

**Todd Slatin, Director  
Lexington-Fayette Urban County Government  
Room 338, Government Center  
200 East Main Street  
Lexington, KY 40507  
Friday, January 02, 2015**



Dear Mr. Slatin,

Thank you for inviting RELM for the 207-2014 bid. RELM's products can help Lexington Fire join the law enforcement users on the Corp25 Cassidian System, with World Class Quality and affordable prices.

To meet the multi-band bid specifications we are offering the Harris Unity Portable and Accessories. We look forward to your online auction with our solutions and would very much like to discuss how our alternate offer on KNG-P800 can help you meet your budget.

Feel free to contact me at any time at (713) 965-6717 or by email at [jmurray@relm.com](mailto:jmurray@relm.com)

I look forward to hearing from you.  
Sincerely,

John Murray

RELM Wireless Corporate Headquarters  
7100 Technology Drive  
West Melbourne, FL 32904

Lexington Fayette Urban County Government  
Division of Central Purchasing



Lexington Kentucky

Horse Capital of the World

**INVITATION TO BID #207-2014**

**Public Safety Radio System Subscriber Units**

**NOTICE TO BIDDERS**

<b>Sealed Specification Opening Date:</b>	<b>Monday, January 5, 2015</b>
<b>Sealed Specification Opening Time:</b>	<b>2:00 PM</b>
<b>Address:</b>	<b>200 East Main Street, 3<sup>rd</sup> Floor, Room 338 Lexington, KY 40507</b>
<b>Online Pricing Event Date:</b>	<b>Wednesday, January 14, 2015</b>
<b>Online Pricing Event Time:</b>	<b>2:00 PM start time or end time</b>

**INVITATION TO BID**

Bid Invitation Number: 207-2012

Date of Issue: 12/15/2014

**This is an Electronic Bid Event.** The Division of Central Purchasing, 200 East Main Street, Lexington, Kentucky will be accepting bids for this commodity online. **Sealed specification responses, excluding pricing, must be received by LFUCG no later than Monday, January 5, 2015 at 2:00 PM EDT.**

**Registered suppliers will receive a formal invitation to bid** in the specified event via email and may receive other invitations to bid in future events as those opportunities arise.

**Suppliers who accept their formal invitation to bid will be contacted by Buy Rite Technologies LLC with login information and instructions.**

**LEGAL ANNOUNCEMENT OF REVERSE AUCTION BID**

**Lexington-Fayette Urban County Government has contracted with Buy Rite Technologies LLC, to conduct an Online Bid Event at <http://www.lfucgsourcing.com>**

Buy Rite Technologies LLC will work directly with the successful bidder regarding collection of all Reverse Auction Fees.

Buy Rite Technologies LLC shall bill for only those goods or services accepted by the County and correctly billed for by the awarded bidder. Depending on the bid, Buy Rite Technologies may request that the successful bidder send “shadow invoices” to Buy Rite Technologies so Buy Rite is aware of all invoices being sent to Lexington-Fayette Urban County Government related to this bid.

The fee is collectable from the awarded bidder within 30 days after receipt of payment by LFUCG.

Volume of Award	% Cost per Auction Event	Dollar Amount Not To Exceed
\$0.00 to \$2,000,000.00	2.00%	\$2,000,000.00
\$2,000,000.01 to \$5,000,000.00	1.50%	\$5,000,000.00
\$5,000,000.01 and up	1.00%	N/A

These fees should be sent to:

Buy Rite Technologies LLC  
18 Cattano Avenue  
Morristown, NJ 07960

ATTN: Accounting Department

**Milestones:**

Milestone	Date/Time
Bid Package Released to Potential Suppliers	By: Monday, December 15, 2014
Sealed Specification Responses	Received By: Monday, January 5, 2015 by 2:00 PM EDT
Electronic Bidding Event	On: Wednesday, January 14, 2015 beginning at 2:00 PM EDT
Bids Verified & Contract Awarded (If Awarded)	January 2015
Anticipated Delivery	1 <sup>st</sup> Quarter 2015

**MILESTONE EXPLANATIONS:**

**BID PACKAGE DISTRIBUTED TO POTENTIAL SUPPLIERS:**

This is the release date of the item to be bid.

**SEALED SPECIFICATION RESPONSE:**

This refers to the date and time that all information **other than pricing** must be returned to the buyer. Traditionally this would be the same information submitted to the buyer in a normal paper bid, again without pricing. This allows the buyer to pre-approve those suppliers who participate in the actual live bid.

**ELECTRONIC BIDDING EVENT:**

The day, date and time of the start of the actual live bidding event.

**Sealed Specification responses will be received in the office of the Division of Central Purchasing, 200 East Main Street, Lexington, Kentucky, until 2:00 PM EST on Monday, January 5, 2015. All Specification Proposals must be attached to this proposal. Specification submittals must indicate any and all exceptions to the specifications, as well as any option packages or prepayment discounts. DO NOT SUBMIT BID PRICING WITH YOUR SPECIFICATIONS PACKAGE.**

Sealed Specification Responses should be sent to:

**Division of Central Purchasing  
200 East Main Street, Room 338  
Lexington, KY 40507, (859) 258-3320**

The Lexington-Fayette Urban County Government assumes no responsibility for Sealed Specification Responses that are not addressed and delivered as indicated above. Sealed Specification Responses that are not delivered to the Division of Central Purchasing by the stated time and date will be rejected.

All bids must have the company name and address, bid invitation number, and the commodity/service on the outside of the envelope.

Bids are to include all shipping costs to the point of delivery located at: See Specifications.

Bid Security Required:  Yes  No Performance Bond Required:  Yes  No

Cashier Check, Certified Check, Bid Bond (Personal checks and company checks will not be acceptable).

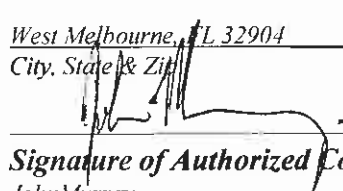
Quantity	Commodity/Service
PCT	Public Safety Radio System Subscriber Units
	See specifications.

<p style="text-align: center;"><b><u>Check One:</u></b></p> <p><input checked="" type="checkbox"/> Bid Specifications Met</p> <p><input type="checkbox"/> Exceptions to Bid Specifications. <i>Exceptions shall be itemized and attached to bid proposal submitted.</i></p>	<p style="text-align: center;"><b><u>Proposed Delivery:</u></b></p> <p style="text-align: center;"><u>30</u> days after acceptance of bid.</p>
<p><b><u>Procurement Card Usage</u></b></p> <p><input checked="" type="checkbox"/> Yes The Lexington-Fayette Urban County Government will be using Procurement Cards to purchase goods and services and also to make payments. Will you accept Procurement Cards?</p> <p><input type="checkbox"/> No</p>	

Submitted by: RELM Wireless Corporation  
*Firm* 7100 *Technology* Drive

*Address*  
West Melbourne, FL 32904  
*City, State & Zip*

**Bid must be signed:  
(original signature)**

  
**Signature of Authorized Company Representative – Title**  
John Murray  
*Representative's Name (Typed or printed)*

(713)965-6717  
*Area Code - Phone - Extension* *Fax #*

jmurray@reln.com

*E-Mail Address*

**The Affidavit in this bid must be completed before your firm can be considered for award of this contract.**

**AFFIDAVIT**

Comes Jacqueline Cole-Hughes the Affiant,  
sworn and after being first duly  
under penalty of perjury as follows:

1. His/her name is Shari Sharp and he is the individual submitting the bid or is the authorized representative of RELM Wireless Corporation the entity submitting the bid (hereinafter referred to as "Bidder").

2. Bidder will pay all taxes and fees, which are owed to the Lexington-Fayette Urban County Government at the time the bid is submitted, prior to award of the contract and will maintain a "current" status in regard to those taxes and fees during the life of the contract.

3. Bidder will obtain a Lexington-Fayette Urban County Government business license, if applicable, prior to award of the contract.

4. Bidder has authorized the Division of Central Purchasing to verify the above-mentioned information with the Division of Revenue and to disclose to the Urban County Council that taxes and/or fees are delinquent or that a business license has not been obtained.

5. Bidder has not knowingly violated any provision of the campaign finance laws of the Commonwealth of Kentucky within the past five (5) years and the award of a contract to the Bidder will not violate any provision of the campaign finance laws of the Commonwealth.

6. Bidder has not knowingly violated any provision of Chapter 25 of the Lexington-Fayette Urban County Government Code of Ordinances, known as "Ethics Act."

7. Bidder acknowledges that "knowingly" for purposes of this Affidavit means, with respect to conduct or to circumstances described by a statute or ordinance defining an offense, that a person is aware or should have been aware that his conduct is of that nature or that the circumstance exists.

Further, Affiant sayeth naught.

7. Submitter acknowledges that "knowingly" for purposes of this Affidavit means, with respect to conduct or to circumstances described by a statute or ordinance defining an offense, that a person is aware or should have been aware that his conduct is of that nature or that the circumstance exists.

Further, Affiant sayeth naught.

Shari Sharp

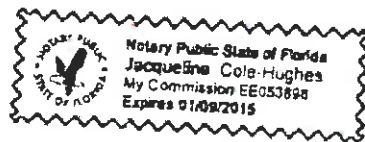
STATE OF Florida

COUNTY OF Brevard

The foregoing instrument was subscribed, sworn to and acknowledged before me by Shari Sharp on this the 19<sup>th</sup> day of February, 2014.

My Commission expires: 1/9/2015

Jacqueline Cole-Hughes  
NOTARY PUBLIC, STATE AT LARGE



## **I. GREEN PROCUREMENT**

### **A. ENERGY**

The Lexington-Fayette Urban County Government is committed to protecting our environment and being fiscally responsible to our citizens.

The Lexington-Fayette Urban County Government mandates the use of Energy Star compliant products if they are available in the marketplace (go to [www.Energystar.gov](http://www.Energystar.gov)). If these products are available, but not submitted in your pricing, your bid will be rejected as non-compliant.

ENERGY STAR is a government program that offers businesses and consumers energy-efficient solutions, making it easy to save money while protecting the environment for future generations.

#### **Key Benefits**

These products use 25 to 50% less energy  
Reduced energy costs without compromising quality or performance  
Reduced air pollution because fewer fossil fuels are burned  
Significant return on investment  
Extended product life and decreased maintenance

### **B. GREEN SEAL CERTIFIED PRODUCTS**

The Lexington-Fayette Urban County Government is also committed to using other environmentally friendly products that do not negatively impact our environment. Green Seal is a non-profit organization devoted to environmental standard setting, product certification, and public education.

Go to [www.Greenseal.org](http://www.Greenseal.org) to find available certified products. These products will have a reduced impact on the environment and on human health. The products to be used must be pre-approved by the LFUCG prior to commencement of any work in any LFUCG facility. If a Green Seal product is not available, the LFUCG must provide a signed waiver to use an alternate product. Please provide information on the Green Seal products being used with your bid response.

### **C. GREEN COMMUNITY**

**The Lexington-Fayette Urban County Government (LFUCG) serves as a principal, along with the University of Kentucky and Fayette County Public Schools, in the Bluegrass Partnership for a Green Community. The**



**Purchasing Team component of the Partnership collaborates on economy of scale purchasing that promotes and enhances environmental initiatives. Specifically, when applicable, each principal is interested in obtaining best value products and/or services which promote environment initiatives via solicitations and awards from the other principals.**

**If your company is the successful bidder on this Invitation For Bid, do you agree to extend the same product/service pricing to the other principals of the Bluegrass Partnership for a Green Community (i.e. University of Kentucky and Fayette County Schools) if requested?**

Yes   X              No

## II. Bid Conditions

- A. No bid may be withdrawn for a period of sixty (60) days after the date and time set for the live bid event.
- B. No bid may be altered after the date and time set for opening. In the case of obvious errors, the Division of Central Purchasing may permit the withdrawal of a bid. The decision as to whether a bid may be withdrawn shall be that of the Division of Central Purchasing.
- C. Acceptance of this proposal shall be enactment of an Ordinance by the Urban County Council.
- D. The bidder agrees that the Urban County Government reserves the right to reject any and all bids for either fiscal or technical reasons, and to award each part of the bid separately or all parts to one vendor.
- E. Minor exceptions may not eliminate the bidder. The decision as to whether any exception is minor shall be entirely that of the head of the requisitioning Department or Division and the Director of the Division of Central Purchasing. The Urban County Government may waive technicalities and informalities where such waiver would best serve the interests of the Urban County Government.
- F. Manufacturer's catalogue numbers, trade names, etc., where shown herein are for descriptive purposes and are to guide the bidder in interpreting the standard of quality, design, and performance desired, and shall not be construed to exclude proposals based on furnishing other types of materials and/or services. However, any substitution or departure proposed by the bidder must be clearly noted and described; otherwise, it will be assumed that the bidder intends to supply items specifically mentioned in this Invitation for Bids.
- G. The Urban County Government may require demonstrations of the materials proposed herein prior to acceptance of this proposal.
- H. Bids must be submitted on this form and must be signed by the bidder or his authorized representative. Unsigned bids will not be considered. **Pricing is to be submitted online ONLY.**
- I. Sealed Specifications must be submitted prior to the date and time indicated for opening. Sealed Specifications submitted after this time will not be considered.
- J. All Sealed Specification Responses mailed must be marked on the face of the envelope:

**“Bid on #207-2012 Public Safety Radio System  
Subscriber Units”**

and addressed to: Division of Central Purchasing  
200 East Main Street, Room 338  
Lexington, Kentucky 40507

**The Lexington-Fayette Urban County Government assumes no responsibility for Sealed Specification Responses that are not addressed and delivered as indicated above. Sealed Specification Responses that are not delivered to the Division of Central Purchasing by the stated time and date will be rejected.**

- K. The LFUCG reserves the right to award to one or multiple bidders.
- L. A certified check or Bid Bond in the amount of N/A percent of the bid price must be attached hereto. This check must be made payable to the Lexington-Fayette Urban County Government, and will be returned when the material and/or services specified herein have been delivered in accordance with specifications. In the event of failure to perform within the time period set forth in this bid, it is agreed the certified check may be cashed and the funds retained by the Lexington-Fayette Urban County Government as liquidated damages. Checks of unsuccessful bidders will be returned when the bid has been awarded.
- M. The delivery dates specified by bidder may be a factor in the determination of the successful bidder.
- N. Tabulations of bids received may be mailed to bidders. Bidders requesting tabulations must enclose a stamped, self-addressed envelope with the bid.
- O. The Lexington-Fayette Urban County Government is exempt from Kentucky Sales Tax and Federal Excise Tax on materials purchased from this bid invitation. Materials purchased by the bidder for construction projects are not tax exempt and are the sole responsibility of the bidder.
- P. All material furnished hereunder must be in full compliance with OSHA regulations.
- Q. If more than one bid is offered by one party, or by any person or persons representing a party, all such bids shall be rejected.
- R. Signature on the face of this bid by the Bidder or his authorized representative shall be construed as acceptance of and compliance with all terms and conditions contained herein.

- S. The Entity (regardless of whether construction contractor, non-construction contractor or supplier) agrees to provide equal opportunity in employment for all qualified persons, to prohibit discrimination in employment because of race, color, creed, national origin, sex or age, and to promote equal employment through a positive, continuing program from itself and each of its sub-contracting agents. This program of equal employment opportunity shall apply to every aspect of its employment policies and practices.
- T. The Kentucky Equal Employment Opportunity Act of 1978 (KRS 45.560-45.640) requires that any county, city, town, school district, water district, hospital district, or other political subdivision of the state shall include in directly or indirectly publicly funded contracts for supplies, materials, services, or equipment hereinafter entered into the following provisions:

During the performance of this contract, the contractor agrees as follows:

- (1) The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, age or national origin;*
- (2) The contractor will state in all solicitations or advertisements for employees placed by or on behalf of the contractors that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age or national origin;*
- (3) The contractor will post notices in conspicuous places, available to employees and applicants for employment, setting forth the provisions of the non-discrimination clauses required by this section; and*
- (4) The contractor will send a notice to each labor union or representative of workers with which he has a collective bargaining agreement or other contract or understanding advising the labor union or workers' representative of the contractor's commitments under the nondiscrimination clauses.*

The Act further provides:

KRS 45.610. Hiring minorities - Information required

- (1) For the length of the contract, each contractor shall hire minorities from other sources within the drawing area, should the union with which he has collective bargaining agreements be unwilling to supply sufficient minorities to satisfy the agreed upon goals and timetable.*

- (2) *Each contractor shall, for the length of the contract, furnish such information as required by KRS 45.560 to KRS 45.640 and by such rules, regulations and orders issued pursuant thereto and will permit access to all books and records pertaining to his employment practices and work sites by the contracting agency and the department for purposes of investigation to ascertain compliance with KRS 45.560 to 45.640 and such rules, regulations and orders issued pursuant thereto.*

KRS 45.620. Action against contractor - Hiring of minority contractor or subcontractor

- (1) *If any contractor is found by the department to have engaged in an unlawful practice under this chapter during the course of performing under a contract or subcontract covered under KRS 45.560 to 45.640, the department shall so certify to the contracting agency and such certification shall be binding upon the contracting agency unless it is reversed in the course of judicial review.*
- (2) *If the contractor is found to have committed an unlawful practice under KRS 45.560 to 45.640, the contracting agency may cancel or terminate the contract, conditioned upon a program for future compliance approved by the contracting agency and the department. The contracting agency may declare such a contractor ineligible to bid on further contracts with that agency until such time as the contractor complies in full with the requirements of KRS 45.560 to 45.640.*
- (3) *The equal employment provisions of KRS 45.560 to 45.640 may be met in part by a contractor by subcontracting to a minority contractor or subcontractor. For the provisions of KRS 45.560 to 45.640, a minority contractor or subcontractor shall mean a business that is owned and controlled by one or more persons disadvantaged by racial or ethnic circumstances.*

KRS 45.630 Termination of existing employee not required, when

*Any provision of KRS 45.560 to 45.640 notwithstanding, no contractor shall be required to terminate an existing employee upon proof that that employee was employed prior to the date of the contract.*

KRS 45.640 Minimum skills

*Nothing in KRS 45.560 to 45.640 shall require a contractor to hire anyone who fails to demonstrate the minimum skills required to perform a particular job.*

It is recommended that all of the provisions above quoted to be included as special conditions in each contract. In the case of a contract exceeding \$250,000, the contractor is required to furnish evidence that his work-force in Kentucky is representative of the available work-force in the area from which he draws employees, or to supply an Affirmative Action plan which will achieve such representation during the life of the contract.

- U. Any party, firm or individual submitting a proposal pursuant to this invitation must be in compliance with the requirements of the Lexington-Fayette Urban County Government regarding taxes and fees before they can be considered for award of this invitation and must maintain a "current" status with regard to those taxes and fees throughout the term of the contract. The contractor must be in compliance with Chapter 13 from the Code of Ordinances of the Lexington-Fayette Urban County Government. The contractor must be in compliance with Ordinance 35-2000 pursuant to contractor registration with the Division of Building Inspection. If applicable, said business must have a Fayette County business license.

Pursuant to KRS 45A.343 and KRS 45A.345, the contractor shall

- (1) *Reveal any final determination of a violation by the contractor within the previous five year period pursuant to KRS Chapters 136 (corporation and utility taxes), 139 (sales and use taxes), 141 (income taxes), 337 (wages and hours), 338 (occupational safety and health of employees), 341 (unemployment and compensation) and 342 (labor and human rights) that apply to the contractor; and*
- (2) *Be in continuous compliance with the above-mentioned KRS provisions that apply to the contractor for the duration of the contract.*

A contractor's failure to reveal the above or to comply with such provisions for the duration of the contract shall be grounds for cancellation of the contract and disqualification of the contractor from eligibility for future contracts for a period of two (2) years.

- V. Vendors who respond to this invitation have the right to

file a notice of contention associated with the bid process or to file a notice of appeal of the recommendation made by the Director of Central Purchasing resulting from this invitation.

Notice of contention with the bid process must be filed within 3 business days of the bid/proposal opening by (1) sending a written notice, including sufficient documentation to support contention, to the Director of the Division of Central Purchasing or (2) submitting a written request for a meeting with the Director of Central Purchasing to explain his/her contention with the bid process. After consulting with the Commissioner of Finance the Chief Administrative Officer and reviewing the documentation and/or hearing the vendor, the Director of Central Purchasing shall promptly respond in writing findings as to the compliance with bid processes.

If, based on this review, a bid process irregularity is deemed to have occurred the Director of Central Purchasing will consult with the Commissioner of Finance, the Chief Administrative Officer and the Department of Law as to the appropriate remedy.

Notice of appeal of a bid recommendation must be filed within 3 business days of the bid recommendation by (1) sending a written notice, including sufficient documentation to support appeal, to the Director, Division of Central Purchasing or (2) submitting a written request for a meeting with the Director of Central Purchasing to explain his appeal. After reviewing the documentation and/or hearing the vendor and consulting with the Commissioner of Finance and the Chief Administrative Officer, the Director of Central Purchasing shall in writing, affirm or withdraw the recommendation.

### **III. Procurement Contract Bid Conditions**

- A. The terms of this agreement shall be for 1 year from the date of acceptance of this contract by the Lexington-Fayette Urban County Government with an option to renew for 1 additional year.
- B. Price Changes (**Space Checked Applies**)
  - (X) 1. Prices quoted in response to the Invitation shall be firm prices for the first 365 days of the Procurement Contract. After 365 days, prices may be subject to

revision and such changes shall be based on general industry changes. Revision may be either increases or decreases and may be requested by either party. There will be no more than one (1) price adjustment per year. Requests for price changes shall be received in writing at least twenty (20) days prior to the effective date and are subject to written acceptance before becoming effective. Proof of the validity of a request for revision shall be responsibility of the requesting party. The Lexington-Fayette Urban County Government shall receive the benefit of any decline that the seller shall offer his other accounts.

() 2. No provision for price change is made herein. Prices are to be firm for the term of this contract.

() 3. Procurement Level Contract

- C. If any contract item is not available from the vendor, the Lexington-Fayette Urban County Government, at its option, may permit the item to be back-ordered or may procure the item on the open market.
- D. All invoices must bear reference to the Lexington-Fayette Urban County Government Purchasing document numbers which are being billed.
- E. This contract may be canceled by either party thirty (30) days after delivery by canceling party of written notice of intent to cancel to the other contracting party.
- F. This contract may be canceled by the Lexington-Fayette Urban County Government if it is determined that the Bidder has failed to perform under the terms of this agreement, such cancellation to be effective upon receipt of written notice of cancellation by the Bidder.
- G. No substitutions for articles specified herein may be made without prior approval of the Division of Central Purchasing.





## EQUAL OPPORTUNITY AGREEMENT

### The Law

- Title VII of the Civil Rights Act of 1964 (amended 1972) states that it is unlawful for an employer to discriminate in employment because of race, color, religion, sex, age (40-70 years) or national origin.
- Executive Order No. 11246 on Nondiscrimination under Federal contract prohibits employment discrimination by contractor and sub-contractor doing business with the Federal Government or recipients of Federal funds. This order was later amended by Executive Order No. 11375 to prohibit discrimination on the basis of sex.
- Section 503 of the Rehabilitation Act of 1973 states:

*The Contractor will not discriminate against any employee or applicant for employment because of physical or mental handicap.*

- Section 2012 of the Vietnam Era Veterans Readjustment Act of 1973 requires Affirmative Action on behalf of disabled veterans and veterans of the Vietnam Era by contractors having Federal contracts.
- Section 206(A) of Executive Order 12086, Consolidation of Contract Compliance Functions for Equal Employment Opportunity, states:

*The Secretary of Labor may investigate the employment practices of any Government contractor or sub-contractor to determine whether or not the contractual provisions specified in Section 202 of this order have been violated.*

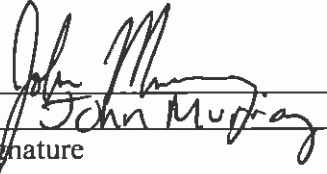
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The Lexington-Fayette Urban County Government practices Equal Opportunity in recruiting, hiring and promoting. It is the Government's intent to affirmatively provide employment opportunities for those individuals who have previously not been allowed to enter into the mainstream of society. Because of its importance to the local Government, this policy carries the full endorsement of the Mayor, Commissioners, Directors and all supervisory personnel. In following this commitment to Equal Employment Opportunity and because the Government is the benefactor of the Federal funds, it is both against the Urban County Government policy and illegal for the Government to let contracts to companies which knowingly or unknowingly practice discrimination in their employment practices. Violation of the above mentioned ordinances may cause a contract to be canceled and the contractors may be declared ineligible for future consideration.

Please sign this statement in the appropriate space acknowledging that you have read and understand the provisions contained herein. Return this document as part of your application packet.

Bidders

*I/We agree to comply with the Civil Rights Laws listed above that govern employment rights of minorities, women, Vietnam veterans, handicapped and aged persons.*

  
\_\_\_\_\_  
Signature

RELM WIRELESS CORPORATION.  
Name of Business

**WORKFORCE ANALYSIS FORM**

Name of Organization: RELM Wireless Corporation

Date: **01/01/2015**

Categories	Total	White		Latino		Black		Other		Total	
		M	F	M	F	M	F	M	F	M	F
Administrators	19	11	4	0	1	0	0	2	1	1	6
Professionals	26	21	3	0	0	0	0	1	1	2	4
Superintendents	0	0	0	0	0	0	0	0	0	0	0
Supervisors	0	0	0	0	0	0	0	0	0	0	0
Foremen	0	0	0	0	0	0	0	0	0	0	0
Technicians	14	11	1	0	0	1	0	1	0	1	1
Protective Service	0	0	0	0	0	0	0	0	0	0	0
Para-Professionals	0	0	0	0	0	0	0	0	0	0	0
Office/Clerical	9	0	7	0	1	0	0	0	1	0	9
Skilled Craft	22	6	10	1	0	1	1	0	3	8	1
Service/Maintenanc	0	0	0	0	0	0	0	0	0	0	0
<b>Total:</b>	<b>90</b>	<b>49</b>	<b>25</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>6</b>	<b>5</b>	<b>3</b>

**Prepared by: John Murray, Regional Account Manager  
Name & Title**

**DIRECTOR, DIVISION OF CENTRAL PURCHASING  
LEXINGTON-FAYETTE URBAN COUNTY  
GOVERNMENT  
200 EAST MAIN STREET  
LEXINGTON, KENTUCKY 40507**

**NOTICE OF REQUIREMENT FOR AFFIRMATIVE  
ACTION TO ENSURE  
EQUAL EMPLOYMENT OPPORTUNITIES AND DBE  
CONTRACT PARTICIPATION**

The Lexington-Fayette Urban County Government has set a goal that not less than ten percent (10%) of the total value of this contract be subcontracted to MBE/WBE's. The goal for the utilization of certified MBE/WBE's as subcontractors are recommended goals. Contractors who fail to meet such goals will be expected to provide written explanations to the Director of the Division of Central Purchasing of efforts they have made to accomplish the recommended goals and the extent to which they are successful in accomplishing the recommended goals will be a consideration in the procurement process.

For assistance in locating MBE/WBE Subcontractors contact Marilyn Clark at 859/258-3320 or by writing the address listed below:

Marilyn Clark, Division of Central Purchasing  
Lexington-Fayette Urban County Government  
200 East Main Street – Room 338  
Lexington, Kentucky 40507

**Lexington-Fayette Urban County Government  
MBE/WBE Participation Goals**

**PART 1 - GENERAL**

- 1.1 The LFUCG request all potential contractors to make a concerted effort to include Minority-Owned (MBE) and Woman-Owned (WBE) Business Enterprises as subcontractors or suppliers in their bids.
- 1.2 Toward that end, the LFUCG has established 10% of total procurement costs as a Goal for participation of Minority-Owned and Woman-Owned Businesses on this contract.
- 1.3 **It is therefore a request of each Bidder to include in its bid, the same goal (10%) or for MBE/WBE participation and other requirements as outlined in this section.**

**PART 2 - PROCEDURES**

- 2.1 The successful bidder will be required to report to the LFUCG, the dollar amounts of all purchase orders submitted to Minority-Owned or Woman-Owned subcontractors and suppliers for work done or materials purchased for this contract. (See Subcontractor Monthly Payment Report)
- 2.2 Replacement of a Minority-Owned or Woman-Owned subcontractor or supplier listed in the original submittal must be requested in writing and must be accompanied by documentation of Good Faith Efforts to replace the subcontractor / supplier with another MBE/WBE Firm; this is subject to approval by the LFUCG. (See LFUCG MBE/WBE Substitution Form)
- 2.3 For assistance in identifying qualified, certified businesses to solicit for potential contracting opportunities, bidders may contact:
  - A. The Lexington-Fayette Urban County Government, Division of Central Purchasing (859-258-3320)
- 2.4 The LFUCG will make every effort to notify interested MBE/WBE subcontractors and suppliers of each Bid Package, including information on the scope of work, the pre-bid meeting time and location, the bid date, and all other pertinent information regarding the project.

### PART 3 - DEFINITIONS

- 3.1 A Minority-Owned Business Enterprise (MBE) is defined as a business which is certified as being at least 51% owned and operated by persons of African American, Hispanic, Asian, Pacific Islander, American Indian or Alaskan Native Heritage.
- 3.2 A Woman-Owned Business Enterprise (WBE) is defined as a business which is certified as being at least 51% owned and operated by one or more Non-Minority Females.

### PART 4 - OBLIGATION OF BIDDER

- 4.1 **The bidder shall make a Good Faith Effort to achieve the Participation Goal for MBE/WBE subcontractors/suppliers. The failure to meet the goal shall not necessarily be cause for disqualification of the bidder; however, bidders not meeting the goal are required to furnish with their bids written documentation of their Good Faith Efforts to do so.**
- 4.2 Award of Contract shall be conditioned upon satisfaction of the requirements set forth herein.
- 4.3 The Form of Proposal includes a section entitled "MBE/WBE Participation Form". The applicable information must be completed and submitted as outlined below.
- 4.4 **Failure to submit this information as requested may be cause for rejection of bid.**

### PART 5 - DOCUMENTATION REQUIRED

- 5.1 Bidders reaching the Goal are required to submit only the "MBE/WBE Participation Form." The form must be fully completed including names and telephone number of participating MBE/WBE firm(s); type of work to be performed; estimated value of the contract and value expressed as a percentage of the total Lump Sum Bid Price. The form must be signed and dated, and is to be submitted with the bid.
- 5.2 Bidders not reaching the Goal must submit the "MBE/WBE Participation Form", the "MBE Quote Summary Form" and a written statement documenting their Good Faith Effort to do so (If bid includes no

MBE/WBE participation, bidder shall enter "None" on the subcontractor / supplier form). In addition, the bidder may submit the following as proof of Good Faith Efforts to meet the Participation Goal:

- A. Advertisement by the bidder of MBE/WBE Contracting opportunities associated with this bid in at least two (2) of the following:
  - 1. A periodical in general circulation throughout the region
  - 2. A Minority-Focused periodical in general circulation throughout the region
  - 3. A Trade periodical aimed at the MBE/WBE community in general circulation throughout the region
  - 4. Bidder shall include copies of dated advertisement with his submittal
- B. Evidence of written notice of contracting opportunities to at least five (5) MBE/WBE firms serving the construction industry at least seven (7) days prior to the bid opening date.
- C. Copies of quotations submitted by MBE/WBE firms which were not used due to uncompetitive pricing or other factors and/or copies of responses from firms that were contacted indicating that they would not be submitting a bid.
- D. Documentation of Bidder's utilization of the agencies identified to help locate potential MBE/WBE firms for inclusion on the contract including responses from agencies.
- E. Failure to submit any of the documentation requested in this section may be cause for rejection of bid. Bidders may include any other documentation deemed relevant to this requirement. "Record of MBE/WBE Solicitation" and other required documentation of Good Faith Efforts are to be submitted with the bid, if participation Goal is not met.





## PROGRAM

### MINORITY BUSINESS ENTERPRISE

Marilyn Clark  
Minority Business Enterprise Liaison  
Division of Central Purchasing  
Lexington-Fayette Urban County Government  
200 East Main Street  
Lexington, KY 40507  
[mclark@lexingtonky.gov](mailto:mclark@lexingtonky.gov)  
859-258-3323

OUR MISSION: The mission of the Minority Business Enterprise Program is to facilitate the full participation of minority and women owned businesses in the procurement process and to promote economic inclusion as a business imperative essential to the long term economic viability of Lexington-Fayette Urban County Government.

To that end the city council adopted and implemented resolution 167-

91—Disadvantaged Business Enterprise (DBE) 10% Goal Plan in July of 1991. The resolution states in part (a full copy is available in Central Purchasing):

*“A Resolution supporting adoption of the administrative plan for a ten percent (10%)  
Minimum goal for disadvantaged business enterprise participation in Lexington-Fayette Urban County Government construction and professional services contracts;  
Providing that as part of their bids on LFUCG construction contracts, general  
Contractors shall make a good faith effort to award at least ten percent (10%) of  
All subcontracts to disadvantaged business enterprises; providing that divisions of  
LFUCG shall make a good faith effort to award at least ten percent of their Professional services and other contracts to disadvantaged business enterprises...”*

A Disadvantaged Business Enterprise is defined as a business at least 51% owned, operated and managed by a U.S. Citizen of the following groups:

- African-American
- Hispanic-American
- Asian/Pacific Islander
- Native American/Native Alaskan
- Non-Minority Female

We are very happy that you have decided to bid for a contract, request for proposal, submitted a quote or are interested in learning more about how to do business with Lexington-Fayette Urban County Government. We have compiled the list below to help you locate certified minority vendors.

**LFUCG—Economic Engine Listings**

Marilyn Clark  
[mclark@lexingtonky.gov](mailto:mclark@lexingtonky.gov)  
859-258-3323

**Commerce Lexington—**  
Tyrone Tyra, Minority Business Development  
[TTYRA@commercelexington.com](mailto:TTYRA@commercelexington.com)  
859-226-1625

**Tri-State Minority Supplier Diversity Council**  
Sonya Brown

[sbrown@rsmcdc.com](mailto:sbrown@rsmcdc.com)

502-625-0137

**Small Business Development Council**

Dee Dee Harbut /UK SBDC

[ddharbut@uky.edu](mailto:ddharbut@uky.edu)

Shawn Rogers, UK SBDC

[Shawn.rogers@uky.edu](mailto:Shawn.rogers@uky.edu)

Shiree Mack

[smack@uky.edu](mailto:smack@uky.edu)

**Community Ventures Corporation**

James Coles

[jcoles@cvcky.org](mailto:jcoles@cvcky.org)

859-231-0054

**Kentucky Department of Transportation**

Shella Jarvis

[Shella.Jarvis@ky.gov](mailto:Shella.Jarvis@ky.gov)

502-564-3601

**KPAP**

Debbie McKnight

[Debbie.McKnight@ky.gov](mailto:Debbie.McKnight@ky.gov)

800-838-3266 or 502-564-4252

Bobbie Carlton

[Bobbie.Carlton@ky.gov](mailto:Bobbie.Carlton@ky.gov)

**Ohio River Valley Women's Business Council**

Rea Waldon

[rwaldon@gcul.org](mailto:rwaldon@gcul.org)

513-487-6534

**Kentucky Small Business Connect**

Tom Back

800-626-2250 or 502-564-2064

<https://secure.kentucky.gov//sbc>

**National Minority Supplier Development Council, Inc.**

(NMSDC)

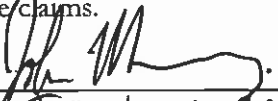
[www.nmsdc.org](http://www.nmsdc.org)

**LFUCG MBE/WBE PARTICIPATION FORM**  
**Bid/RFP/Quote Reference # BID #207-2014**

The MBE/WBE subcontractors listed have agreed to participate on this Bid/RFP/Quote. If any substitution is made or the total value of the work is changed prior to or after the job is in progress, it is understood that those substitutions must be submitted to Central Purchasing for approval immediately.

<b>MBE/WBE Company, Name, Address, Phone, Email</b>	<b>Work to be Performed</b>	<b>Total Dollar Value of the Work</b>	<b>% Value of Total Contract</b>
1. Trevis Stamper <b>AMK Services, LLC</b> 740-202-3024 Trevis@AMK-Services.com	Mobile Installs and programming and providing Harris Unity XG100	TBD: Online auction. They will be doing 100% of installs and supplying all Unity XG100 that the urban county requires.	Estimate 6-20%: Unable to determine exact number due need solid numbers from online auction
2.			
3.			
4.			

The undersigned company representative submits the above list of MBE/WBE firms to be used in accomplishing the work contained in this Bid/RFP/Quote. Any misrepresentation may result in the termination of the contract and/or be subject to applicable Federal and State laws concerning false statements and false claims.

  
 \_\_\_\_\_  
 JOHN MURRAY  
 Company By  
 RECM WIRELESS CORPORATION.

Date \_\_\_\_\_ Title \_\_\_\_\_  
**LFUCG MBE/WBE SUBSTITUTION FORM**  
**Bid/RFP/Quote Reference # BID #207-2014**

The substituted MBE/WBE subcontractors listed below have agreed to participate on this Bid/RFP/Quote. These substitutions were made prior to or after the job was in progress. These substitutions were made for reasons stated below and are now being submitted to Central Purchasing for approval. By the authorized signature of a representative of our company, we understand that this information will be entered into our file for this project.

SUBSTITUTED MBE/WBE Company Name, Address, Phone, Email	MBE/WBE Formally Contracted/ Name, Address, Phone, Email	Work to Be Performed	Reason for the Substitution	Total Dollar Value of the Work	% Value of Total Contract
1.					
2.					
3.					

4.					
----	--	--	--	--	--

The undersigned acknowledges that any misrepresentation may result in termination of the contract and/or be subject to applicable Federal and State laws concerning false statements and false claims.

\_\_\_\_\_  
 Company

Date

\_\_\_\_\_  
 Company Representative

Title



**MBE QUOTE SUMMARY FORM**

**Bid/RFP/Quote Reference # BID #207-2014**

The undersigned acknowledges that the minority subcontractors listed on this form did submit a quote to participate on this project.

Company Name	Contact Person
Address/Phone/Email	Bid Package / Bid Date

MBE/WBE Company Address	Contact Person	Contact Information (work phone, Email, cell)	Date Contacted	Service to be performed	Method of Communication (email, phone meeting, or event etc)	Total dollars Do Not Leave Blank (Attach Documentation)	MBE Category (AA, HA, AS, NA, Fema)


(MBE designation / AA=African American / HA= Hispanic American/AS = Asian American/Pacific Islander/ NA= Native American)

The undersigned acknowledges that all information is accurate. Any misrepresentation may result in termination of the contract and/or be subject to applicable Federal and State laws concerning false statements and claims.

\_\_\_\_\_  
**Company Representative** **Company**

\_\_\_\_\_  
**Date** **Title**



### LFUCG SUBCONTRACTOR MONTHLY PAYMENT REPORT

The LFUCG has a 10% goal plan adopted by city council to increase the participation of minority and women owned businesses in the procurement process. In order to measure that goal LFUCG will track spending with MBE/WBE vendors on a monthly basis. By the signature below of an authorized company representative, you certify that the information is correct, and that each of the representations set forth below is true. Any misrepresentation may result in termination of the contract and/or prosecution under applicable Federal and State laws concerning false statements and false claims. Please submit this form monthly to the Division of Central Purchasing/ 200 East Main Street / Room 338 / Lexington, KY 40507.

**Bid/RFP/Quote # BID #207-2014**  
**Total Contract Amount Awarded to Prime Contractor for this Project** \_\_\_\_\_

<b>Project Name/ Contract #</b>	<b>Work Period/ From:</b> To:
<b>Company Name:</b>	<b>Address:</b>
<b>Federal Tax ID:</b>	<b>Contact Person:</b>

Subcontractor Vendor ID (name, dress,	Description of Work	Total Subcontract Amount	% of Total Contract	Total Amount Paid	Purchase Order number for	Scheduled Project Start Date	Scheduled Project End Date
---------------------------------------	---------------------	--------------------------	---------------------	-------------------	---------------------------	------------------------------	----------------------------

phone, email			Awarded to Prime for this Project	for this Period	subcontractor work (please attach PO)		

By the signature below of an authorized company representative, you certify that the information is correct, and that each of the representations set forth below is true. Any misrepresentations may result in the termination of the contract and/or prosecution under applicable Federal and State laws concerning false statements and false claims.

\_\_\_\_\_

**Company Representative** **Company**

\_\_\_\_\_

**Date** **Title**



**LFUCG STATEMENT OF GOOD FAITH EFFORTS**

**Bid/RFP/Quote # BID #207-2014**

By the signature below of an authorized company representative, we certify that we have utilized the following methods to obtain the maximum practicable participation by minority and women owned business enterprises on the project. Please indicate which methods you used by placing an X in the appropriate place.

Attended LFUCG Central Purchasing Economic Inclusion Outreach Event

Sponsored Economic Inclusion event to provide networking opportunities

Requested a list of MBE/WBE subcontractors or suppliers from LFUCG Economic Engine

Advertised for MBE/WBE subcontractors or suppliers in local or regional newspapers

Showed evidence of written notice of contracting and/or supplier opportunities to MBE/WBE firms at least seven days prior to the bid opening date

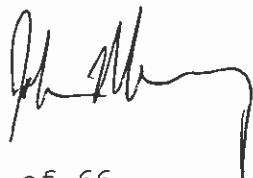
Provided copies of quotations submitted by MBE/WBE firms which were not used and/or responses from firms indicating they would not be submitting a quote

Provided plans, specifications, and requirements to interested MBE/WBE subcontractors

Other  
Please list any other methods utilized that aren't covered above.  
We are using an MBE.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The undersigned acknowledges that all information is accurate. Any misrepresentations may result termination of the contract and/or be subject to applicable Federal and State laws concerning false statements and claims.

RELM Wireless Corporation  
Murray  
Company



John  
Company

Representative *John Murray*

*[Signature]*  
Regional

1/1/2015  
Account Manager  
Date

Title

**RISK MANAGEMENT PROVISIONS  
INSURANCE AND INDEMNIFICATION**

---

**INDEMNIFICATION AND HOLD HARMLESS PROVISION**

- (1) It is understood and agreed by the parties that Vendor hereby assumes the entire responsibility and liability for any and all damages to persons or property caused by or resulting from or arising out of any act or omission on the part of Vendor or its employees, agents, servants, owners, principals, licensees, assigns or subcontractors of any tier (hereinafter "Vendor") under or in connection with this agreement and/or the provision of goods or services and the performance or failure to perform any work required thereby.
  
- (2) Vendor shall indemnify, save, hold harmless and defend the Lexington-Fayette Urban County Government and its elected and appointed officials, employees, agents, volunteers, and successors in interest (hereinafter "LFUCG") from and against all liability, damages, and losses, including but not limited to, demands, claims, obligations, causes of action, judgments, penalties, fines, liens, costs, expenses, interest, defense costs and reasonable attorney's fees that are in any way incidental to or connected with, or that arise or are alleged to have arisen, directly or indirectly, from or by Vendor's performance or breach of the agreement and/or the provision of goods or services provided that: (a) it is attributable to personal injury, bodily injury, sickness, or death, or to injury to or destruction of property (including the loss of use resulting therefrom), or to or from the negligent acts, errors or omissions or willful misconduct of the Vendor;

and (b) not caused solely by the active negligence or willful misconduct of LFUCG.

- (3) In the event LFUCG is alleged to be liable based upon the above, Vendor shall defend such allegations and shall bear all costs, fees and expenses of such defense, including but not limited to, all reasonable attorneys' fees and expenses, court costs, and expert witness fees and expenses, using attorneys approved in writing by LFUCG, which approval shall not be unreasonably withheld.
- (4) These provisions shall in no way be limited by any financial responsibility or insurance requirements, and shall survive the termination of this agreement.

**FINANCIAL RESPONSIBILITY**

BIDDER/VENDOR understands and agrees that it shall, prior to final acceptance of its bid and the commencement of any work, demonstrate the ability to assure compliance with the above Indemnity provisions and these other risk management provisions.

**INSURANCE REQUIREMENTS**

YOUR ATTENTION IS DIRECTED TO THE INSURANCE REQUIREMENTS BELOW, AAND YOU MAY NEED TO CONFER WITH YOUR INSURANCE AGENTS, BROKERS, OR CARRIERS TO DETERMINE IN ADVANCE OF SUBMISSION OF A RESPONSE THE AVAILABILITY OF THE INSURANCE COVERAGES AND ENDORSEMENTS REQUIRED HEREIN. IF YOU FAIL TO COMPLY WITH THE INSURANCE REQUIREMENTS BELOW, YOU MAY BE DISQUALIFIED FROM AWARD OF THE CONTRACT.

**Required Insurance Coverage**

Vendor shall procure and maintain for the duration of this contract the following or equivalent insurance policies at no less than the limits shown below and cause its subcontractors to maintain similar insurance with limits acceptable to LFUCG in order to protect LFUCG against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by Vendor. The cost of such insurance shall be included in any bid:

<b><u>Coverage</u></b>	<b><u>Limits</u></b>
General Liability per occurrence, \$5 million aggregate (Insurance Services Office Form CG 00 01) combined single limit	\$3 million or \$2 million

Commercial Automobile Liability single, \$1 million per occurrence (Insurance Services Office Form CA 0001)	combined
Products Liability per occurrence, \$2 million aggregate	\$1 million
Worker's Compensation	Statutory
Employer's Liability \$500,000.00	

The policies above shall contain the following conditions:

- a. All Certificates of Insurance forms used by the insurance carrier shall be properly filed and approved by the Department of Insurance for the Commonwealth of Kentucky. LFUCG shall be named as an additional insured in the General Liability Policy and Commercial Automobile Liability Policy using the Kentucky DOI approved forms.
- b. The General Liability Policy shall be primary to any insurance or self-insurance retained by LFUCG.
- c. The General Liability Policy shall include a Products Liability endorsement unless it is deemed not to apply by LFUCG.
- d. LFUCG shall be provided at least 30 days advance written notice via certified mail, return receipt requested, in the event any of the required policies are canceled or non-renewed.
- e. Said coverage shall be written by insurers acceptable to LFUCG and shall be in a form acceptable to LFUCG. Insurance placed with insurers with a rating classification of no less than Excellent (A or A-) and a financial size category of no less than VIII, as defined by the most current Best's Key Rating Guide shall be deemed automatically acceptable.

#### Renewals

After insurance has been approved by LFUCG, evidence of renewal of an expiring policy must be submitted to LFUCG, and may be submitted on a manually signed renewal endorsement form. If the policy or carrier has changed, however, new evidence of coverage must be submitted in accordance with these Insurance Requirements.

#### Deductibles and Self-Insured Programs

**IF YOU INTEND TO SUBMIT A SELF-INSURANCE PLAN  
IT MUST BE FORWARDED TO LEXINGTON-FAYETTE**

**URBAN COUNTY GOVERNMENT, DIVISION OF RISK MANAGEMENT, 200 EAST MAIN STREET, LEXINGTON, KENTUCKY 40507 NO LATER THAN A MINIMUM OF FIVE (5) WORKING DAYS PRIOR TO THE RESPONSE DATE.**

Self-insurance programs, deductibles, and self-insured retentions in insurance policies are subject to separate approval by Lexington-Fayette Urban County Government's Division of Risk Management, upon review of evidence of Vendor's financial capacity to respond to claims.

Any such programs or retentions must provide LFUCG with at least the same protection from liability and defense of suits as would be afforded by first-dollar insurance coverage. If Vendor satisfies any portion of the insurance requirements through deductibles, self-insurance programs, or self-insured retentions, Vendor agrees to provide Lexington-Fayette Urban County Government, Division of Risk Management, the following data prior to the final acceptance of bid and the commencement of any work:

- a. Latest audited financial statement, including auditor's notes.
- b. Any records of any self-insured trust fund plan or policy and related accounting statements.
- c. Actuarial funding reports or retained losses.
- d. Risk Management Manual or a description of the self-insurance and risk management program.
- e. A claim loss run summary for the previous five (5) years.
- f. Self-Insured Associations will be considered.

**Verification of Coverage**

Vendor agrees to furnish LFUCG with all applicable Certificates of Insurance signed by a person authorized by the insurer to bind coverage on its behalf prior to final award, and if requested, shall provide LFUCG copies of all insurance policies, including all endorsements.

**Right to Review, Audit and Inspect**

Vendor understands and agrees that LFUCG may review, audit and inspect any and all of its records and operations to insure compliance with these Insurance Requirements.

**DEFAULT**

Vendor understands and agrees that the failure to comply

with any of these insurance, safety, or loss control provisions shall constitute default and that LFUCG may elect at its option any single remedy or penalty or any combination of remedies and penalties, as available, including but not limited to purchasing insurance and charging Vendor for any such insurance premiums purchased, or suspending or terminating the work.

00348003

## **Bid Overview**

LFUCG has implemented an 800 MHz P25 Phase 1 multicast/simulcast system provided by Cassidian Communications (COR P25). The Lexington Division of Fire and Emergency Services is seeking bids for the purchase of the subscriber units that will be used on this system. The total purchase for the Division of Fire will be approximately 350 portable hand-held radios, 160 mobile radios, and 50 control station radios.

The LFUCG also seeks to establish a price contract that can be used by other Divisions of the LFUCG as they migrate to the system in the near future. This migration would require approximately 100 portable hand-held radios, 250 mobile radios and 25 control station radios.

1. It is envisioned that the purchased subscriber units for the Division of Fire will be shipped to Lexington by the end of February 2015. Obtaining a certificate of interoperability from Cassidian Communications will be a pre-requisite for the shipment.
2. Long term the LFUCG system is expect to serve about 3500 radios.
3. The vendors will provide their complete standard price lists for subscriber equipment and all related accessories, options, licenses, etc. LFUCG's final price will be determined via the electronic bidding event process on January 14<sup>th</sup>.

4. The vendors will provide good faith estimates (during the electronic bidding event on January 14<sup>th</sup>) of per-unit installation and programming charges and will identify the resources and their handling capacity to be used for such services.
5. Vendors will describe their warranty programs in detail.
6. Vendors will provide information about available financing options for all submitted equipment.
7. For each proposed radio the vendors will provide the year when the radio was first offered on the market and expected lifetime for the model (how long it will be in production). The vendors will provide certificates of CAP compliance for the proposed units or provide binding timeline for when such certificates are expected to be available. The vendors will provide names and contact info for public safety agencies with >500 users using the proposed radios.
8. For each radio offered, vendor will detail what testing has been done to ensure the unit's interoperability and functionality with a Cassidian Communication COR P25 Trunked Radio System.

# Subscriber Radio Specifications

## 1.1 Technical Specifications

### 1.1.1 Overview

LFUCG's Division of Fire and Emergency Services will be purchasing radio user equipment that will require different features depending on the user departments and their operational needs. By "radio user equipment", the solicitation refers to mobile radios, portable radios, and control station radios. These radios will fall into several classes, from those with the most advanced features to basic models. This equipment will be used on a Cassidian COR P25 system operated by the LFUCG.

**Vendors will propose suitable user equipment for 4 different groups of users:**

- a. Full featured public safety grade radios as described below; these radios will be the model used by firefighters with primary emergency response duties. These radios will operate on the new LFUCG system and must meet all Phase I P25 mandatory requirements. Usefulness of the radios in harsh environments with and without firefighting gloves will be considered.
- b. Full featured public safety grade radios as described below; these radios will be the model used by firefighters that provide support functions. These radios will operate on the new LFUCG system and must meet all Phase I P25 mandatory requirements. Usefulness of the radios in harsh environments with and without firefighting gloves may be considered.
- c. Full featured high end public safety grade radios as described below; these radios will be the model used Commander/Management level personnel. These radios will operate on the new LFUCG system and must meet all Phase I P25 mandatory requirements. These radios may have additional features available including multi-band operation. Usefulness of the radios in harsh environments with and without firefighting gloves may be considered.
- d. Public service grade radios; these mobiles, portables and control stations will be economy units, meeting all Phase I P25 mandatory requirements.

Public Safety grade radio features:

- a. APCO P25 Phase I trunked radio
- b. Software Upgradeable to APCO P25 Phase II
- c. Minimum 32 conventional channels
- d. Minimum 256 system/talkgroups
- e. Programmable time-out-timer
- f. Digital and analog talk-around
- g. Individual call
- h. Emergency operation
- i. Group scan
- j. PC programmable



- k. Alphanumeric display
- l. Back lighting of display with dimmer control
- m. Encryption capable, AES, minimum 15 keys
- n. On/off volume knob
- o. 16 position rotary knob with stops
- p. Advanced System Key
- q. Dynamic regrouping capable
- r. Mil Specs 810C, D, E , F, and G
- s. Accessories
  - i. Rapid rate desk charger (1 hour full recharge)
  - ii. Choice of antenna types
  - iii. Spring-loaded belt clip
  - iv. Choice of battery types
  - v. Multi unit charger (standard charge)
  - vi. Public Safety remote speaker-mic with emergency activation button (no antenna)
  - vii. Covert surveillance earpiece to work with lapel mic
  - viii. Noise cancelling mic with emergency activation button (no antenna)
  - ix. Complete programming set – software, licenses, cables and connectors
  - x. Complete encryption management kit – software, licenses, cables and connectors
- t. Options:
  - xi. GPS
  - xii. Bluetooth
  - xiii. UL intrinsically safe portable model
  - xiv. 3-year factory warranty
  - xv. Detailed service manual

Submitters shall provide a detailed explanation of the testing that has been done to ensure the submitted radio's functionality on

Cassidian COR P25 infrastructure. A detailed description of the expected performance when operating on Cassidian COR P25 Infrastructure including expectations during failsoft operation shall be submitted.

Submitters shall provide a detailed explanation of the offering including the impact of potential P25 Phase II system upgrade on all user radio equipment, specifically whether or not the radios proposed are currently P25 Phase II capable, or are upgradeable from Phase I to Phase II. If they are upgradeable to Phase II, describe the process required to upgrade them to Phase II operation, whether it is a simple software update, requires modification to the radios or required replacement of the radios. If the radios require modification, describe the process. List price of any costs associated with the upgrade shall be provided.

LFUCG has procured a complex system infrastructure throughout which the radio units will operate. Superior performance of the system will depend on the radio units' abilities to properly and predictably roam throughout the system. The Submitters shall provide a detailed discussion of the methodology with which the radio units roam, including:

- ◆ Methodology by which the radio units choose on which site/subsystem to register
- ◆ How the radio units avoid remaining on a low signal site when in range of a higher-signal site.
- ◆ The radio units' algorithm for accessing a site upon power-up and upon requiring a site change.
- ◆ Any features in the radio units' roaming algorithm, which might provide for more efficient system operation (automatically favoring a higher-capacity site, etc.). Please provide details on how these features operate.
- ◆ Describe how the radios' operating algorithm protects from conditions that might entail numerous radios registering simultaneously, thus potentially overloading the system.
- ◆ Please describe the radio units' flexibility for operating in preferred conditions upon infrastructure failures. Such as, changing to an available wide-area subsystem when a "site trunking" condition occurs, or conversely, remaining in the "site trunking" condition. Also, describe the radios' ability to switch to and handle conventional failsoft operation.
- ◆ Please describe any added value features of the proposed units.

Submitters shall provide a detailed explanation of the testing that has been done to ensure the submitted radio's interoperability with Cassidian COR P25 infrastructure. A detailed description of the expected performance when operating on Cassidian COR P25 Infrastructure including expectations during failsoft operation shall be submitted.

The Submitter shall describe the process by which system frequencies are programmed into the radio units. Specifically, if sites and/or channels are added to the system at a later date, what must be performed to the radio units to accommodate these additional sites/channels.

Submitters that participated in LFUCG RFI #6-2014 and are providing pricing for radios that were submitted for testing during this process may reference the documentation pertaining to the communications equipment that was previously submitted. Only major changes to the documentation already on file need be submitted.

If any of the requested features are not available at the time of submission, a time line indicating when the features will be available must be submitted for review.

The LFUCG reserves the right to withhold 10% of the unit purchase price as retainage. This 10% retainage will be paid in full when the selected vendors proposed features (features not yet available on current models) are obtainable via a software update.

### **1.1.2 Mobile Radio, 700/800 MHz**

Mobile radios shall be frequency synthesized and furnished to operate on all channels in the 700/800 MHz land mobile bands. Specific channel assignment will be made by the trunking control system. In the event the mobile radio unit begins operating on a site or subsystem which is in a failed mode, a unique tone will be heard on the unit's speaker and indicated on the display if applicable. Submitters shall describe the capabilities of the proposed mobile radios to provide an indication to the user that the trunked system is operating in a mode that is not normal. It is preferred that users have the ability to silence the failure indication tone.

Detailed operational and technical instructions on programming shall be supplied. The RF output power into 50 Ohms shall be 15 Watts minimum.

Mobile stations shall have an engraved or stamped multi-digit unique serial number applied to each unit. These shall be of such type, and located in such a position that their removal or alteration is as difficult to do and as obvious to spot as economically feasible. It is not the intent of LFUCG in requiring this identification to raise the cost of the units by any significant percentage. Submitters must be aware of this intent when proposing a suitable method of identification.

The mobile station exterior housing shall be made of plated or painted steel or aluminum of sufficient gauge to provide for adequate protection and theft deterrence. Plastic, nylon or other suitable synthetic material may be used for the radio enclosure/housing if its usage is adequately justified and it can meet the required performance specifications.

The interconnecting cable, including + and - DC power, shall be of such construction that frequent exposure to hydraulic fluids and petroleum based oils will cause minimal damage such as cracking or softening of the cable jacket.

All mobile units and operation radios shall be supplied with control unit, speaker, microphone and all accessories required for installation.

The successful vendors shall be required to demonstrate that the microprocessor-based equipment is totally functional in the vehicular environment in which LFUCG intends it to be used. This test shall include, but not be limited to, RF immunity, DC input voltage fluctuations, noise introduced in the DC line and typical usage impact. Any degradation of functional parameters of the equipment supplied due to normal or emergency operation of the vehicle in which it is installed shall be corrected by the Contractor.

Open air mobile units and all external headsets, microphones and speakers must be weatherproofed and suitable for outdoor mounting. All installation and operating cabling, brackets, etc. must be part of this procurement.

The housing shall be devoid of any louvers or other openings thereby protecting the radio set from dirt, dust, and moisture and splashing water.

The mobile radio shall be capable of operation from a nominal 12-volt dc primary power source, with positive action reverse polarity protection to avoid damage if the radio were to be incorrectly installed. In that event, the only damage allowed shall be blown fuses if the radio were turned "ON". The radio set shall operate from a negative ground primary source.

All power should be derived directly from the vehicle battery, without using active components such as transistors in an oscillator circuit, step-up transformers, or rectifiers. Primary power input shall be adequately fused to assure fast and positive action.

Some mobile radios will require priority-scanning capability. These units shall be capable of scanning a minimum of ten (10) fleets/sub fleets. The operator shall be readily able to select the fleets/sub fleets to be scanned, to designate and change the priority channel, and to enable or disable the scanning mode.

Additional equipment specifications are listed below.

System Compatibility - Mobile radios shall be equipped and compatible with software related features of the trunking system:

- ◆ Dynamic talkgroup reconfiguration
- ◆ System access priority
- ◆ Trunking controller failure operating mode
- ◆ Signaling error correction (To correct erroneous talkgroup assignments, software shall provide for the

mobile to revert to the signaling channel in the event that a unit is assigned to an incorrect talkgroup)

- ◆ Wide area operation capability
- ◆ Selective inhibit and uninhibit
- ◆ Multi-key Encryption (256 bit AES Encryption)
- ◆ Software driven tuning and alignment capabilities
- ◆ Batch cloning capability
- ◆ Over-The-Air-Rekeying (OTAR) (Selected Public Safety radios) (optional)
- ◆ Over-The-Air-Programming (OTAP) (optional)

**Emergency Alarm Switch** - Mobile radio control heads shall be equipped with an emergency switch which will encode a unit identification and emergency status message when depressed. The emergency signaling shall be placed onto the system immediately to be decoded and displayed at the user's dispatch center. Submitter shall describe programmable options associated with emergency signaling that are available with their submission.

**Status Tones** - Audible programmable indication shall be provided for the following operational conditions:

- ◆ System busy
- ◆ Callback when channel is available
- ◆ Trunking controller failure
- ◆ Time out timer operation
- ◆ Access to system denied
- ◆ Out of range of trunked system

#### **Control Head**

- ◆ Mounting - Shall provide for mounting on vertical or horizontal plane mounting surface
- ◆ Displays - Shall be clearly labeled and shall be backlit for nighttime visibility
- ◆ Microphone - Palm type, with push to talk switch
- ◆ Selector Switches - Rotary selectors and volume controls are preferred on Public Safety radios;
- ◆ Multiple control heads - Some vehicles require a front and rear control heads
- ◆ An "on-off" switch shall control primary power to the radio set.
- ◆ A volume control shall regulate the audio level of the speaker. Minimum volume shall be software programmable.
- ◆ Indicator lamps (either LED or LCD devices) shall be provided which indicate "radio set on" and "transmitter carrier on" functions.
- ◆ A talkgroup selector switch or switches, if applicable.

**Service Facilities** - A central metering jack shall be provided for connecting test apparatus to the radio for measuring transmitter and receiver circuitry alignment.

**Selective Signaling and Alert Decoder** – Unit shall allow for selective signaling of mobile units and shall provide a visual or audible indication on the control head of a call waiting.

**Talk-around and Conventional Operation** - Shall provide for direct, simplex, mobile-to-mobile communication in analog or digital mode. Programming should allow user selection of a trunked talk group, a conventional channel or a talk-around channel from the same bank utilizing the talk group/channel selector control. This operational method shall not result in loss of radio features or the functional system/group (channel) capacity.

**Radio Models** - Bidders should focus on models that were submitted under LFUCG RFI 6-2014.

### **1.1.3 Portable Radio, 700/800 MHz**

The portable radio will be used by the firefighters in harsh environments. The portable radio shall meet MIL 810 C, D, E, F and G standards for shock, vibration, salt, fog, dust and rain, and shall consist of weather resistant, FM transmitter, receiver battery power supply and operating controls, all housed in a durable, attractive, weather resistant enclosure. The case of the unit shall fit comfortably in, and permit, one hand operation. Power output of the transmitter shall be a minimum of 3 Watts.

Portable radios supplied under this procurement shall be frequency synthesized and furnished to operate on all channels in the 700/800 MHz land mobile bands. Specific channel assignment will be made by the trunking control system. In the event the portable radio unit begins operating on a site or subsystem which is in a failed mode, a unique tone will be heard on the unit's speaker and indicated on the display if applicable. Submitters shall describe the capabilities of the proposed portable radios to provide an indication to the user that the trunked system is operating in a mode that is not normal. It is preferred that users have the ability to silence the failure indication tone.

Radios shall be delivered with all necessary channels already programmed. Detailed operational and technical instructions on programming shall also be supplied.

The radio set shall be small, lightweight and rugged. The radio set shall be capable of withstanding severe operating conditions. The portable housing shall be constructed of high impact resistant material. It shall be sealed and gasketed to protect internally mounted circuitry against dust, foreign particles, moisture and splashing water. Opening the battery compartment shall not break the seal to the radio circuitry. "Ruggedized" portable radios are preferred. If available, ruggedized portable radios shall be offered and thoroughly described.

The radio shall be single battery operated to insure uniform battery depletion. Submitters shall propose a rechargeable battery, which shall be quickly and easily removed. Battery life,

based on a 10% transmit, 10% receive, 80% stand-by duty cycle, measured in accordance with EIA RS-316 at 250 milliwatts of audio output, shall be at least twelve (12) hours. Batteries must be capable of full recharge in one (1) hour or less. Batteries provided must be capable of withstanding a 3' drop test to concrete without damaging battery performance or visibly cracking the battery housing. Submitters shall provide a listing of the batteries available and a comparison detailing the advantages and disadvantages of each type of battery. The comparison shall include the maximum and minimum operating temperatures of each battery offered.

LFUCG is interested in considering different types of batteries. The Submitter shall include in their bid a section describing the pros and cons of their available battery types, including their operational parameters. LFUCG intends on making final decisions on battery types after evaluating this response. LFUCG is also interested in compatible battery cases that would allow the use of standard commercially available AA Alkaline batteries with your portable radio equipment.

The volume and mode selection controls on the portable radios shall be mounted on the top of the unit for easy access. Minimum volume shall be software programmable. A rotary control knob shall be provided to select talkgroups as desired, simultaneously selecting the correct transmitter and receiver digital code. The switch shall not rotate through more than 355 degrees. Other controls shall include a volume control/on-off switch. A sealed transmitter "push-to-talk" (PTT) switch shall be provided on the side of the unit, and an emergency switch shall be provided for user defined quantities of radios.

The audio output levels of indication tones shall be capable of being independent of the volume control.

All portables shall be available with a variety of devices such as belt clips, leather cases, etc. Public safety speaker/microphone assemblies shall be available and thoroughly described in the bid.

Further, it must be possible for an operator to remove the public safety speaker/microphone assembly from a portable radio without the use of tools, and then operate the radio in normal fashion. Speaker/microphones shall not have antennas on the microphone. All speaker/microphones shall use coiled cords to connect the speaker microphone to the radio, and shall have an emergency alarm switch that will activate the emergency alarm in the portable radio. Speaker microphones shall be noise canceling.

Submitters shall provide a description of how noise cancelation is achieved.

Additional equipment specifications are listed below.

**Unit Identification** - Shall transmit a digital unit identification when the PTT switch is depressed

**System Compatibility** - Radios shall be equipped and compatible

with the following trunked system software or firmware related functions:

- ◆ Dynamic talkgroup reconfiguration
- ◆ System access priority
- ◆ Trunking controller failure operating mode
- ◆ Signaling error correction (To correct erroneous talkgroup assignments, software shall provide for the mobile to revert to the signaling channel in the event that a unit is assigned to an incorrect talkgroup)
- ◆ Wide area operation capability
- ◆ Selective inhibit and uninhibit
- ◆ Multi-key Encryption (256 bit AES Encryption)
- ◆ Software driven tuning and alignment capabilities
- ◆ Batch cloning capability
- ◆ Over-The-Air-Rekeying (OTAR)(optional)
- ◆ Over-The-Air-Programming (OTAP) (optional)

**Emergency Alarm Switch** - An emergency button/switch shall be provided, which, when activated, permits immediate access to a control channel and alerts the dispatcher of an emergency transmission. When the emergency button is activated, the transmitter operates in its highest priority mode, and the PTT switch can be used to key the transmitter in that mode. No receive audio shall be present unless the PTT switch is first activated. Submitter shall describe programmable options associated with emergency signaling that are available with their submission.

**Status Tones** - Shall provide audible programmable indication of the following conditions:

- ◆ System busy
- ◆ Call back when channel available
- ◆ Trunking controller failure
- ◆ Time out timer activation
- ◆ Access to system denied
- ◆ Out of trunked radio system range
- ◆ Master Network Controller failure
- ◆ Other reduced capability indicator

**Selector Switches** - Rotary selectors are required on Public Safety models. Ease of use while wearing firefighting gloves will be considered.

**Talk-around and Conventional Operation** – Proposed radio shall provide for direct, simplex, and radio-to-radio communication in analog or digital mode. Programming should allow user selection of a trunked talk group, a conventional channel or a talk-around channel from the same bank utilizing the top selector control. This operational method shall not result in loss of radio features or the functional system/group (channel) capacity.

**Accountability Tone Operation** – Radio shall be capable generating the Lexington Fire Department Accountability Tone as



demonstrated during RFI 6-2014. If selected as finalist, the vendor shall be required to demonstrate this capability prior to the final awarding of any purchase contract.

**Batteries** - Proposed portable handheld radio batteries shall use nickel metal hydride, lithium-ion or lithium polymer chemistry. The following table shall be completed for each battery submitted in this RFB. Battery options for each radio should be outlined using the format listed below:

Battery Model #	Capacity (maH)	Chemistry (NiH, LiON, LiPoly)	Avg radio run time 5/5/90	Is there a limited number of Charging Cycles?	Typical Number of Charging Cycles	Recommended Single Unit Charger	Recommended Multi-Unit Charger
KAA-0100	1950	LiON	8	No	<800	KAA300P	KAA0301P
KAA-0101	3600	LiON	14	No	<800	KAA300P	KAA0301P
KAA-0101is	3600	LiON (is)	14	No	<800	KAA300P	KAA0301P
XPPA3A	3600	LiPoly	10	No	<800	XPCH4J	XPCH4B
XPPA3C	3200	LiON (is)	7	No	<800	XPCH4J	XPCH4B

**Battery Chargers** - Battery charging units operating from 110V AC, 60 Hz primary power shall be provided. Multi-unit chargers shall be capable of fully charging batteries in one (1) hour or less. All chargers shall automatically switch to trickle charge when the battery is 70% (or more) charged. Miniature meters (scaleless) or lighted indicators shall be provided which will indicate when a battery is charging and also when it is fully charged.

Three types of battery chargers shall be provided:

- ◆ Desktop charger capable of holding a single radio unit or battery.
- ◆ Multi-unit charger suitable for wall mounting or desktop placement.
- ◆ Rapid rate vehicle mountable radio charger.

Each charger provided shall be capable of recharging batteries with the nickel-cadmium, nickel metal hydride, lithium-ion or lithium polymer battery either connected to, or removed from, the radio set. The charger shall be equipped with automatic full discharge option to first fully discharge the battery to a minimum of 1 volt per cell and then recharge the battery, or else the bidder shall certify that this feature is not needed, because the batteries being supplied are not susceptible to developing "battery memories".

In addition LFUCG is interested in the following list of

accessories/items for potential future purchases of fire service grade radio equipment:

- Ruggedized lapel microphone with emergency activation button and earpiece connection (no antenna provision)
- Standard lapel microphone with emergency activation button and earpiece connection (no antenna provision)
- Belt clips and carrying accessories
- Earpiece accessories
- Skull/bone microphone options (for Fire Hazmat units)
- Antenna options (length, gain)

**Radio Models** - Bidders should focus on the following models that were submitted under LFUCG RFI 6-2014:

<b>HARRIS</b>	XG-75
	UNITY XG100P
<b>RELM</b>	KNG P800T2
	KNG P800
<b>MOTOROLA</b>	APX6000XE
	APX7000XE
	XTS1500
	APX7000
<b>KENWOOD</b>	TK5410D-K2
	TK5410-K2
<b>TAIT</b>	TP9160
	TP9455

**1.1.4 Control Stations**

Radio operation in the trunked radio system from various fixed locations within the system is required. Control stations must include antennas and transmission lines if applicable. Control Stations shall have the capability to be mounted in a 19" rack. Proposer shall describe available methods with which Control Stations can be interfaced with common console systems.

All radio equipment shall be FCC type accepted under Part 90 of the FCC Rules and Regulations. Control stations shall be available with an optional auxiliary power system capable of sustaining operation for a period of four hours. Additional equipment specifications are listed below.

**Automatic Unit Identification** - Shall transmit digital unit identification on push to talk.

**System Compatibility** - Control Stations shall be equipped and compatible with software related features of the trunking system:

- ◆ Dynamic talkgroup reconfiguration
- ◆ System access priority
- ◆ Trunking controller failure operating mode

- ◆ Signaling error correction (To correct erroneous talkgroup assignments, software shall provide for the mobile to revert to the signaling channel in the event that a unit is assigned to an incorrect talkgroup)
- ◆ Wide area operation capability
- ◆ Selective inhibit and uninhibit
- ◆ Multi-key Encryption (256 bit AES Encryption)
- ◆ Software driven tuning and alignment capabilities
- ◆ Batch cloning capability
- ◆ Over-The-Air-Rekeying (OTAR) (selected Public Safety radios) (optional)
- ◆ Over-The-Air-Programming (OTAP) (optional)

**Emergency Alarm Switch** - As outlined in the pricing section, control stations shall be equipped with an emergency switch which will encode a unit identification and emergency status message when depressed. This indication shall be placed onto the system immediately, and shall be decoded and displayed at the user's dispatch center. Submitter shall describe programmable options associated with emergency signaling that are available with their submission.

**Status Tones** - Audible indication shall be provided for the following operational conditions:

- ◆ System busy
- ◆ Callback when channel is available
- ◆ Trunking controller failure
- ◆ Time out timer operation
- ◆ Access to system denied
- ◆ Out of range of trunked system

### **Radio Controls**

- ◆ Displays - Shall be clearly labeled and shall be backlit for nighttime visibility
- ◆ Microphone – Desk or palm type, with push to talk switch
- ◆ Selector Switches - Rotary selectors and volume controls are required on Public Safety radios, instead of rocker buttons
- ◆ An "on-off" switch shall control primary power to the radio set.
- ◆ A volume control shall regulate the audio level of the speaker. Minimum volume shall be software programmable.
- ◆ Indicator lamps (either LED or LCD devices) shall be provided which indicate "radio set on" and "transmitter carrier on" functions.
- ◆ A talkgroup selector switch or switches, if applicable.

**Service Facilities** - A central metering jack shall be provided for connecting test apparatus to the radio for measuring transmitter and receiver circuitry alignment.

## **Selective Signaling and Alert Decoder**

- ◆ Shall allow for selective signaling of radio units
- ◆ Shall provide a visual or audible indication on the control head of a call waiting

**Talk-around and Conventional Operation** - Shall provide for direct, simplex, radio-to-radio communication on the base station transmit frequency or other frequency, and conventional mobile relay operation

**Radio Models** - Proposals should focus on models that were submitted under LFUCG RFI 6-2014.

### **1.1.5 Vehicular Mounted Repeaters**

Vehicular Repeaters shall be frequency synthesized and furnished to operate on all channels in the 700/800 MHz land mobile bands. The RF output power into 50 Ohms should be 15 Watts minimum. Lower power vehicular repeaters will be considered.

Vehicular repeaters shall have an engraved or stamped multi-digit unique serial number applied to each unit. These shall be of such type, and located in such a position that their removal or alteration is as difficult to do and as obvious to spot as economically feasible. It is not the intent of LFUCG in requiring this identification to raise the cost of the units by any significant percentage. Submitters must be aware of this intent when proposing a suitable method of identification.

The exterior housing shall be made of plated or painted steel or aluminum of sufficient gauge to provide for adequate protection and theft deterrence. Plastic, nylon or other suitable synthetic material may be used for the radio enclosure/housing if its usage is adequately justified and it can meet the required performance specifications.

The interconnecting cable, including + and - DC power, shall be of such construction that frequent exposure to hydraulic fluids and petroleum based oils will cause minimal damage such as cracking or softening of the cable jacket.

The successful vendors shall be required to demonstrate that the microprocessor-based equipment is totally functional in the vehicular environment in which LFUCG intends it to be used. This test shall include, but not be limited to, RF immunity, DC input voltage fluctuations, noise introduced in the DC line and typical usage impact. Any degradation of functional parameters of the equipment supplied due to normal or emergency operation of the vehicle in which it is installed shall be corrected by the Contractor.

The housing shall be devoid of any louvers or other openings thereby protecting the radio set from dirt, dust, and moisture and splashing water.

The vehicular repeater shall be capable of operation from a

nominal 12-volt dc primary power source, with positive action reverse polarity protection to avoid damage if the radio were to be incorrectly installed. In that event, the only damage allowed shall be blown fuses if the radio were turned "ON". The radio set shall operate from a negative ground primary source

All power should be derived directly from the vehicle battery, without using active components such as transistors in an oscillator circuit, step-up transformers, or rectifiers. Primary power input shall be adequately fused to assure fast and positive action.

### 1.1.6 Minimum Mobile, Portable, Control Station Radio Specifications

#### (Public Safety Tiers)

SPECIFICATIONS	MOBILE	PORTABLE	CONTROL
Power Requirements	11-16 Vdc, negative ground	Min choice of Ni-MH or Nickel-Cadmium, (re- chargeable)	120 Vac, 60 Hz & 12 or 24 VDC
Temperature	-30° to +60° C (Full Performance)	-30° to +60° C (Full Performance)	-30° to +60° C (Full Performance)
Humidity	95% @ 50° C	95% @ 50° C	95% to 50° C
Duty Cycle	20% Tx 100% Rx	10% Tx 10% Rx 80% Stby (12 hours minimum battery life)	20% Tx 100% Rx
Shock & Vibration	MIL 810 C/D/E/F/G	MIL 810 C/D/E/F/G	MIL 810 C/D/E/F/G
Tx RF Output Power	15-30 watts	3 watts	10-30watts
Tx RF Output Impedance	50 Ω	—	50 Ω
Tx Frequency Stability	±0.00015% -30°/+60° C	±0.00015% -30°/+60° C	±0.00015% -30°/+60° C
Tx Local Audio Sensitivity			-15 dBm @ 3.3 kHz deviation
FCC Emission Designator	11K0F3E 20K0F3D	11K0F3E 20K0F3D	11K0F3E 20K0F3D
Tx Audio Response	+1, -3 dB, 6 dB pre-emphasis	+1, -3 dB, 6 dB pre-emphasis	+1, -3 dB, 6 dB pre-emphasis
Tx Audio Distortion	≤3% @ 1 kHz	<5% @ 1 kHz	≤3% @ 1kHz
Tx Spurious & Harmonic	≥-75 dB	≥-75 dB	≥-75 dB
Tx FM Noise	≥-40 dB @ 3.3 kHz deviation & 1.0 kHz modulation	≥-40 dB @ 3.3 kHz deviation & 1.0 kHz modulation	≥-40 dB @ 3.3 kHz deviation & 1.0 kHz modulation
Rx Frequency Stability	±0.00015% -30°/+60° C	±0.00015% -30°/+60° C	±0.00015% -30°/+60° C
Rx Sensitivity (EIA SINAD)	0.35μV/12dB SINAD	0.35μV/12dB SINAD	0.35μV/12dB SINAD
Rx Selectivity (12.5kHz Channel)	≥-63 dB	≥-63 dB	≥-63 dB

Rx Intermod Rejection	≥-70 dB	≥-70 dB	≥-70 dB
Rx Spurious & Image Rejection	≥-75 dB	≥-75 dB	≥-75 dB
Rx Audio Response	+1, -3 dB, 6dB/octave de-emph	Describe	+1, -3 dB, 6dB/octave de-emph
Rx Audio Output	5 or 10 watts, ≤3% distortion @ max. rated output	0.5 watts, ≤5% distortion @ max. rated output	1.5 watts, min ≤3% distortion @ max. rated output

### 1.1.7 Offering

Submitters shall complete an information sheet for each of the radio models offered in each category. Submitters shall indicate whether the listed features are included in the price that they will be submitting during the electronic bidding event (auction). Each offering shall have a picture depicting the model of radio being supplied.

Submitters shall supply a catalog of additional accessories that are available for the radios offered which shows the list price of these accessories. During the electronic bidding event on January 14<sup>th</sup>, submitters will provide discounts that apply to the additional accessories.

During the electronic bidding event on January 14<sup>th</sup>, submitters shall also provide discounts that will apply to purchases made within three (3) years of the initial radio purchase.

Pricing and discount information should **NOT** be submitted with your sealed specification package.

**LFUCG Radio Purchase Information Sheet**

**Front Mount Mobile Radio**

**Radio Model:** KNG-M800

	Included?: Y/N	
Vehicle mounted mobile radio operating in the 700/800MHz frequency band.	YES	
Control head	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Microphone	YES	
External Speaker	YES	
Power cables and mounting hardware	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
		One Time Discounts
Cost per Radio	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>	
Cost for 50 radios		
Cost for 100 radios		
Cost for 150 radios		
Cost for 200 radios		

**Remote Mount Mobile Radio**

**Radio Model:** KNG-M800R

	Included?: Y/N	
Vehicle mounted mobile radio operating in the 700/800MHz frequency band.	YES	
Control head	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Microphone	YES	
External Speaker	YES	
Cable for connection between the transceiver and the control head (30' min.)	YES	
Power cables and mounting hardware	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
		One Time Discounts
Cost per Radio	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>	
Cost for 50 radios		
Cost for 100 radios		
Cost for 150 radios		
Cost for 200 radios		



**Public Safety Grade Portable Radio for Field Operations**

**Radio Model: UNITY XG-100P**

	Included?: Y/N	
Hand-held radio operating in the 700/800MHz frequency band.	YES	
Battery - 2400maH Li-Ion minimum (List battery supplied in the 'Included' column to the right)	YES	
Antenna (Indicate which antenna is being offered in the 'Included' column to the right)	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display on the face of the radio	YES	
Alphanumeric display on the top of the radio	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Public Safety Grade Ruggedized Speaker/Microphone with Emergency Button	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
Spring-loaded Belt Clip		
		One Time Discounts
	Cost per Radio	All pricing and discount information to be provided at auction event on January 14 <sup>th</sup> !
	Cost for 50 radios	
	Cost for 100 radios	
	Cost for 150 radios	
	Cost for 200 radios	
	Cost for 250 radios	
	Cost for 300 radios	

*See Alternate Response Next page.*

(RELM ALTERNATE OFFER)

no top display  
meets all other  
requirements per .

**Public Safety Grade Portable Radio for Field Operations**  
**Radio Model: KNG-P800**

	Included?: Y/N	
Hand-held radio operating in the 700/800MHz frequency band.	YES	
Battery - 2400mAh Li-Ion minimum (List battery supplied in the 'Included' column to the right)	YES	
Antenna (Indicate which antenna is being offered in the 'Included' column to the right)	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display on the face of the radio	YES	
Alphanumeric display on the top of the radio	NO	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Public Safety Grade Ruggedized Speaker/Microphone with Emergency Button	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
Spring-loaded Belt Clip		
Cost per Radio	All pricing and discount information to be provided at auction event on January 14 <sup>th</sup> !	One Time Discounts
Cost for 50 radios		
Cost for 100 radios		
Cost for 150 radios		
Cost for 200 radios		
Cost for 250 radios		
Cost for 300 radios		
	All pricing and discount information to be provided at auction event on January 14 <sup>th</sup> !	



**Public Safety Grade Portable Radio for Support Operations**  
**Radio Model: KNG P800T2**

	Included?: Y/N	
Hand-held radio operating in the 700/800MHz frequency band.	YES	
Battery - 2400maH Li-Ion minimum (List battery supplied in the 'Included' column to the right)	YES	
Antenna (Indicate which antenna is being offered in the 'Included' column to the right)	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display on the face of the radio	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Public Safety Grade Speaker/Microphone with Emergency Button	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
Spring-loaded Belt Clip	YES	
		One Time Discounts
	Cost per Radio	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
	Cost for 50 radios	
	Cost for 100 radios	
	Cost for 150 radios	
	Cost for 200 radios	

**Public Safety Grade Portable Radio for Command Level Use**  
**Radio Model: UNITY XG-100P**

	Included?: Y/N	
Hand-held radio operating in the VHF frequency band.	YES	
Hand-held radio operating in the UHF frequency band.	YES	
Hand-held radio operating in the 700/800MHz frequency band.	YES	
Battery - 2400maH Li-Ion minimum (List battery supplied in the 'Included' column to the right)	YES	
Antenna (Indicate which antenna is being offered in the 'Included" column to the right)	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display on the face of the radio	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E , F, and G	YES	
Public Safety Grade Speaker/Microphone with Emergency Button	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
Spring-loaded Belt Clip	YES	
		One Time Discounts
Cost per Radio	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>	
Cost for 50 radios		

**Public Service Grade Portable Radio**  
**Radio Model: KNG P800T2**

	Included?: Y/N	
Hand-held radio operating in the 700/800MHz frequency band.	YES	
Battery (List battery supplied in the 'Included' column to the right)	YES	
Antenna (Indicate which antenna is being offered in the 'Included' column to the right)	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
Spring-loaded Belt Clip	YES	
		One Time Discounts
	Cost per Radio	All pricing and discount information to be provided at auction event on January 14 <sup>th</sup> !
	Cost for 50 radios	
	Cost for 100 radios	
	Cost for 150 radios	

**Control Station Radio**  
**Radio Model: KNG-B800**

	Included?: Y/N	
Control Station radio operating in the 700/800MHz frequency band.	YES	
Convention Analog Operation	YES	
P25 Conventional Operation	YES	
APCO P25 Phase I trunked radio	YES	
Software Upgradeable to APCO P25 Phase II	YES	
Minimum 32 conventional channels	YES	
Minimum 256 system/talkgroups	YES	
Programmable time-out-timer	YES	
Digital and analog talk-around	YES	
Individual call	YES	
Emergency operation	YES	
Group scan	YES	
PC programmable	YES	
Alphanumeric display on the face of the radio	YES	
Back lighting of display with dimmer control	YES	
Encryption, AES multi-key (min. 15 key capacity)	YES	
On/off volume knob	YES	
16 position rotary knob with stops	YES	
Advanced System Key	YES	
Dynamic regrouping capable	YES	
Mil Specs 810C, D, E, F, and G	YES	
Mixed Mode Operation (Trunked talk groups and Conventional Channels in the same bank of frequencies)	YES	
		One Time Discounts
	Cost per Radio	All pricing and discount information to be provided at auction event on January 14 <sup>th</sup> !
	Cost for 50 radios	
	Cost for 100 radios	
	Cost for 160 radios	

**Vehicular Mounted Repeater**

**Model: We do not offer in 700/800 band**

	Included?: Y/N	
Vehicular Repeater System operating in the 700/800MHz frequency band.	N	
		One Time Discounts
Cost for 1 Vehicular Repeater Systems	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>	
Cost for 6 Vehicular Repeater Systems		

**Portable Radio Chargers**

	One Time Discounts
Single Unit Chargers	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
Multi-Unit Chargers	

**Mobile Radio Installation Services**

Note: Vehicles currently have 700/800 MHz antennas and coax installed. It is not anticipated that these will need to be changed. Coaxial connectors at the radio may need to be changed.

	Estimated Cost Per Vehicle
Ambulance - Radio in the front of the vehicle (Front Mount)	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
Ambulance - Radio in the front of the vehicle (Remote Mount)	
Ambulance - Radio in the rear of the vehicle (Front Mount)	
Ambulance - Radio in the rear of the vehicle (Remote Mount)	
Fire Engine (Front Mount)	
Fire Engine (Remote Mount)	
Fire Ladder Truck (Front Mount)	
Fire Ladder Truck (Remote Mount)	
Rescue/Hazmat Vehicle (Front Mount)	
Rescue/Hazmat Vehicle (Remote Mount)	
Fire SUV (Front Mount)	
Fire SUV (Remote Mount)	
Fire SUV (Remote Mount with Dual Control Head)	

**Programming**

	Cost
Radio Programming Software (For up to 5 users)	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
Radio Encryption Software (Master/Parent)	
Radio Encryption Software (Slave/Child)	
Advance System Key	

Warranty

	Cost per radio
One (1) year factory warranty	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
Two (2) year factory warranty	
Three (3) year factory warranty	



**Product Catalog**

**Radios**

Discount  
Percentage

Discount off of list price for there (3) years after initial purchase	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
---	---

**Accessories**

Discount off of list price if purchased with initial purchase	<b>All pricing and discount information to be provided at auction event on January 14<sup>th</sup>!</b>
Discount off of list price for there (3) years after initial purchase	







**Response to: RFP #6-2014 Public Safety Radio System Subscriber  
Units**

**Request for Information**



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# Cover Letter



Todd Slatin, Director  
Lexington-Fayette Urban County Government  
Room 338, Government Center  
200 East Main Street  
Lexington, KY 40507

Thursday, February 27, 2014

Dear Mr. Slatin,

Thank you for considering RELM for your needs. We believe our products are a perfect fit with the needs of Lexington Fire radio user community backed by the most dedicated team any fire communications officer could ask for. Our radios are manufactured in same place as our service facility in Melbourne Florida which brings us even closer to our customers.

We look forward to meeting to present our solutions and would very much like to discuss how you can put what we are offering you to use on your radio network.

Feel free to contact me at any time at (713) 965-6717 or by email at [jmurray@relm.com](mailto:jmurray@relm.com)

I look forward to hearing from you.

Sincerely,

A handwritten signature in black ink, appearing to read "John Murray", with a vertical line extending downwards from the end of the signature.

John Murray



## Company Overview

*RELM Wireless Corporation, a U.S. small business manufacturer headquartered in West Melbourne, FL, has been in business for more than 60 years. The company designs, manufactures, and markets wireless communications products consisting of two-way land mobile radios, repeaters, base stations, and related components and subsystems. Our capabilities include the following:*



- *U.S.-based manufacturing of APCO P25 portable and mobile radios, base stations and repeaters*
- *Shipping and delivery of product worldwide*
- *Training and education included with product purchase at no additional cost*
- *Factory service for all RELM products*
- *Software/firmware upgrades at no additional cost*

*RELM employs both analog and digital, Conventional and Trunking technologies in its products. Its digital technology is compliant with the Project 25 standard of the Association of Public Communications Officials (APCO Project 25 or P25) for interoperability of communications among emergency responders, law enforcement and other public safety agencies. RELM has been an active supporter of the P25 standard, contributing technology and leadership resources over the 20 year history of the standard.*

RELM offers products under two brand names:



**BK Radio** products consist of high-specification land-mobile radio equipment that is used by professional radio operators, primarily in government and public safety applications. The BK Radio line has extensive features/capabilities and includes the Company's P25-compliant digital products. The Company has introduced a new line of next-generation, high performance, feature-rich KNG P25 digital radios. This new product line significantly expands the Company's addressable market, including P25 Trunking.



**RELM** products provide basic, inexpensive, yet full-featured and reliable two-way communications for commercial and industrial users, such as hotels, construction firms, schools, and taxicab/limousine companies. Typical users are not radio professionals and require easy, fast, affordable communication among a defined group of users.

RELM's headquarters and manufacturing operations are located in West Melbourne, Florida. Its digital engineering and product development team is located in Lawrence, Kansas. RELM qualifies as a small business entity in accordance with the U.S. Small Business Administration (SBA). This gives government agencies added flexibility in meeting small business objectives while maintaining top-tier quality and performance. Further, as a small business, RELM is more responsive than other competitors in the LMR marketplace.

As one of the highest quality and most cost-efficient American manufacturers in the LMR industry, the Company effectively leverages its internal and external resources in the production of its products. This provides greater production specialization and expertise, higher levels of quality and responsiveness, and faster delivery of product. Furthermore, RELM has designed its next-generation KNG products on a common platform, thereby improving operational efficiencies.



# RELM MANUFACTURES TOUGH, RELIABLE, AND EASY TO USE SOLUTIONS

*EMT's and Firefighters across the United States...*



## *Wildland Fire Certified radios from RELM are the choice for Firefighters*

The U.S. Department of Agriculture, U.S. Forest Service (USFS) has selected our Digital P-25 mobile and portable radios for over a decade. With over 70,000 of our radios in service, functioning in harsh and life-threatening conditions, clearly the U.S. Forest Service is confident relying upon our company, products and services. From drop testing to PC free cloning in field we deliver.



**Figure 1 Experienced Wildland Fire Responders radio realize Incident Command its can be tough to find a power outlet at a fire. RELM answers their call with Our KAA0120 Battery Clamshell, "AA" Cell Holder**

## Put to the Test in Texas

At our request, Harris County Fire Marshall's Office in Texas (Houston area) conducted a field trial of the RELM BK Radio KNG-P800 at their live fire training facility. This is how our KNG-P800 performed

Date: 15 Aug 2013

Time: 0900-1300

Outside Environment: Overcast/90 degrees

*The BK Radio was placed into the protected pocket in the tester's bunker coat with the radio antenna exposed. Three iterations of exposure testing were conducted where the tester entered the building to "stoke" the existing fire (combustible material: hay). Temperature during "stoking" with proximity from the fire to the radio being no more than 4 feet was estimated to be around 300 degrees. The tester then moved to a corner of the room to facilitate safety operations (remaining in the room for 10-12 minutes) with recorded temperatures at radio level to be between 220-270 degrees.*

"The radio performed well during all evolutions with no external damage to the radio."

Harris County Fire Marshal's Office of the KNG Series Portable Radio





RELM has a philosophy to deliver solutions into specifically with the customer in mind. We test and improve different aspects of everything we do with a focus on audio quality and reliability with US Factory and US based customer service.



## COMMITMENT TO OPEN STANDARDS

APCO Project 25 (P25), which requires interoperability among compliant equipment regardless of the manufacturer, was established by the Association of Public-Safety Communications Officials and is approved by the U.S. Department of Homeland Security. The shift toward interoperability gained momentum as a result of significant communications failures in critical emergency situations. RELM was one of the first manufacturers to develop P25-compliant technology. The RELM Product Development Team led by Vice President, Jim Holthaus closely monitors developments in the Public Safety sector, staying abreast with trends as members of industry bodies around the world and holding memberships of communications standards committees. All P25 products tested in P25 compliance assessment program (CAP) labs, all RELM P25 mobile and portable manufactured to be 100% compliant to "APCO Project 25" (P25).



## Flexibility our Neo Vision Software

**Our Software allows Lexington Fire Radios to be easily custom configured.**

As needs change, nearly every button on our radio can be custom configured to the needs of LFUCG using our software. The same easy to use software works for both mobile and portables. Our programming software will help Firefighters communicate quickly and effectively. On mobile radios, optional dual head, remote head and hand-held control head configuration offer space-saving communications and mean the RELM KNG P25 mobile radios can dynamically respond to your needs.

Not only does RELM keep on budget with the cost of acquisition of the LMR radio equipment, we further help deliver true value through:

- *Firmware updates (Enhancements/Patches)- Download at NO cost from web portal*
- *Programming Software Updates – Registered users can download from web portal at no additional cost*
- *Feature Upgrades - Field upgrades installed via programming software*



# Customer Satisfaction

Our goal is to ensure the P25 radios operate at its highest potential. To ensure that return on investment maximized we have included comprehensive RELM on site factory training for your users. Our confidence comes from the knowledge that while you might be able to purchase a lower price radio, for that price, you will not get something equal to the same feature-rich functionality of RELM radios.



Every BK Radio offering must meet stringent criteria, including affordability, cost-effectiveness, ease of implementation and ease of ownership to ensure their value. We aim to deliver P25 mobile and portable radios to Lexington Fire that delivers long-term useful lifetime. Our experienced US factory team has hundreds of combined years of experience building, installing, and programming the finest mobile and portable radios.

RELM first offered the KNG portable P800 to market 2011 and the mobile M800 entered the market 2012. RELM is committed to the KNG product line and foresee its production continuing for at least the next seven years. These radios are currently the choice on Cassidian systems in North Carolina and on a large system in Pennsylvania.



- US small business manufacturer
- Longest Battery Life in the Industry (14hrs vs. 10hrs for competition)
- Smaller Size (5.5" vs. 6.6" for some competition)
- Light weight (16 oz. vs. 24 oz. for some competition)
- Meets or exceeds TIA Class A specifications
- AMBE+ 2 Version 1.6 Vocoder
- MIL Spec 810C, D, E, F
- IP67 Submersible (1 meter 30 min)
- No additional cost for training
- Easiest radio to program and operate

## Your Demonstration radios have Command Zones enabled

Radio programming software allows any radio zone to be designated as a Command Zone. A radio user in the field can then populate any command zone with channels from other zones in the radios. Command zones provide a user in the field the ability to quickly build a new zone as appropriate for the current incident. This is a real time saver and makes radio customization easy for the user.

WORKFORCE ANALYSIS FORM

WORKFORCE ANALYSIS FORM

Name of Organization: **RELM Wireless Corporation**

Date: **02/14/2014**

Categories	Total	White		Latino		Black		Other		Total	
		M	F	M	F	M	F	M	F	M	F
Administrators	19	11	4	0	1	0	0	2	1	13	6
Professionals	26	21	3	0	0	0	0	1	1	22	4
SuperIntendents	0	0	0	0	0	0	0	0	0	0	0
Supervisors	0	0	0	0	0	0	0	0	0	0	0
Foremen	0	0	0	0	0	0	0	0	0	0	0
Technicians	14	11	1	0	0	1	0	1	0	13	1
Protective Service	0	0	0	0	0	0	0	0	0	0	0
Para-Professionals	0	0	0	0	0	0	0	0	0	0	0
Office/Clerical	9	0	7	0	1	0	0	0	1	0	9
Skilled Craft	22	6	10	1	0	1	1	0	3	8	14
Service/Maintenance	0	0	0	0	0	0	0	0	0	0	0
<b>Total:</b>	<b>90</b>	<b>49</b>	<b>25</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>4</b>	<b>6</b>	<b>56</b>	<b>34</b>

Prepared by: **Shari Sharp**

**Director of Business Operations**



# SIGNED AFIDAVIT

7. Submitter acknowledges that "knowingly" for purposes of this Affidavit means, with respect to conduct or to circumstances described by a statute or ordinance defining an offense, that a person is aware or should have been aware that his conduct is of that nature or that the circumstance exists.

Further, Affiant sayeth naught.

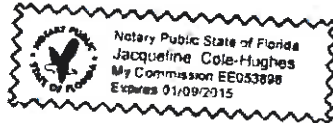
STATE OF Florida

COUNTY OF Brevard

The foregoing instrument was subscribed, sworn to and acknowledged before me by Shari Skarp on this the 19<sup>th</sup> day of February, 2014.

My Commission expires: 1/9/2015

Jacqueline Cole-Hughes  
NOTARY PUBLIC, STATE AT LARGE



OFFICIAL RECORDS - 2014 FEB 19 10:44 AM - BREVARD COUNTY CLERK'S OFFICE



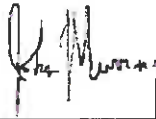
## **GENERAL PROVISIONS**

1. Each Respondent shall comply with all Federal, State & Local regulations concerning this type of service or good.

The Respondent agrees to comply with all statutes, rules, and regulations governing safe and healthful working conditions, including the Occupational Health and Safety Act of 1970, 29 U.S.C. 650 *et. seq.*, as amended, and KRS Chapter 338. The Respondent also agrees to notify the LFUCG in writing immediately upon detection of any unsafe and/or unhealthful working conditions at the job site. The Respondent agrees to indemnify, defend and hold the LFUCG harmless from all penalties, fines or other expenses arising out of the alleged violation of said laws.

2. Failure to submit ALL forms and information required in this RFI may be grounds for disqualification.
3. Addenda: All addenda, if any, shall be considered in making the submittal, and such addenda shall be made a part of this RFI. Before submitting, it is incumbent upon each submitter to be informed as to whether any addenda have been issued, and the failure to cover in the submittal any such addenda may result in disqualification of that submittal.
4. Submittal Reservations: LFUCG reserves the right to reject any or all submittals, to award in whole or part, and to waive minor immaterial defects in submittals. LFUCG may consider any alternative submittal that meets its basic needs.
5. Liability: LFUCG is not responsible for any cost incurred by a Respondent in the preparation of submittals.
6. Changes/Alterations: Respondent may change or withdraw a submittal at any time prior to the opening; however, no oral modifications will be allowed. Only letters, or other formal written requests for modifications or corrections of a previously submitted RFI which is addressed in the same manner as the RFI, and received by LFUCG prior to the scheduled closing time for receipt of RFI's, will be accepted. The submittal, when opened, will then be corrected in accordance with such written request(s), provided that the written request is contained in a sealed envelope which is plainly marked "modifications of RFI".
7. Clarification of Submittal: LFUCG reserves the right to obtain clarification of any point in a bid or to obtain additional information from a Respondent.

8. **Bribery Clause:** By his/her signature on the bid, Respondent certifies that no employee of his/hers, any affiliate or Subcontractor, has bribed or attempted to bribe an officer or employee of the LFUCG.
9. **Additional Information:** While not necessary, the Respondent may include any product brochures, software documentation, sample reports, or other documentation that may assist LFUCG in better understanding and evaluating the Respondent's response. Additional documentation shall not serve as a substitute for other documentation which is required by this RFI,
10. **Ambiguity, Conflict or other Errors in RFI:** If a Respondent discovers any ambiguity, conflict, discrepancy, omission or other error in the RFI, it shall immediately notify LFUCG of such error in writing and request modification or clarification of the document if allowable by the LFUCG.



Signature

02/14/14

Date

# EQUAL OPPORTUNITY AGREEMENT

## EQUAL OPPORTUNITY AGREEMENT

### The Law

- Title VII of the Civil Rights Act of 1964 (amended 1972) states that it is unlawful for an employer to discriminate in employment because of race, color, religion, sex, age (40-70 years) or national origin.
- Executive Order No. 11246 on Nondiscrimination under Federal contract prohibits employment discrimination by contractor and sub-contractor doing business with the Federal Government or recipients of Federal funds. This order was later amended by Executive Order No. 11375 to prohibit discrimination on the basis of sex.
- Section 503 of the Rehabilitation Act of 1973 states:

*The Contractor will not discriminate against any employee or applicant for employment because of physical or mental handicap.*

- Section 2012 of the Vietnam Era Veterans Readjustment Act of 1973 requires Affirmative Action on behalf of disabled veterans and veterans of the Vietnam Era by contractors having Federal contracts.
- Section 206(A) of Executive Order 12086, Consolidation of Contract Compliance Functions for Equal Employment Opportunity, states:

*The Secretary of Labor may investigate the employment practices of any Government contractor or sub-contractor to determine whether or not the contractual provisions specified in Section 202 of this order have been violated.*

\*\*\*\*\*

The Lexington-Fayette Urban County Government practices Equal Opportunity in recruiting, hiring and promoting. It is the Government's intent to affirmatively provide employment opportunities for those individuals who have previously not been allowed to enter into the mainstream of society. Because of its importance to the local Government, this policy carries the full endorsement of the Mayor, Commissioners, Directors and all supervisory personnel. In following this commitment to Equal Employment Opportunity and because the Government is the benefactor of the Federal funds, it is both against the Urban County Government policy and illegal for the Government to let contracts to companies which knowingly or unknowingly practice discrimination in their employment practices. Violation of the above mentioned ordinances may cause a contract to be canceled and the contractors may be declared ineligible for future consideration.

Please sign this statement in the appropriate space acknowledging that you have read and understand the provisions contained herein. Return this document as part of your application packet.

### Bidders

*We agree to comply with the Civil Rights Laws listed above that govern employment rights of minorities, women, Vietnam veterans, handicapped and aged persons.*

*Dani Sharp*  
Signature

RELM Wireless Corporation  
Name of Business

## References with over 500 RELM users

USDA-USFS

Michael S. DeSouto  
Contracting Officer GS-13  
US Forest Service  
WO AQM IT Branch Room 338  
5162 Valley Pointe Parkway. Roanoke, VA 24109  
P 540-265-5171  
F 540-265-5109  
Email [mdesouto@fs.fed.us](mailto:mdesouto@fs.fed.us)



-Quantities of subscriber equipment provided.

Calendar year dollar volume:

2009: \$4,668,009.86  
2010: \$11,386,222.80  
2011: \$4,695,203.70  
2012: \$5,692,394.39  
2013: \$2,604,607.98

### National Interagency Fire Center (NIFC)

BLM-NRCD

Ms. Shannon Tippet  
BLM-National Radio Operations Branch  
National Interagency Fire Center  
3833 S. Development Avenue  
Boise, ID 83705-5354  
(208) 387-5977 – office  
F 208-672-7886  
M 208-573-5169  
Telex 866-534-6954  
[stippett@blm.gov](mailto:stippett@blm.gov)



DESCRIPTION: RELM has provided the NIFC, Bureau of Indian Affairs (BIA), Fish & Wildlife Service (FWS), National Park Service (NPS), and United States Forest Service (USFS), with Analog & Digital Portables, Mobiles, Base Stations and Repeaters. Our product is used by the incident teams from all these agencies listed above with years of experience of delivering a best value and quality to our customers in a timely matter. We supply units to agencies through out United States. NIFC center has a cache of over 6,000 BK radios in place for the incident teams to use to fight forest fires.

The NICD team at NIFC maintains and estimated 10,000 BK Radios for disbursement to wildfire and other emergency scenes throughout the US and the World. BK Radios have been deployed from the radio cache in Boise, Idaho to provide reliable communications for multi-agency response teams on incidents like the 2010 Haiti earthquake, the Columbia space shuttle disaster and hurricane Katrina cleanup efforts.

## Bureau of Land Management

Ms. Thuy Ta  
Radio Program Manager  
Oregon State Office, 955.1  
333 SW 1st Ave.  
Portland, OR 97204  
(503) 808-6269  
[t1ta@blm.gov](mailto:t1ta@blm.gov)



Contract worth 2.1 Million.

(National Business Center)  
BC660, BLDG. 50, DCF, PO Box 25047  
Denver, CO 80225-0047  
Charles Glover  
303-236-9452  
E-MAIL: [Charles\\_Glover@blm.gov](mailto:Charles_Glover@blm.gov)



DESCRIPTION: RELM has provided the Interior with Analog & Digital portables, Stations and Repeaters. Product is installed throughout the United States. In the month of September 2005 they bought 8.9 million dollars worth of product from RELM. They have purchased from RELM for years for best value and quality.

Department Of  
Mobiles, Base





California Department of Forestry  
P.O Box 94426 16<sup>th</sup> Floor  
Sacramento, CA 94244-2460  
Glen Savage  
916-653-6622  
[Glen.savage@fire.ca.gov](mailto:Glen.savage@fire.ca.gov)

**DESCRIPTION:**

RELM provided a specifically built radio for the California Department of Forestry. They needed a 2 line display w/ 500 channels a special requirement. RELM went back to our design team and created a new BK Radio to fit their needs. Relm has shipped 14,000 radios. Over 10 million has shipped to date.

Harris County Texas  
1001 Preston, Ste. 670  
Houston, TX 77002  
Patricia (Patty) Kenyon  
P 713-755-7909  
F 713-755-6695  
[Patty.kenyon@pur.hctx.net](mailto:Patty.kenyon@pur.hctx.net)



Description Purchased 2.0 Million radios deployed for use by county law enforcement professionals during second quarter 2012. The county purchased Digital P25 800MHz Portables with Trunking.



# Warranty

## RELM/BK Radio Warranty Information

### STANDARD LIMITED WARRANTY

RELM Wireless ("Warrantor") warrants to the Purchaser of new radio equipment of the Warrantor's manufacture that such equipment shall be free from defects in material and workmanship for a period of two years from the date of purchase of the equipment on the basic unit and one year on the antenna, battery and all other accessories. Equipment and accessory items not manufactured by the Warrantor carry the standard warranty of the manufacturer thereof.

This warranty does not cover equipment which has been: (a) damaged or not maintained as reasonable or necessary, (b) modified in any way, including the removal of the serial tag, (c) improperly installed, (d) repaired by someone other than the Warrantor or an Authorized Warranty Repair Station or (e) used in a manner or purpose for which the equipment was not intended, (f) used with aftermarket (any accessory that is not issued by RELM) accessories. This warranty shall not extend to incidental or consequential damages arising from the operation of the equipment or from any claimed breach of this warranty. To obtain warranty repair, the customer must return the equipment properly packaged and freight prepaid to the Warrantor or any Authorized Warranty Repair Station. The equipment will be returned freight prepaid from the warrantor only.

The limited warranty is the only warranty with respect to the equipment and is expressly in lieu of all other warranties, expressed or implied. Warrantor hereby **DISCLAIMS ANY IMPLIED WARRANTY OF MERCHANTABILITY AND THE IMPLIED WARRANTY OF FITNESS FOR ANY PARTICULAR PURPOSE**. No person, whether in the employment of the Warrantor or not, is authorized to make oral or other modifications, extensions, or additions to this warranty, unless approved in writing by an authorized officer of the Warrantor at its home office.

The liability of the Warrantor is expressly limited to the repair or replacement of the equipment as described herein. Warrantor shall not be liable to the Purchaser and the Purchaser shall, upon his tender of the purchase price for the equipment, agree that the Warrantor shall not be liable, in any respect, for the equipment or damages caused thereby, except as prescribed herein, whether such liability is predicated upon negligence, tort, contract or other product liability theory.

#### EXTENDED WARRANTY (not available internationally)

##### BK Radio Portables and Mobiles

###### 2 PLUS 1 PROGRAM

Extends normal 2 year warranty to 3 years

LFW 0012

\$143.00

###### 2 PLUS 2 PROGRAM

Extends normal 2 year warranty to 4 years

LFW 0024

\$179.00

###### 2 PLUS 3 PROGRAM

Extends normal 2 year warranty to 5 years

LFW 0036

\$199.00

##### RELM and RELM/BK Portables and Mobiles

###### 2 PLUS 1 PROGRAM

Extends normal 2 year warranty to 3 years

RPW 0012

\$25.00

###### 2 PLUS 2 PROGRAM

Extends normal 2 year warranty to 4 years

RPW 0024

\$60.00

#### TERMS:

All repairs must be performed by an authorized RELM Wireless service center during the life of the warranty.

Except for duration and factory-only repair, extended warranties are identical to our standard 2 year warranty.

Factory extended warranties cover all RELM Wireless portables or mobiles and must be purchased at point of sale.

RELM Wireless, Inc. 10000 E. 15th Ave. Suite 100 Denver, CO 80231