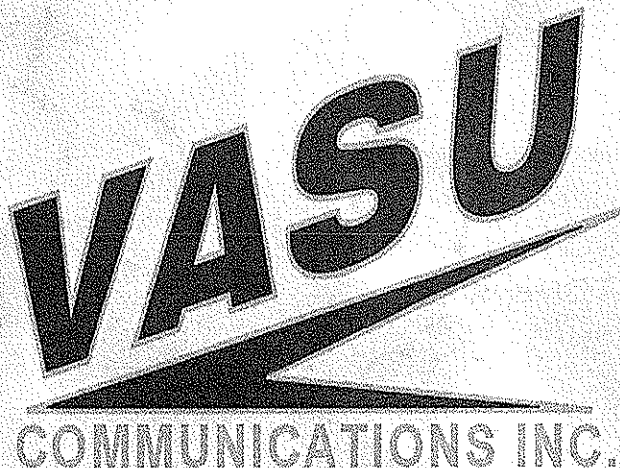
Bid For

DPS0931

Portable Two-Way Radios

April 29, 2009

1:30 PM



**2432 Ridgeland Dr.
Avon, OH 44011
(440) 934-5268
(440) 934-4679 (FAX)**

**1324 N. Main St.
Mansfield, OH 44903
(419) 524-7970
(419) 524-8262 (FAX)**

RECEIVED

2009 APR 27 A 9 40

**PURCHASING DIVISION
STATE OF WV**



April 24, 2009

John Abbott
West Virginia State Police
4124 Kanawha Turnpike
South Charleston, WV 25309

Re: RFQ # DPS0931

Dear Mr. Abbott:

Enclosed is our bid proposal for DPS0931 for portable two-way radios for the state police.

Terms: Net 30
Delivery: 30 Days ARO
Warranty: 3 Years Parts and Labor

Vasu Communications has proposed equipment that we feel will meet and exceed your requirements. We have a fully compliant bid with one exception as noted. We have based our bid on years of experience in both types of equipment and system design. The State of West Virginia has a history of using our company and I am sure that we have proven to be a competent and worthy supplier.

After you have reviewed our bid, we will be available to further discuss our proposal.

Sincerely,

A handwritten signature in black ink, appearing to read "Donna M. Vasu", is written over a white background.

Donna M. Vasu
President

Enclosures



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

Request for Quotation

REQ NUMBER
DPS0931

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
JOHN ABBOTT 304-558-2544

PROPERTY

*709023510 440-934-5268
 VASU COMMUNICATIONS INC
 PO BOX 236
 2432 RIDGELAND DR
 AVON OH 44011

PROPERTY

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
04/19/2009	Net 30	Best Way		

BID OPENING DATE: 04/29/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM #01						
THIS ADDENDUM IS ISSUED TO ANSWER VENDOR QUESTIONS, PER THE ATTACHED DOCUMENTATION; AND EXTEND THE BID OPENING FROM 4/23/2009 TO 4/29/2009; 1:30 PM.						
REVISED BID OPENING: 4/29/2009; 1:30 PM						
0001	1	LS		725-74	\$11,138.40	\$11,138.40
TWO-WAY RADIOS, PORTABLE						
***** THIS IS THE END OF RFQ DPS0931 ***** TOTAL:						\$11,138.40

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>John M. Abbott</i>	TELEPHONE 440-934-5268	DATE 04/24/2009
TITLE President	FEIN 34-1633623	ADDRESS CHANGES TO BE NOTED ABOVE

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

ADDENDUM TO DPS0931

This is in reference to a question regarding Item 1.4.1 " states that the radio shall be P25 CAI compatible and operate on the West Virginia Department of Natural Resources system." It was requested that our agency provide what technology/protocol the West Virginia Department of Natural Resources (WVDNR) is currently using.

I submit the following: Upon conferring with Mr. Dave Saffel, our agencies Chief Communications Engineer, I was informed that the WVDNR system is Motorola P-25 Common Air Interface (CAI). WVDNR has advised Mr. Saffel that the P-25 is NOT trunking compatible, thus it is a CAI.

Also to clarify 3.7.1 the WV State Police has the potential of purchasing 500 portable radios over the next 3 years depending on the availability of funding. We can order anywhere from 1 to 200 at one time. This contract will also be available for other state agencies, counties and municipalities to purchase from. We would expect the vendor to have a sample radio ready to ship the day of the bid opening. Radios are expected to be delivered 30 days upon the vendor receiving the order.



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:
DPS0931

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
JOHN ABBOTT
304-558-2544

VENDOR

*709023510 440-934-5268
VASU COMMUNICATIONS INC
PO BOX 236
2432 RIDGELAND DR
AVON OH 44011

SHIP TO

WEST VIRGINIA STATE POLICE

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

DATE PRINTED 04/02/2009	TERMS OF SALE Net 30	SHIP VIA Best Way	F.O.B.	FREIGHT TERMS
-----------------------------------	--------------------------------	-----------------------------	--------	---------------

BID OPENING DATE: **04/23/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		725-74	\$11,138.40	\$11,138.40
<p>TWO-WAY RADIOS, PORTABLE</p> <p>OPEN-END CONTRACT TO PROVIDE VHF & UHF DIGITAL TWO-WAY PORTABLE RADIOS FOR THE WEST VIRGINIA STATE POLICE PER THE SPECIFICATIONS.</p> <p>QUESTIONS: QUESTIONS SHALL BE SUBMITTED IN WRITING TO: JOHN ABBOTT, SR. BUYER - EMAILS PREFERRED, AND SHOULD BE SENT TO JOHN.H.ABBOTT@WV.GOV, NO LATER THAN 4/17/2009; 2:00 PM</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON 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.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Donna W. ...</i>	TELEPHONE 440-934-5268	DATE 04/24/2009
TITLE President	FEIN 34-1633623	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
DPS0931

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF
JOHN ABBOTT 304-558-2544

VENDOR

*709023510 440-934-5268
 VASU COMMUNICATIONS INC
 PO BOX 236
 2432 RIDGELAND DR
 AVON OH 44011

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
04/02/2009				

BID OPENING DATE: **04/23/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>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.</p> <p>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.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN 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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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
DPS0931

PAGE
4

ADDRESS CORRESPONDENCE TO ATTENTION OF:
JOHN ABBOTT 304-558-2544

VENDOR

*709023510 440-934-5268
 VASU COMMUNICATIONS INC
 PO BOX 236
 2432 RIDGELAND DR
 AVON OH 44011

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
04/02/2009				

BID OPENING DATE: **04/23/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: JOHN ABBOTT-----</p> <p>RFQ. NO.: DPS0931-----</p> <p>BID OPENING DATE: 4/23/2009-----</p> <p>BID OPENING TIME: 1:30 PM-----</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p style="text-align: right;">440-934-4679</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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

VHF and UHF PORTABLE DIGITAL RADIO SPECIFICATIONS

The West Virginia State Police, hereinafter agency is soliciting competitive bids to establish an open-end contract for the purchase of digital P-25 portable/handheld radio equipment and related accessories. The awarded contract(s) shall be available for use by this agency as well as all other entities of state government, and all counties and municipalities within the State Of West Virginia.

The agency has placed the digital P-25 portable/handheld radio equipment into two different tiers according to their performance capabilities and features of each unit. The two tiers will be referred to as Tier-1 and Tier-2 hereinafter and are outlined below. It should be noted the award of this contract may result in a split award between Tiers.

	Comply?	
	Yes	No
<u>TIER-1</u>		
1. VHF Portable – P-25 Digital CAI ready – Trunking Capable with optional software		
1.1. Radio shall be programmable for operation in the 136-174 MHz band.	<u> x </u>	_____
1.2. Radio shall have a programmable output power of 2 to 5 watts.	<u> x </u>	_____
1.3. Radio duty cycle will be assumed to be 5/5/90 (5% transmit/5% receive/90% standby per TIA/EIA Specification 903).	<u> x </u>	_____
1.3.1. Battery life should be 10 hours or greater. NiMH or Lithium Ion batteries are acceptable. (Nickel Cadmium batteries are not acceptable.)	<u> x </u>	_____
1.3.2. A Rapid charge battery shall be provided, charging to full capacity in four hours or less.	<u> x </u>	_____
1.4. Digital Capabilities		
1.4.1. Radio shall be P-25 CAI compatible and operate on the West Virginia Department of Natural Resources system.	<u> x </u>	_____
1.4.2. Radio shall be capable of upgrade to P-25 Trunking capability.	<u> x </u>	_____
1.5. Unit shall be capable of receiving and transmitting on a minimum of 512 channels / 24 zones.	<u> x </u>	_____

	Comply?	
	Yes	No
1.7. Display		
1.7.1. Radio shall have an alphanumeric display with a minimum of 2 rows of 12 characters.	<u>X</u>	_____
1.7.2. Radio shall have a backlit display.	<u>X</u>	_____
1.7.3. Radio shall have a battery status.	<u>X</u>	_____
1.7.4. Radio shall have ID display capability.	<u>X</u>	_____
1.8. Channel/Zone selection		
1.8.1. Channel selection will be by way of rotary knob to select a minimum of 16 channels.	<u>X</u>	_____
1.8.2. Zone selection to allow access to more groups of frequencies will be via other controls or buttons.	<u>X</u>	_____
1.9. Receiver audio stage shall be capable of a minimum of 250 milliwatts of audio from the internal speaker.	<u>X</u>	_____
2. UHF Portable – P-25 Digital Trunking ready		
2.1. Radio shall be programmable for operation in the 403-470 MHz band.	<u>X</u>	_____
2.2. Radio shall have a programmable output power of 2 to 5 watts. Our unit bid is maximum 4 watts. In Tier 2 Section 2.2 it calls for 2 to 4 watts	_____	<u>X</u>
2.3. Radio duty cycle will be assumed to be 5/5/90 (5% transmit/5% receive/90% standby per TIA/EIA Specification 903).	<u>X</u>	_____
2.3.1. Battery life should be 10 hours or greater. NiMH or Lithium Ion batteries are acceptable. (Nickel Cadmium batteries are not acceptable.)	<u>X</u>	_____
2.3.2. A Rapid charge battery shall be provided, charging to full capacity in four hours or less.	<u>X</u>	_____

	Comply?	
	Yes	No
2.6.2. Scan lists may also be defined in programming software.	<u>X</u>	_____
2.6.2.1. Predefined scan lists may be edited by the user utilizing buttons on the radio.	<u>X</u>	_____
2.6.2.2. Scan lists shall be able to be established at the user/keypad level.	<u>X</u>	_____
2.6.2.3. Scanning will be enabled and disabled by depressing no more than one button, one time.	<u>X</u>	_____
2.7. Display		
2.7.1. Radio shall have an alphanumeric display with a minimum of 2 rows of 12 characters.	<u>X</u>	_____
2.7.2. Radio shall have a backlit display.	<u>X</u>	_____
2.7.3. Radio shall have a battery status.	<u>X</u>	_____
2.7.4. Radio shall have ID display capability.	<u>X</u>	_____
2.8. Channel/Zone selection		
2.8.1. Channel selection will be by way of rotary knob to select at minimum of 16 channels.	<u>X</u>	_____
2.8.2. Zone selection to allow access more groups of frequencies will be via other controls or buttons.	<u>X</u>	_____
2.9. Receiver audio stage shall be capable of a minimum of 250 milliwatts of audio from the internal speaker.	<u>X</u>	_____
2.10. Encryption		
2.10.1. Any hardware necessary for AES encryption will be installed in the radio at time of purchase.	<u>X</u>	_____

	Comply?	
	Yes	No
3.3. Portable Radio Belt Loop		
3.3.1. A black leather belt loop shall be provided with each portable purchased.	<u> X </u>	_____
3.3.2. The black leather belt loop shall be available for individual purchase, should additional belt loops be needed.	<u> X </u>	_____
3.4. Warranty		
3.4.1. All equipment shall be warranted for a minimum period of 3 years, including parts and labor, and beginning when the equipment is first placed in service.	<u> X </u>	_____
3.4.2. All features that are placed in the radio by way of programming or feature encoding will remain for the life of the radio.	<u> X </u>	_____
3.4.3. Any lost feature information (i.e. # of channels, type of radio, etc) will be replaced (provided) at no charge for the life of the radio.	<u> X </u>	_____
3.4.4. The successful vendor shall provide pre-paid shipping labels to cover all shipping charges for any item needing to be returned for repair work during the warranty period.	<u> X </u>	_____
3.5. Service Manuals (Only for WV State Police purchases)		
3.5.1. Schematics and complete service manuals will be available.	<u> X </u>	_____
3.5.2. An option shall be provided to purchase depot level services manuals in paper form.	<u> X </u>	_____
3.5.3. Electronic versions of depot level service manuals shall be provided at no cost to WV State Police upon the initial purchase under this contract.	<u> X </u>	_____
3.5.4. Any failure to comply will be grounds for disqualification of the bid, or cancellation of the contract.	<u> X </u>	_____

	Comply?	
	Yes	No
3.7. Evaluation of bid		
3.7.1. A working example of the equipment to be provided will be available for evaluation prior to award.	<u> X </u>	_____
3.7.2. Operating and repair manuals will be provided on each component delivered for evaluation.	<u> X </u>	_____
3.7.3. The documentation supplied by the accepted vendor will not be returned, and shall not be construed as being part of the manuals required in other parts of this specification.	<u> X </u>	_____
3.7.4. A working example of the equipment to be provided will be available for evaluation prior to award and for certification on the WVIRP system as required.	<u> X </u>	_____
3.7.5. Special / Promotional pricing offered by vendors for limited periods of time shall not be considered for bid award.	<u> X </u>	_____
3.8. Manufacturers modifications and dealer roles		
3.8.1. Any modifications to equipment necessary to comply with specifications will be completed at factory/corporate locations and shall not be performed at field repair shops.	<u> X </u>	_____
3.8.2. Any local dealers representing manufacturers are expected to only provide support to the manufacturer and NOT warranty or provide modifications to equipment. (Warranty work shall be performed at corporate depot type repair facilities.)	<u> X </u>	_____
3.8.3. All bidders must provide written certification from manufacturers of their qualification to represent that manufacturer as an authorized vendor. Failure to comply will be grounds for disqualification.	<u> X </u>	_____

TIER-2**1. VHF Portable – P-25 Digital CAI ready – Trunking Capable with optional software**

		Comply?	
		Yes	No
1.1.	Radio shall be programmable for operation in the 136-174 MHz band.	<u>X</u>	_____
1.2.	Radio shall have a programmable output power of 2 to 4 watts.	<u>X</u>	_____
1.3.	Radio duty cycle will be assumed to be 5/5/90 (5% transmit/5% receive/90% standby per TIA/EIA Specification 903).	<u>X</u>	_____
1.3.1.	Battery life should be 10 hours or greater. NiMH or Lithium Ion batteries are acceptable. (Nickel Cadmium batteries are not acceptable.)	<u>X</u>	_____
1.3.2.	A Rapid charge battery shall be provided, charging to full capacity in four hours or less.	<u>X</u>	_____
1.4.	Digital Capabilities		
1.4.1.	Radio shall be P-25 CAI compatible and operate on the West Virginia Department of Natural Resources system.	<u>X</u>	_____
1.4.2.	Radio shall be capable of upgrade to P-25 Trunking capability.	<u>X</u>	_____
1.5.	Unit shall be capable of receiving and transmitting on a minimum of 512 channels / 16 zones.	<u>X</u>	_____
1.5.1.	P-25 Trunked Channelization		
1.5.1.1.	Talkgroups may be entered into the radio with multiple parameters (i.e. – Talkgroup 1 may be strapped secure and another entry of Talkgroup 1 may be strapped clear).	<u>X</u>	_____
1.5.1.2.	Radios in which a talkgroup may be entered and configured only one time are not acceptable.	<u>X</u>	_____
1.5.2.	Conventional (Non-Trunked) Channelization		

	Comply?	
	Yes	No
1.8. Channel/Zone selection		
1.8.1. Channel selection will be by way of rotary knob to select at minimum of 16 channels.	<u>X</u>	_____
1.8.2. Zone selection to allow access more groups of frequencies will be via other controls or buttons.	<u>X</u>	_____
1.9. Receiver audio stage shall be capable of a minimum of 250 milliwatts of audio from the internal speaker.	<u>X</u>	_____
2. UHF Portable – P-25 Digital Trunking ready		
2.1. Radio shall be programmable for operation in the 403-470 MHz band.	<u>X</u>	_____
2.2. Radio shall have a programmable output power of 2 to 4 watts.	<u>X</u>	_____
2.3. Radio duty cycle will be assumed to be 5/5/90 (5% transmit/5% receive/90% standby per TIA/EIA Specification 903).	<u>X</u>	_____
2.3.1. Battery life should be 10 hours or greater. NiMH or Lithium Ion batteries are acceptable. (Nickel Cadmium batteries are not acceptable.)	<u>X</u>	_____
2.3.2. A Rapid charge battery shall be provided, charging to full capacity in four hours or less.	<u>X</u>	_____
2.4. Digital Capabilities		
2.4.1. Radio shall be P-25 Trunking capable and compatible with the WVIRP P-25 Trunked system.	<u>X</u>	_____
2.4.2. Radio shall include P-25 CAI (Common Air Interface) compatibility.	<u>X</u>	_____
2.5. Unit shall be capable of receiving and transmitting on a minimum of 512 channels / 16 zones.	<u>X</u>	_____

		Comply?	
		Yes	No
2.7.	Display		
2.7.1.	Radio shall have an alphanumeric display with a minimum of 2 rows of 12 characters.	<u> X </u>	_____
2.7.2.	Radio shall have a backlit display.	<u> X </u>	_____
2.7.3.	Radio shall have a battery status.	<u> X </u>	_____
2.7.4.	Radio shall have ID display capability.	<u> X </u>	_____
2.8.	Channel/Zone selection		
2.8.1.	Channel selection will be by way of rotary knob to select at minimum of 16 channels.	<u> X </u>	_____
2.8.2.	Zone selection to allow access more groups of frequencies will be via other controls or buttons.	<u> X </u>	_____
2.9.	Receiver audio stage shall be capable of a minimum of 250 milliwatts of audio from the internal speaker.	<u> X </u>	_____
2.10.	Encryption		
2.10.1.	Any hardware necessary for AES encryption will be installed in the radio at time of purchase.	<u> X </u>	_____
2.10.2.	AES encryption capability will be offered as a software option at time of purchase.	<u> X </u>	_____
2.10.3.	AES encryption keys shall be able to be loaded utilizing a Motorola KVL 3000 Plus keyloader. A part number for appropriate cable shall be provided.	<u> X </u>	_____
2.10.4.	Radio shall be capable of storing multiple AES encryption keys. The ability to store more than one key shall be considered to be part of AES encryption being in the radio.	<u> X </u>	_____
3.	General Specifications		
3.1.	Remote Microphone		
3.1.1.	A remote microphone with coiled cord shall be provided.	<u> X </u>	_____

		Comply?	
		Yes	No
3.4.3.	Any lost feature information (i.e. # of channels, type of radio, etc) will be replaced (provided) at no charge for the life of the radio.	<u> X </u>	_____
3.4.4.	The successful vendor shall provide pre-paid shipping labels to cover all shipping charges for any item needing to be returned for repair work during the warranty period.	<u> X </u>	_____
3.5.	Service Manuals (Only for WV State Police purchases)		
3.5.1.	Schematics and complete service manuals will be available.	<u> X </u>	_____
3.5.2.	An option shall be provided to purchase depot level services manuals in paper form.	<u> X </u>	_____
3.5.3.	Electronic versions depot level service manuals shall be provided at no cost to WV State Police upon initial purchase under this contract.	<u> X </u>	_____
3.5.4.	Any failure to comply will be grounds for disqualification of the bid, or cancellation of the contract.	<u> X </u>	_____
3.6.	Programming Software and Equipment Firmware		
3.6.1.	An option shall be available to purchase Software, Cable and any interfaces necessary to program the radio.	<u> X </u>	_____
3.6.1.1.	Programming cables shall utilize USB interface to computers.		
	Note: Any interfaces to Parallel or Serial ports shall cause disqualification of associated radios and options.	<u> X </u>	_____
3.6.1.2.	Updates to software shall be provided at no additional charge via Internet account to allow continuous access updates.	<u> X </u>	_____
3.6.1.2.1.	Short term access is not acceptable.	<u> X </u>	_____
3.6.1.2.2.	Username, password, and website	<u> X </u>	_____

	Comply?	
	Yes	No
3.8. Manufacturers modifications and dealer roles		
3.8.1. Any modifications to equipment necessary to comply with specifications will be completed at factory/corporate locations and shall not be performed at field repair shops.	<u> X </u>	_____
3.8.2. Any local dealers representing manufacturers are expected to only provide support to the manufacturer and NOT warranty or provide modifications to equipment. (Warranty work shall be performed at corporate depot type repair facilities.)	<u> X </u>	_____
3.8.3. All bidders must provide written certification from manufacturers of their qualification to represent that manufacturer as an authorized vendor. Failure to comply will be grounds for disqualification.	<u> X </u>	_____
4. Options for TIER 2		
4.1. Addition of P-25 Trunking for Tier 2 - Item #1	<u> X </u>	_____
4.2. AES Encryption for Tier 2 - Item #2	<u> X </u>	_____
4.3. Keyloader cable for use with Motorola KVL 3000 Plus	<u> X </u>	_____
4.4. Programming Software	<u> X </u>	_____
4.5. Programming Cable and any necessary interface	<u> X </u>	_____
4.6. Additional Desktop Charger	<u> X </u>	_____
4.7. Additional Lapel Microphone	<u> X </u>	_____
4.8. Additional Portable Radio Belt Loop	<u> X </u>	_____
4.9. Additional Battery identical to that originally provided	<u> X </u>	_____
4.10. Additional year of warranty (Total of 4 years)	<u> X </u>	_____
4.11. Additional year of warranty (Total of 5 years)	<u> X </u>	_____

**VHF and UHF PORTABLE DIGITAL RADIO
PRICE QUOTATION**

TIER 1

Item #1 VHF Portable – P-25 CAI \$ 1701.36
(P-25 Trunking optional)

Make: TAIT Model: TP9155-B1A06

Item #2 UHF Portable – P-25 Trunked \$ 2205.36
(P-25 CAI included)

Make: TAIT Model: TP9155-H5A05

Options for TIER 1

Addition of P-25 Trunking for Item #1	\$ <u>504.00</u>
AES Encryption for Item #2	\$ <u>172.80</u>
Keyloader cable for use with Motorola KVL 3000 Plus	\$ <u>192.96</u>
Programming Software	\$ <u>216.00</u>
Programming Cable and any necessary interface	\$ <u>Included with Software</u>
Additional Desktop Charger	\$ <u>108.00</u>
Additional Lapel Microphone	\$ <u>99.36</u>
Additional Portable Radio Belt Loop	\$ <u>9.36</u>
Additional Battery identical to what was provided	\$ <u>72.00</u>
Additional year of warranty (Total of 4 years)	\$ <u>36.00</u>
Additional year of warranty (Total of 5 years)	\$ <u>36.00</u>

TOTAL BID FOR TIER-1 \$ 5353.20

VHF and UHF PORTABLE DIGITAL RADIO
PRICE QUOTATION (Cont.)

TIER 2

Item #1 VHF Portable – P-25 CAI \$ 1917.36
(P-25 Trunking optional)

Make: TAIT Model: TP9160-B1A06

Item #2 UHF Portable – P-25 Trunked \$ 2421.36
(P-25 CAI included)

Make: TAIT Model: TP9160-H5A05

Options for TIER 2

Addition of P-25 Trunking for Items #1	\$ <u>504.00</u>
AES Encryption for Items #2	\$ <u>172.80</u>
Keyloader cable for use with Motorola KVL 3000 Plus	\$ <u>192.96</u>
Programming Software	\$ <u>216.00</u>
Programming Cable and any necessary interface	\$ <u>Included with Software</u>
Additional Desktop Charger	\$ <u>108.00</u>
Additional Lapel Microphone	\$ <u>99.36</u>
Additional Portable Radio Belt Loop	\$ <u>9.36</u>
Additional Battery identical to what was provided	\$ <u>72.00</u>
Additional year of warranty (Total of 4 years)	\$ <u>36.00</u>
Additional year of warranty (Total of 5 years)	\$ <u>36.00</u>

TOTAL BID FOR TIER-2 \$ 5785.20

GRAND TOTAL \$ 11,138.40

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:**

NA 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,

NA 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,

NA 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:**

NA 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:**

NA 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:**

NA 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:**

NA 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:**

NA 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: Vasu Communications, Inc.

Signed: 

Date: 04/24/2009

Title: President

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

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT****VENDOR OWING A DEBT TO THE STATE:**

West Virginia Code §5A-3-10a provides that: 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.

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

If this is a solicitation for a public improvement construction contract, the vendor, by its signature below, affirms that it has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code*. The vendor **must** make said affirmation with its bid submission. Further, public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the *West Virginia Code* and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the *West Virginia Code* may take place before their work on the public improvement is begun.

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 materials, 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.

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, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, 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.

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>.

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.

Vendor's Name: Vasu Communications, Inc.Authorized Signature:  Date: 04/24/2009



2432 Ridgeland Drive
 Avon, OH 44011-0236
 Phone: (440) 934-5268 Fax: (440) 934-4679
 Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15178
 Date: 04/24/09
 Customer ID: 5036
 Terms: NET 30

Quotation Prepared For: John Abbott
 West Virginia State Police
 4124 Kanawha Turnpike
 South Charleston, WV 25309
 Phone: Fax:

Quotation Valid Until: 07/24/09
 Prepared By: ALAN VASU,

TIER 1 ITEM #1 VHF PORTABLE - P25 CAI

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TP9155-B1A06	Tait P25 With Cai, 136-174 Mhz Portable With 2700 Mah Nimh Battery, Antenna & Belt Clip Original List Price \$ 1980.00	\$1,425.60	\$1,425.60
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	TPA-CA-203	Tp9100 Series Leather Case With D-clip Original List Price \$ 45.00	\$32.40	\$32.40
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 3 Original List Price \$ 50.00	\$36.00	\$36.00

Equipment Total	\$1,701.36
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$1,701.36
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$1,701.36

NOTES



2432 Ridgeland Drive
 Avon, OH 44011-0236
 Phone: (440) 934-5268 Fax: (440) 934-4679
 Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15179
 Date: 04/24/09
 Customer ID: 5036
 Terms: NET 30

Quotation Prepared For: John Abbott
 West Virginia State Police
 4124 Kanawha Turnpike
 South Charleston, WV 25309
 Phone: Fax:

Quotation Valid Until: 07/24/09
Prepared By: ALAN VASU,

TIER 1 ITEM #2 UHF PORTABLE - P25 TRUNKED (CAI INCLUDED)

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TP9155-H5A05	Tait P25 400-470 Mhz With 2700 Nimh Battery, Antenna & Belt Clip Original List Price \$ 1980.00	\$1,425.60	\$1,425.60
1	Tait	TPAS055	TP9100 Sfe Key - P25 Trunking Services Original List Price \$ 700.00	\$504.00	\$504.00
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	TPA-CA-203	TP9100 Series Leather Case With D-clip Original List Price \$ 45.00	\$32.40	\$32.40
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 3 Original List Price \$ 50.00	\$36.00	\$36.00

Equipment Total	\$2,205.36
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$2,205.36
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$2,205.36

NOTES



COMMUNICATIONS INC.

2432 Ridgeland Drive
Avon, OH 44011-0236

Phone: (440) 934-5268 Fax: (440) 934-4679

Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15180
Date: 04/24/09
Customer ID: 5036
Terms: NET 30

Quotation Prepared For: John Abbott
West Virginia State Police
4124 Kanawha Turnpike
South Charleston, WV 25309
Phone: Fax:

Quotation Valid Until: 07/24/09
Prepared By: ALAN VASU,

TIER 1 OPTIONS

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TPAS055	Tp9100 Sfe Key - P25 Trunking Services Original List Price \$ 700.00	\$504.00	\$504.00
1	Tait	TPAS058	Tp9100 Sfe Key - P25 Aes Encryption Original List Price \$ 240.00	\$172.80	\$172.80
1	Tait	TPA-SV-020	Tp9100/tm9100/tb9100 Encryption Key-fill Adaptor Original List Price \$ 268.00	\$192.96	\$192.96
1	Tait	TMAA23-00	Programming Kit With Software, Cables And Usb Original List Price \$ 300.00	\$216.00	\$216.00
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	950-00029-00	Top5000 Belt Loop Original List Price \$ 13.00	\$9.36	\$9.36
1	Tait	TPA-BA-203	Tp9100 2700 Mah Nimh Battery Original List Price \$ 100.00	\$72.00	\$72.00
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 4 Original List Price \$ 50.00	\$36.00	\$36.00
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 5 Original List Price \$ 50.00	\$36.00	\$36.00



COMMUNICATIONS INC.

2432 Ridgeland Drive
Avon, OH 44011-0236
Phone: (440) 934-5268 Fax: (440) 934-4679
Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15180
Date: 04/24/09
Customer ID: 5036
Terms: NET 30

Quotation Prepared For: John Abbott
West Virginia State Police
4124 Kanawha Turnpike
South Charleston, WV 25309
Phone: Fax:

Quotation Valid Until: 07/24/09
Prepared By: ALAN VASU,

TIER 1 OPTIONS

Equipment Total	\$1,446.48
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$1,446.48
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$1,446.48

NOTES



2432 Ridgeland Drive
 Avon, OH 44011-0236
 Phone: (440) 934-5268 Fax: (440) 934-4679
 Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15181
 Date: 04/24/09
 Customer ID: 5036
 Terms: NET 30

Quotation Prepared For: John Abbott
 West Virginia State Police
 4124 Kanawha Turnpike
 South Charleston, WV 25309
 Phone: Fax:

Quotation Valid Until: 07/24/09
 Prepared By: ALAN VASU,

TIER 2 ITEM #1 VHF PORTABLE - P25 CAI

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TP9160-B1A06	Tait P25 With Cai, 136-174 Mhz Portable With 2700 Mah Nimh Battery, Full Keypad, Antenna & Belt Clip Original List Price \$ 2280.00	\$1,641.60	\$1,641.60
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	TPA-CA-203	Tp9100 Series Leather Case With D-clip Original List Price \$ 45.00	\$32.40	\$32.40
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 3 Original List Price \$ 50.00	\$36.00	\$36.00

Equipment Total	\$1,917.36
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$1,917.36
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$1,917.36

NOTES



COMMUNICATIONS INC.

2432 Ridgeland Drive
 Avon, OH 44011-0236
 Phone: (440) 934-5268 Fax: (440) 934-4679
 Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15183
 Date: 04/24/09
 Customer ID: 5036
 Terms: NET 30

Quotation Prepared For: John Abbott
 West Virginia State Police
 4124 Kanawha Turnpike
 South Charleston, WV 25309
 Phone: Fax:

Quotation Valid Until: 07/24/09
Prepared By: ALAN VASU,

TIER 2 ITEM #2 UHF PORTABLE - P25 TRUNKED (CAI INCLUDED)

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TP9160-H5A05	Tait P25 400-470 Mhz With 2700 Nimh Battery, Full Keypad, Antenna & Belt Clip Original List Price \$ 2280.00	\$1,641.60	\$1,641.60
1	Tait	TPAS055	Tp9100 Sfe Key - P25 Trunking Services Original List Price \$ 700.00	\$504.00	\$504.00
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	TPA-CA-203	Tp9100 Series Leather Case With D-clip Original List Price \$ 45.00	\$32.40	\$32.40
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 3 Original List Price \$ 50.00	\$36.00	\$36.00

Equipment Total	\$2,421.36
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$2,421.36
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$2,421.36

NOTES



COMMUNICATIONS INC.

2432 Ridgeland Drive

Avon, OH 44011-0236

Phone: (440) 934-5268 Fax: (440) 934-4679

Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15184

Date: 04/24/09

Customer ID: 5036

Terms: NET 30

Quotation Prepared For: John Abbott

West Virginia State Police

4124 Kanawha Turnpike

South Charleston, WV 25309

Phone:

Fax:

Quotation Valid Until: 07/24/09

Prepared By: ALAN VASU,

TIER 2 OPTIONS

QTY.	MAKE	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
1	Tait	TPAS055	Tp9100 Sfe Key - P25 Trunking Services Original List Price \$ 700.00	\$504.00	\$504.00
1	Tait	TPAS058	Tp9100 Sfe Key - P25 Aes Encryption Original List Price \$ 240.00	\$172.80	\$172.80
1	Tait	TPA-SV-020	Tp9100/tm9100/tb9100 Encryption Key-fill Adaptor Original List Price \$ 268.00	\$192.96	\$192.96
1	Tait	TMAA23-00	Programming Kit With Software, Cables And Usb Original List Price \$ 300.00	\$216.00	\$216.00
1	Tait	TPA-CH-001-04	Single Desktop Charger With Us Power Cord Original List Price \$ 150.00	\$108.00	\$108.00
1	Tait	TPA-AA-203	Speaker Mic-evolution Standard Mic Original List Price \$ 138.00	\$99.36	\$99.36
1	Tait	950-00029-00	Top5000 Belt Loop Original List Price \$ 13.00	\$9.36	\$9.36
1	Tait	TPA-BA-203	Tp9100 2700 Mah Nimh Battery Original List Price \$ 100.00	\$72.00	\$72.00
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 4 Original List Price \$ 50.00	\$36.00	\$36.00
1	Tait	TP9000WARR	Extended Warranty Per Year Including Software Updates - Year 5 Original List Price \$ 50.00	\$36.00	\$36.00



COMMUNICATIONS INC.

2432 Ridgeland Drive

Avon, OH 44011-0236

Phone: (440) 934-5268 Fax: (440) 934-4679

Email: sales@vasucom.com Web Site: www.vasucom.com

Quotation

Quotation # 15184
Date: 04/24/09
Customer ID: 5036
Terms: NET 30

Quotation Prepared For: John Abbott
West Virginia State Police
4124 Kanawha Turnpike
South Charleston, WV 25309
Phone: Fax:

Quotation Valid Until: 07/24/09
Prepared By: ALAN VASU,

TIER 2 OPTIONS

Equipment Total	\$1,446.48
Labor	\$0.00
Shipping	\$0.00
Discount	\$0.00
Sales Tax	\$0.00
Other	\$0.00
Total Cost	\$1,446.48
Less Trade In	\$0.00
Less Down Payment	\$0.00
Balance Due	\$1,446.48

NOTES



TP9100

SPECIFICATIONS



Models shown IS TP9155 and IS TP9160

P25 TRUNKED AND CONVENTIONAL PORTABLE RADIOS

With industry-leading digital audio clarity, superb build quality and DES/AES encryption, the TP9100 is a tough, dependable and sophisticated piece of radio engineering. Fully interoperable, the TP9100 gives you the flexibility of working in digital, analog and auto-sensing dual mode.

Tough, reliable and interoperable

- Superb build quality and user-friendly design
- Tested beyond MIL-STD 810 C, D, E and F – Tait performs tougher drop tests, then performs ingress and other tests on the *same* radio
- Rubber armour knobs and base, recessed lens, strong metal-hinged belt clip and a unique secure battery retention mechanism
- Angled, textured, shaped and colored controls for intuitive useability
- Unique quick reference card creation for each configured radio makes it easy for users to learn
- Programmable power settings, economy mode and intelligent batteries
- Configurable emergency options - man down and lone worker as standard
- Program 1,000 channels, 300 scan groups and 30 tactical zones
- Application Programming Interface places the power to customize a Tait P25 system into the hands of those with ideas, expertise and applications in mind
- Factory Mutual Intrinsically Safe option on both models

Interoperability assured

Genuine open standards ensure choice, value and responsiveness during routine operations or crises.

Digital audio clarity

Crystal clear digital audio allows precise communication even in noisy situations.

Analog operation for phased transition and improved interoperability

Protect your current analog investment and migrate to P25 at your own pace.

Configure to suit with SFES

Software feature enablers (SFES) allow a solution that is readily extended as needs change, removing the risk of hardware upgrades and factory returns. Trunking, P25 CAI, encryption, APIs and conventional OTAR are just some of the SFES available.

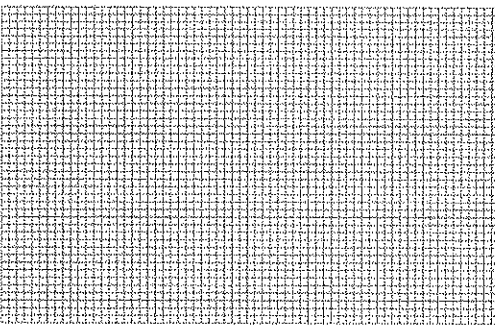
Comprehensive accessory suite

Complement your radio with high performance accessories:

- IP54 speaker microphone
- IP54 RF speaker microphone
- IP68 speaker microphone
- 2-wire and 3-wire lapel microphone
- Lightweight headsets
- Heavy duty headsets
- Single-way smart charger
- Multi-way smart charger



Being a manufacturer of digital and analog terminals, base stations and network equipment means Tait has the solution focus to serve you better. P25 portables, mobiles and the hand-held control head all share the same intuitive interface.



Regulatory Data

USA	VHF UHF 800MHz	CFR 47 Parts 22, 90.210, 74, 90 CFR 47 Parts 22, 90.210, 74, 95A, 90 CFR 47 Parts 22, 90
Canada		RSS-119
Europe		EN300 086, EN300 113 EN301 489 EN60950-01
Australia/New Zealand		A3/NZS4295
Type Approval	FCC	Industrie Canada
VHF	CASTPAB1A	737A-TPAB1A
UHF	CASTPAH5A	737A-TPAH5A
	CASTPAH6A	737A-TPAH6A
800MHz	CASTPAK5A	737A-TPAK5A
Emission Designators		1K0F1D, 1K0F1E, 1K0F7D, 1K0F7E, 1K0F8E, 1K7F1D, 1K0F3E, 8K60F7D, 8K70F1D, 8K10F1D, 8K10F1E, 8K10F7D, 8K10F7E, 8K60F2D



AUTHORIZED DEALER

www.taitworld.com

TP9100 Specifications

General			
Frequency Ranges	Band	Operational Frequency⁺	
VHF	81	136-174MHz	
UHF	H4*	360-420MHz	
	H5	400-470MHz	
	H6	450-530MHz	
700/800MHz	K5	Transmit	Receive
		762-776MHz	762-776MHz
		792-825MHz	
		851-870MHz	851-870MHz
Frequency Stability	±1.5ppm (22°F to 140°F/-30°C to 60°C)		
Channels/Talkgroups	1,000 channels/30 zones		
Dimensions (DxWxH)	1.9 x 2.6 x 6.6in (47 x 67 x 167mm)		
Weight (includes NiMH battery)	19.7oz (559g)		
(includes Li-Ion battery)	15.7oz (459g)		
Interfaces	Four-line full dot matrix LCD		
Channel Spacing	12.5/15/20/25/30kHz		
Frequency Increment	2.5/5/6.25		
Operational Temperature	-22°F to 140°F (-30°C to 60°C)		
Sealing	IP54 dust and rain		
Rated Audio	>500mW		

Military Standards 810 F*		
Applicable MIL-STD	Method	Procedure
Low Pressure	500.4	2
High Temperature	501.4	1, 2
Low Temperature	502.4	1, 2
Temperature Shock	503.4	1
Solar Radiation	505.4	1
Rein	506.4	1, 3
Humidity	507.4	1
Salt Fog	509.4	1
Dust	510.4	1
Vibration	514.5	1
Shock	516.5	1, 4

* Also meets equivalent superseded MIL-STD 810 C, D & E.

Transmitter			
Output Power	VHF	UHF	700/800MHz
	5W, 3W, 2W, 1W	4W, 2.5W, 2W, 1W	3W, 2.5W, 2W, 1W
Modulation Limiting	25/30kHz channel	±5kHz	
	20kHz channel	±4kHz	
	12.5kHz channel	±2.5kHz	
FM Hum & Noise	25/30kHz channel	-48dB	-41dB
	12.5/15kHz channel	-42dB	-37dB
Conducted Emissions		-75dBc	-70dBc
Audio Response (Analog)	300-2550Hz +1/-3dB		
	25/30kHz	300-3000Hz +1/-3dB	
Audio Distortion (Analog)	<5% @ 1kHz, 60% modulation		
Transmit Attack Time (TIA/EIA 102)	50ms		
Duty Cycle	1min Tx, 4min Rx for 8hrs @ 60°C		

Receiver		
Analog Sensitivity	VHF/UHF	700/800MHz
12dB SINAD	0.28µV (-118dBm)	0.28µV (-118dBm)
Digital Sensitivity (TIA/EIA-102)	5%BER	0.20µV (-121dBm)
Intermodulation Rejection (TIA/EIA 102)	-78dB	-78dB
Adjacent Channel Selectivity	25/30kHz channel (TIA/EIA 603)	-73dB
	12.5kHz channel (TIA/EIA 102)	-63dB
Spurious Response Rejection	-75dB	-70dB
Residual Audio Noise Ratio (TIA/EIA 102)	45dB	45dB
Audio Distortion @ Rated Audio	<3%	<3%

Battery	
Intelligent Battery Options	NiMH, Standard and Intrinsically Safe 2400mAh
	Li-Ion 2500mAh**
Battery Shift Life (NiMH/Li-Ion)	>12 hours 5/5/90

Charger	
Charger Options	Fast desktop smart charger 6-way multi charger

Specifications are subject to change without notice and shall not form part of any contract. They are issued for guidance purposes only.

*Please note that not all frequency bands are available in all markets. For further information please check with your nearest Tait office or authorized dealer.

The word Tait and the Tait logo are trademarks of Tait Electronics Ltd. Tait is an ISO9001:2000 and ISO 14001:2004 certified supplier.

**Not type accepted, Federal sales only.

**Not currently IS safe.



April 23, 2009

Mr. John Abbott
West Virginia State Police
4124 Kanawha Turnpike
South Charleston, WV 25309

RE: RFQ #DPS0931 Two-Way Radios, Portable

Dear Mr. Abbott,

This letter is to confirm that Vasu Communications is an authorized "Tait Solution Provider" (TSP) and is certified to provide this bid for Tait equipment on behalf of Tait Radio Communications.

The warranty level repair service required by your RFQ will be provided by qualified technicians located at our Houston, TX warranty repair depot center.

Tait Radio has a long track record of successfully supplying high quality radio equipment to a growing list of public safety customers in North America and we look forward to working with West Virginia State Police to provide portable radio equipment.

Best Regards

A handwritten signature in cursive script that reads "Maari J. Adams".

Maari Adams
Regional Sales Manager-Mid America Territory



EXHIBIT A

LIMITED WARRANTY

Tait North America Inc., (Warrantor) 15740 Park Row, Suite 450, Houston, Texas, 77084 USA, warrants to the original owner thereof all parts of every new Tait brand radio equipment product purchased in the Continental United States or Canada to be free from defects in materials or workmanship, as hereinafter provided, for two years from the date of purchase excluding all accessories and batteries which are covered for one year.

Warrantor will, at its option, repair or replace any equipment covered by this warranty, which becomes defective, malfunctions or otherwise fails to conform with this warranty under normal use and services during the term of this warranty, at no charge for parts or labor.

In order to obtain warranty service, the equipment, together with the original or a machine reproduction of the bill of sale or other dated, proof-of-purchase document describing the equipment, must be delivered, to Warrantor in the Continental United States or Canada at the owner's expense. Any evidence of alteration, erasing or forgery of proof-of-purchase documents will be cause to void the warranty.

This warranty does not cover defects, malfunctions or failures resulting from shipping or transit accidents, abuse, misuse, operation contrary to furnished instructions, operation to incorrect power supplies, operation with faulty associated equipment, modification, alteration, improper servicing, tampering and normal wear and tear. Equipment on which the serial number has been defaced or removed shall not be eligible for warranty service. Should any equipment submitted for warranty service be found ineligible therefore, an estimate of repair cost will be furnished and the repair will be accomplished if requested by the owner upon receipt of payment or acceptable arrangements for payment.

This is the only warranty applicable to Tait brand radio equipment products; Warrantor neither assumes nor authorizes anyone to assume for it any other warranty. THIS WARRANTY IS EXPRESSLY IN LIEU OF ANY OTHER WARRANTIES, EXPRESS



OR IMPLIED, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, AND OF ANY OTHER OBLIGATIONS OR LIABILITY ON THE PART OF WARRANTOR.

WARRANTOR'S LIABILITY FOR ANY AND ALL LOSSES AND DAMAGES RESULTING FROM ANY CAUSE WHATSOEVER, INCLUDING WARRANTOR'S NEGLIGENCE, ALLEGED DAMAGED OR DEFECTIVE GOODS, WHETHER SUCH DEFECTS ARE DISCOVERABLE OR LATENT, SHALL IN NO EVENT EXCEED THE PURCHASE PRICE OF THE EQUIPMENT. IN NO EVENT SHALL WARRANTOR BE LIABLE FOR LOSS OF USE, COMMERCIAL LOSS OR OTHER INCIDENTAL OR CONSEQUENTIAL DAMAGES WHATSOEVER.