

# CITY OF WILLIAMSPORT, PA RESOLUTION

RESOLUTION # 9208

DATE 11-4-21

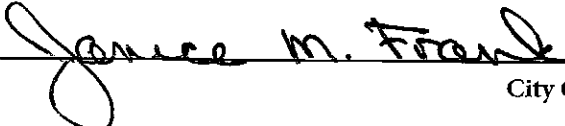
TITLE

**RESOLUTION AUTHORIZING PURCHASE OF MOTOROLA POLICE SERVICE RADIOS AND  
RELATED EQUIPMENT FROM MOTOROLA SOLUTIONS THROUGH KEYSTONE  
COMMUNICATIONS**

**BE IT HEREBY RESOLVED**, by the City Council of the City of Williamsport that authorizes the purchase of sixty-seven (67) APX 8000 Series radios (portable) and twenty-four (24) APX 4500 Enhanced radios (mobile) and related equipment from Motorola Solutions through Keystone Communications Service, 463 Duke St, Northumberland, PA 17857 at a total cost of **\$470,361.29**.

**BE IT FURTHER RESOLVED** that a copy of this resolution be forwarded to Keystone Communication Service.

Approved

  
\_\_\_\_\_  
City Clerk

  
\_\_\_\_\_  
President



Quote Number: QUOTE-APX RADIOS 10142021

**Billing Address:**  
WILLIAMSPORT, CITY OF  
245 WEST FOURTH ST

WILLIAMSPORT PA, 17701

**Customer:** WILLIAMSPORT, CITY OF  
**Contact Name:** Justin Snyder  
**Contact Email:** jsnyder@cityofwilliamSPORT.org  
**Contact Phone:** 570-327-7576

**Quote Name:** Williamsport Police Department APX  
Radios 10132021  
**Quote Date:** 2021-10-13  
**Expiration Date:** 2022-12-17  
**Contract Name:** CoStars Contract 4400016317 plus  
additional discounts

**Quote Created By:**  
Jason Ramsay  
Sr Account Executive NC/NE PA

jason.ramsay@motorolasolutions.com  
8145918392

**Currency:** USD

**Terms and Conditions:** none

| Line # | Item Number        | Description                                    | Quantity | Unit List Price | Unit Sale Price | Ext. Sale    |
|--------|--------------------|--|----------|-----------------|-----------------|--------------|
|        | APX™ 4500 Enhanced |  | 22       | \$7,002.50      | \$3,906.01      | \$85,932.22  |
| 1      | M22KSS9PW1BN       | APX4500 ENHANCED VHF MOBILE.                   |          |                 |                 |              |
| 1a     | GA00318AC          | ENH: 5 YEAR ESSENTIAL SVC.                     |          |                 |                 |              |
| 1b     | GA09008AA          | ADD: GROUP SERVICES.                           |          |                 |                 |              |
| 1c     | G831AD             | ADD: SPKR 15W WATER RESISTANT.                 |          |                 |                 |              |
| 1d     | G996AS             | ENH: OVER THE AIR PROVISIONING.                |          |                 |                 |              |
| 1e     | GA00250AA          | ADD: WIFI/GNSS STUBBY ANTENNA LMR240.          |          |                 |                 |              |
| 1f     | GA00580AA          | ADD: TDMA OPERATION.                           |          |                 |                 |              |
| 1g     | G67DQ              | ADD: REMOTE MOUNT O2 APXM.                     |          |                 |                 |              |
| 1h     | QA02756AD          | ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM. |          |                 |                 |              |
| 1i     | G892AB             | ENH:HAND MIC,GCAI WTR RESISTANT APX.           |          |                 |                 |              |
| 1j     | W12DK              | ADD: RF PREAMP APX.                            |          |                 |                 |              |
| 1k     | G298AS             | ENH: ASTRO 25 OTAR W/ MULTIKEY.                |          |                 |                 |              |
| 1l     | G301AC             | ADD:3BD ANT 136-174MHZ.                        |          |                 |                 |              |
| 1m     | G843AH             | ADD: AES ENCRYPTION AND ADP.                   |          |                 |                 |              |
| 1n     | GA00804AA          | ADD: APX O2 CH (GREY).                         |          |                 |                 |              |
| 1o     | G444AH             | ADD: APX CONTROL HEAD SOFTWARE.                |          |                 |                 |              |
| 1p     | QA03399AA          | ADD: ENHANCED DATA APX.                        |          |                 |                 |              |
| 1q     | GA01767AG          | ADD: RADIO AUTHENTICATION.                     |          |                 |                 |              |
|        | APX™ 4500 Enhanced |  | 2        | \$7,007.50      | \$3,908.71      | \$7,817.42   |
| 2      | M22KSS9PW1BN       | APX4500 ENHANCED VHF MOBILE.                   |          |                 |                 |              |
| 2a     | GA00318AC          | ENH: 5 YEAR ESSENTIAL SVC.                     |          |                 |                 |              |
| 2b     | GA09008AA          | ADD: GROUP SERVICES.                           |          |                 |                 |              |
| 2c     | QA01648AA          | ADD: HW KEY SUPPLEMENTAL DATA.                 |          |                 |                 |              |
| 2d     | G831AD             | ADD: SPKR 15W WATER RESISTANT.                 |          |                 |                 |              |
| 2e     | G996AS             | ENH: OVER THE AIR PROVISIONING.                |          |                 |                 |              |
| 2f     | GA00250AA          | ADD: WIFI/GNSS STUBBY ANTENNA LMR240.          |          |                 |                 |              |
| 2g     | GA00580AA          | ADD: TDMA OPERATION.                           |          |                 |                 |              |
| 2h     | G67DQ              | ADD: REMOTE MOUNT O2 APXM.                     |          |                 |                 |              |
| 2i     | QA02756AD          | ADD: 3600 OR 9600 TRUNKING BAUD SINGLE SYSTEM. |          |                 |                 |              |
| 2j     | G892AB             | ENH:HAND MIC,GCAI WTR RESISTANT APX.           |          |                 |                 |              |
| 2k     | W12DK              | ADD: RF PREAMP APX.                            |          |                 |                 |              |
| 2l     | G298AS             | ENH: ASTRO 25 OTAR W/ MULTIKEY.                |          |                 |                 |              |
| 2m     | G301AC             | ADD:3BD ANT 136-174MHZ.                        |          |                 |                 |              |
| 2n     | G843AH             | ADD: AES ENCRYPTION AND ADP.                   |          |                 |                 |              |
| 2o     | GA00804AA          | ADD: APX O2 CH (GREY).                         |          |                 |                 |              |
| 2p     | G444AH             | ADD: APX CONTROL HEAD SOFTWARE.                |          |                 |                 |              |
| 2q     | QA03399AA          | ADD: ENHANCED DATA APX.                        |          |                 |                 |              |
| 2r     | GA01767AG          | ADD: RADIO AUTHENTICATION.                     |          |                 |                 |              |
|        | APX™ 8000 Series   |  | 47       | \$9,819.00      | \$4,670.68      | \$219,521.96 |

|     |                  |   |    |            |            |             |
|-----|------------------|---|----|------------|------------|-------------|
| 3   | H91TGD9PW6AN     | APX 8000 ALL BAND PORTABLE MODEL 2.5.                                 |    |            |            |             |
| 3a  | Q806CB           | ADD: ASTRO DIGITAL CAI OPERATION.                                     |    |            |            |             |
| 3b  | Q361AN           | ADD: P25 9600 BAUD TRUNKING.  |    |            |            |             |
| 3c  | QA00580AA        | ADD: TDMA OPERATION.  |    |            |            |             |
| 3d  | QA01767AB        | ADD: P25 LINK LAYER AUTHENTICATION.                                   |    |            |            |             |
| 3e  | QA05507AA        | DEL: DELETE 7/800 MHZ BAND.   |    |            |            |             |
| 3f  | QA05509AA        | DEL: DELETE UHF BAND.   |    |            |            |             |
| 3g  | H499JL           | ENH: SUBMERSIBLE (DELTA T).   |    |            |            |             |
| 3h  | Q887AU           | ADD: 5Y ESSENTIAL SERVICE.  |    |            |            |             |
| 3i  | QA00631AB        | ADD: DVRS PSU ACTIVATION.   |    |            |            |             |
| 3j  | QA09008AA        | ADD: GROUP SERVICES.  |    |            |            |             |
| 3k  | Q498AU           | ENH: ASTRO 25 OTAR W/ MULTIKEY.                                       |    |            |            |             |
| 3l  | QA03399AA        | ADD: ENHANCED DATA APX.   |    |            |            |             |
| 3m  | H388S            | ADD: SMARTZONE OPERATION.   |    |            |            |             |
| 3n  | G996AP           | ADD: PROGRAMMING OVER P25 (OTAP).                                     |    |            |            |             |
| 3o  | Q629AH           | ENH: AES ENCRYPTION AND ADP.  |    |            |            |             |
|     | APX™ 8000 Series |   | 20 | \$9,824.00 | \$4,673.38 | \$93,467.60 |
| 4   | H91TGD9PW6AN     | APX 8000 ALL BAND PORTABLE MODEL 2.5.                                 |    |            |            |             |
| 4a  | QA01648AA        | ADD: HW KEY SUPPLEMENTAL DATA.  |    |            |            |             |
| 4b  | Q806CB           | ADD: ASTRO DIGITAL CAI OPERATION.                                     |    |            |            |             |
| 4c  | Q361AN           | ADD: P25 9600 BAUD TRUNKING.  |    |            |            |             |
| 4d  | QA00580AA        | ADD: TDMA OPERATION.  |    |            |            |             |
| 4e  | QA01767AB        | ADD: P25 LINK LAYER AUTHENTICATION.                                   |    |            |            |             |
| 4f  | QA05507AA        | DEL: DELETE 7/800 MHZ BAND.   |    |            |            |             |
| 4g  | QA05509AA        | DEL: DELETE UHF BAND.   |    |            |            |             |
| 4h  | H499JL           | ENH: SUBMERSIBLE (DELTA T).   |    |            |            |             |
| 4i  | Q887AU           | ADD: 5Y ESSENTIAL SERVICE.  |    |            |            |             |
| 4j  | QA00631AB        | ADD: DVRS PSU ACTIVATION.   |    |            |            |             |
| 4k  | QA09008AA        | ADD: GROUP SERVICES.  |    |            |            |             |
| 4l  | Q498AU           | ENH: ASTRO 25 OTAR W/ MULTIKEY.                                       |    |            |            |             |
| 4m  | QA03399AA        | ADD: ENHANCED DATA APX.   |    |            |            |             |
| 4n  | H388S            | ADD: SMARTZONE OPERATION.   |    |            |            |             |
| 4o  | G996AP           | ADD: PROGRAMMING OVER P25 (OTAP).                                     |    |            |            |             |
| 4p  | Q629AH           | ENH: AES ENCRYPTION AND ADP.  |    |            |            |             |
|     | Standalone Items |   |    |            |            |             |
| 5   | NNTN8863A        | CHARGER, SINGLE-UNIT, IMPRES 2, 3A, 100-240VAC, US/NA PLUG.           | 10 | \$157.00   | \$100.48   | \$1,004.80  |
| 6   | RMN5070A         | DESKTOP MIC (GCAI).   | 4  | \$172.00   | \$110.08   | \$440.32    |
| 7   | HKN6184C         | CBL ASSY:CABLE CH, PROGRAMMING, USB.                                  | 1  | \$57.20    | \$36.61    | \$36.61     |
| 8   | PMNN4486A        | BATT IMPRES 2 LIIION R IP67 3400T.                                    | 67 | \$163.00   | \$104.32   | \$6,989.44  |
| 9   | PMKN4013C        | PROGRAMMING, TEST & ALIGNMENT CABLE.                                  | 1  | \$103.40   | \$66.18    | \$66.18     |
| 10  | HKVN4289A        | APX CPS DOWNLOAD - CURRENT VERSION.                                   | 1  | \$299.00   | \$239.20   | \$239.20    |
| 11  | NMN6274B         | IMPRES XP R5M FOR APX W/ DUAL MIC NOISE SUPPRESSION, 3.5MM THRD JACK. | 67 | \$368.50   | \$235.84   | \$15,801.28 |
| 12  | NNTN8844A        | CHARGER, MULTI-UNIT, IMPRES 2, 6-DISP, NA/LA-PLUG, ACC USB CHGR.      | 5  | \$1,315.00 | \$841.60   | \$4,208.00  |
| 13  | HPN4007D         | POWER SUPPLY 14V 15A UNI 110/240 VAC US PLUG.                         | 4  | \$296.00   | \$189.44   | \$757.76    |
| 14  | T8476B           | KVL 5000.   | 1  | \$6,000.00 | \$4,800.00 | \$4,800.00  |
| 14a | CA00182AW        | ADD: AES ENCRYPTION SOFTWARE.   | 1  | \$0.00     | \$0.00     | \$0.00      |
| 14b | CA03467AA        | ADD: NORTH AMERICA MICRO USB CHARGER 100/240V.                        | 1  | \$0.00     | \$0.00     | \$0.00      |
| 14c | CA03358AA        | ADD: ASTRO 25 MODE.   | 1  | \$0.00     | \$0.00     | \$0.00      |
|     | Product Services |   |    |            |            |             |
| 16  | LSV00Q00202A     | DEVICE PROGRAMMING.   | 91 | \$57.50    | \$57.50    | \$5,232.50  |
| 17  | LSV00Q00203A     | DEVICE INSTALLATION.  | 24 | \$629.00   | \$629.00   | \$15,096.00 |
| 18  | LSV00Q01073A     | DEVICE MISCELLANEOUS DEVICE PARTS/EQUIPMENT.                          | 1  | \$8,950.00 | \$8,950.00 | \$8,950.00  |

|                          |                     |
|--------------------------|---------------------|
| <b>Net Total</b>         | <b>\$470,361.29</b> |
| <b>Estimated Tax</b>     | <b>\$0.00</b>       |
| <b>Estimated Freight</b> | <b>\$0.00</b>       |
| <b>Grand Total</b>       | <b>\$470,361.29</b> |



Commonwealth of Pennsylvania  
Department of General Services  
Bureau of Procurement  
555 Walnut Street, 6th Floor  
Harrisburg, PA 17101-1914

Toll Free Telephone: 1-866-768-7827  
Local Telephone: 717-346-9009  
Fax: 717-783-6241  
Email: [GS-PACostars@state.pa.us](mailto:GS-PACostars@state.pa.us)  
Website: [www.costars.state.pa.us](http://www.costars.state.pa.us)

Date: 01/28/2021

Keystone Communication Service  
Attn: Robin Wesstrom  
463 Duke Street  
Northumberland, PA 17857

**Subject:** COSTARS Participation – Renewal Confirmation  
**Contract Number:** 012-058 - Emergency Responder Loose Supplies

Dear Contractor:

The Department of General Services, Bureau of Procurement, has received your payment of the \$500.00 administrative fee required to renew your COSTARS participation for contract number 012-058. This will confirm that your company is authorized to continue to sell the awarded items/services under this contract to registered COSTARS members for the contract term 02/04/2010 through 02/04/2022 .

Thank you for your continued participation in the COSTARS Program. Should you have any questions, please contact COSTARS Program staff by email to [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov) or toll-free telephone at 1.866.768.7827.

Regards,

Kathy Garman  
(P): 717-346-4056  
(F) :717-783-6241  
E-Mail: [katgarman@pa.gov](mailto:katgarman@pa.gov)

## Overview of Contract

*Prior to utilizing a contract, the user should read the contract in it's entirety.*

### DESCRIPTION

- ▶ The Department of General Services developed this contract for Emergency Responder Equipment and Supplies under DGS's COSTARS Program.
- ▶ Emergency Responder Equipment and Supplies includes Ammunition; Breathing Systems; Cleaning Equipment and Supplies; Communications Equipment; Emergency Medical Equipment and Supplies; Emergency Warning Lights, Lightbars and Sirens; Fire Hose, Nozzles, Appliances, Adapters and Accessories; Fire Suppression Equipment and Supplies; Firefighting and Rescue Equipment, Tools and Supplies; Generators and Lighting; Law Enforcement Equipment and Supplies; Medical Examiner Equipment and Supplies; Miscellaneous - Loose Supplies; Personal Protective Equipment; Public Safety Equipment and Supplies.
- ▶ A supplier may also choose to offer ancillary services such as Assembly/Installation/Construction Activities; Extended Warranty; Post Warranty Support and Maintenance Service; Special Delivery Arrangements; Training

### DESCRIPTION

- ▶ Because of the multiple award nature, you may see that prices vary greatly among suppliers. DGS encourages you to comparison shop.
- ▶ DGS encourages suppliers to offer quantity discounts. Some suppliers offer quantity discounts in their public pricing, while others ask that you contact them for a quote.
- ▶ COSTARS members may purchase jointly to mutually benefit from the quantity discounts.
- ▶ Offered products and pricing are updated Quarterly
- ▶ Members are encouraged to negotiate lower prices. Please keep DGS informed so that we may share your success stories with all of the COSTARS membership.

### CONTRACT INFO

|                         |   |
|-------------------------|---|
| Contract Number & Title | COSTARS-12 Emergency Responder Equipment and Supplies |
| Number of Suppliers     | 114   |
| Validity Period         | 01/01/2008 - 12/05/2022                               |
| DGS Point of Contact    | Kathy Garman  |
| Contact Phone #         | 717-346-4056  |
| Email                   | katgarman@pa.gov                                      |

### PROCESS TO PURCHASE

- ▶ Shop around by clicking on a supplier contract number to review their offered products and pricing.
- ▶ Contact suppliers to review products and pricing in detail.
- ▶ Establish products and pricing. Choose a supplier.
- ▶ Order the products directly from the selected supplier using a purchase order. Include COSTARS Contract Number (COSTARS-12) and your COSTARS Member Name on purchase order.
- ▶ Send a request to DGS and the supplier to ask for addition of any missing manufacturers and/or products to the supplier's contract.

**BID ITEM WORKBOOK**  
**COSTARS-12 Emergency/Responder Loose Supplies**  
**BIDDER/CONTRACTOR DATA**

**BIDDER/CONTRACTOR'S LEGAL NAME:** KEYSTONE COMMUNICATIONS SERVICE, LLC

**D/B/A NAME, IF APPLICABLE:**

**BIDDER ADDRESS:** 463 DUKE STREET  
 NORTHUMBERLAND, PA 17857  
 NORTHUMBERLAND

**COUNTY LOCATED IN:**

PA Legislative House District Number 108 PA Legislative Senate District Number 27

**VENDOR NUMBER:** 546472

**DGS Self-Certified Small Business (SB)**  **Certification Number** 546472 -2013-01-SB

**Primary POC regarding IFB/Contract:** ROBIN WESSTROM  
**Secondary POC regarding IFB/Contract:** BRIAN HERNANDEZ  
**PHONE NUMBER:** 570-473-3146  
**FAX NUMBER:** 570-473-3130  
**EMAIL ADDRESS:** BHERNANDEZ@KEYSTONE-COMMUNICATIONS.COM  
**COMPANY'S GENERAL WEBSITE ADDRESS:** WWW.KEYSTONE-COMMUNICATIONS.COM

**SEND PURCHASE ORDER(S) TO NAME:** KEYSTONE COMMUNICATIONS SERVICE, LLC

**D/B/A NAME, IF APPLICABLE:**

**ADDRESS:** 463 DUKE STREET  
 NORTHUMBERLAND, PA 17857  
 NORTHUMBERLAND  
 M-F 8-5

**COUNTY LOCATED IN:**

**HOURS OF OPERATION:**

**POC regarding PURCHASE ORDER(S):** BRIAN HERNANDEZ  
**PHONE NUMBER:** 570-473-3146  
**FAX NUMBER:** 570-473-3130  
**EMAIL ADDRESS:** BHERNANDEZ@KEYSTONE-COMMUNICATIONS.COM

**SEND PAYMENT(S) TO NAME:** KEYSTONE COMMUNICATIONS SERVICE, LLC

**D/B/A NAME, IF APPLICABLE:**

**ADDRESS:** 463 DUKE STREET  
 NORTHUMBERLAND, PA 17857

**POC regarding PAYMENT(S):** KRISTEN REICHENBACH  
**PHONE NUMBER:** 570-473-3146  
**FAX NUMBER:** 570-473-3130  
**EMAIL ADDRESS:** KREICHENBACH@KEYSTONE-COMMUNICATIONS.COM

**BID ITEM WORKBOOK**

**COSTARS 12 Emergency Responder Loose Supplies  
QUESTIONS**

BIDDERS/CONTRACTOR'S LEGAL NAME: KEYSTONE COMMUNICATIONS SERVICE, LLC

**PLEASE BE ADVISED: COMPLETE ALL QUESTIONS AND EXPLANATIONS FOR YOUR BID TO BE ACCEPTED AS A RESPONSIBLE AND RESPONSIVE BID**

The bidder must answer the following questions:

| QUESTION   | YES | NO | EXPLANATION                      |
|--|-----|----|----------------------------------|
| 1) Does the Bidder-Contractor have any minimum order requirements? If yes, please explain.   |     | X  |                                  |
| 2) In accordance with Section 14 of the Standard Terms and Conditions, the Contractor shall deliver all item(s) F.O.B. Destination.<br>a.) Is the Bidder-Contractor quoting shipping costs as a separate line item?<br>b.) If no, is the Bidder-Contractor including shipping costs in its pricing?  | X   |    |                                  |
| 3) Does the Bidder-Contractor offer any pricing incentive(s) such as for Internet ordering? If yes, please explain.  |     | X  |                                  |
| 4) Does the Bidder-Contractor offer any prompt payment discount(s)? If yes, please explain.  |     | X  |                                  |
| 6) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? If yes, please specify the particular type(s) of card(s) accepted:<br>b.) If yes, does the Bidder-Contractor charge any fee(s) to the Purchaser for payment(s) made by credit card? If yes, please explain.   | X   |    | VISA, MASTERCARD, DISCOVER       |
| 6) Does the Bidder-Contractor charge any late fee(s) to the Purchaser for payment not made in accordance with Section 11 of the Standard Terms and Conditions? If yes, please explain.   | X   |    | 3% OF INVOICE                    |
| 7) After notification of contract award, is the Bidder-Contractor willing to further negotiate pricing with COSTARS members?   | X   |    |                                  |
| 8) Does the Bidder-Contractor offer lease-and-installment-purchases?   |     |    | Not applicable to this contract. |
| 9) If the Bidder is a manufacturer bidding directly, does the Bidder wish to offer contract items via its dealer network? If yes, please complete LIST OF AUTHORIZED DEALERS sheet of this workbook including supplier information and stating any dealer's territory breakdown (such as counties, municipalities, or regions). Also, indicate on the Bidder-Contractor Data Sheet a representative for Purchasers to contact regarding POs and payment. |     | X  |                                  |
| 10) Is the Bidder-Contractor going to provide a dedicated COSTARS website for Purchasers (see Section 9 of the Standard Terms and Conditions)? If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?  |     | X  |                                  |

**BID ITEM WORKBOOK**  
**COSTARS-12 Emergency Responder Loose Supplies**  
**SERVICE AREA**

**BIDDERS/CONTRACTOR'S LEGAL NAME:** KEYSTONE COMMUNICATIONS SERVICE, LLC

Please refer to Section 5 of the COSTARS Contract Special Terms and Conditions for guidance.

**SERVICE AREA**

Statewide

OR

|                          |               |
|--------------------------|---------------|
| <input type="checkbox"/> | 1 Adams       |
| <input type="checkbox"/> | 2 Allegheny   |
| <input type="checkbox"/> | 3 Armstrong   |
| <input type="checkbox"/> | 4 Beaver      |
| <input type="checkbox"/> | 5 Bedford     |
| <input type="checkbox"/> | 6 Berks       |
| <input type="checkbox"/> | 7 Blair       |
| <input type="checkbox"/> | 8 Bradford    |
| <input type="checkbox"/> | 9 Bucks       |
| <input type="checkbox"/> | 10 Butler     |
| <input type="checkbox"/> | 11 Cambria    |
| <input type="checkbox"/> | 12 Cameron    |
| <input type="checkbox"/> | 13 Carbon     |
| <input type="checkbox"/> | 14 Centre     |
| <input type="checkbox"/> | 15 Chester    |
| <input type="checkbox"/> | 16 Clarion    |
| <input type="checkbox"/> | 17 Clearfield |
| <input type="checkbox"/> | 18 Clinton    |
| <input type="checkbox"/> | 19 Columbia   |
| <input type="checkbox"/> | 20 Crawford   |
| <input type="checkbox"/> | 21 Cumberland |
| <input type="checkbox"/> | 22 Dauphin    |
| <input type="checkbox"/> | 23 Delaware   |

|                          |               |
|--------------------------|---------------|
| <input type="checkbox"/> | 24 Elk        |
| <input type="checkbox"/> | 25 Erie       |
| <input type="checkbox"/> | 26 Fayette    |
| <input type="checkbox"/> | 27 Forest     |
| <input type="checkbox"/> | 28 Franklin   |
| <input type="checkbox"/> | 29 Fulton     |
| <input type="checkbox"/> | 30 Greene     |
| <input type="checkbox"/> | 31 Huntingdon |
| <input type="checkbox"/> | 32 Indiana    |
| <input type="checkbox"/> | 33 Jefferson  |
| <input type="checkbox"/> | 34 Juniata    |
| <input type="checkbox"/> | 35 Lackawanna |
| <input type="checkbox"/> | 36 Lancaster  |
| <input type="checkbox"/> | 37 Lawrence   |
| <input type="checkbox"/> | 38 Lebanon    |
| <input type="checkbox"/> | 39 Lehigh     |
| <input type="checkbox"/> | 40 Luzerne    |
| <input type="checkbox"/> | 41 Lycoming   |
| <input type="checkbox"/> | 42 McKean     |
| <input type="checkbox"/> | 43 Mercer     |
| <input type="checkbox"/> | 44 Mifflin    |
| <input type="checkbox"/> | 45 Monroe     |
| <input type="checkbox"/> | 46 Montgomery |

|                          |                   |
|--------------------------|-------------------|
| <input type="checkbox"/> | 47 Montour        |
| <input type="checkbox"/> | 48 Northampton    |
| <input type="checkbox"/> | 49 Northumberland |
| <input type="checkbox"/> | 50 Perry          |
| <input type="checkbox"/> | 51 Philadelphia   |
| <input type="checkbox"/> | 52 Pike           |
| <input type="checkbox"/> | 53 Potter         |
| <input type="checkbox"/> | 54 Schuylkill     |
| <input type="checkbox"/> | 55 Snyder         |
| <input type="checkbox"/> | 56 Somerset       |
| <input type="checkbox"/> | 57 Sullivan       |
| <input type="checkbox"/> | 58 Susquehanna    |
| <input type="checkbox"/> | 59 Tioga          |
| <input type="checkbox"/> | 60 Union          |
| <input type="checkbox"/> | 61 Venango        |
| <input type="checkbox"/> | 62 Warren         |
| <input type="checkbox"/> | 63 Washington     |
| <input type="checkbox"/> | 64 Wayne          |
| <input type="checkbox"/> | 65 Westmoreland   |
| <input type="checkbox"/> | 66 Wyoming        |
| <input type="checkbox"/> | 67 York           |



**BID ITEM WORKBOOK**

**COSTARS-12 Emergency Responder Loose Supplies**

**PRODUCT CATEGORY/MANUFACTURER LIST**

**BIDDERS/CONTRACTOR'S LEGAL NAME:** KEYSTONE COMMUNICATIONS SERVICE, LLC

The bidder must identify the product category(ies) and manufacturer line(s) for the items that the bidder is offering. If the bidder is not a manufacturer, it must submit written proof from each manufacturer or the bidder's authorization to sell the manufacturer's goods and materials, as required by this Contract (the proof need not be specific to this procurement). Refer to Paragraph 7.b. of the Instructions to Bidders for COSTARS Contracts for further guidance.

|   | PRODUCT CATEGORY<br><i>(Identify all that are applicable with a checkmark.)</i> | MANUFACTURERS<br><i>(State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)</i> |
|---|---|--|
|   | Ammunition  |  |
|   | Breathing Systems   |  |
|   | Cleaning Equipment and Supplies   |  |
| X | Communications Equipment  | MOTOROLA SOLUTIONS, INC  |
|   | Emergency Medical Equipment and Supplies  |  |
| X | Emergency Warning Lights, Lightbars and Sirens                                  | WHELEN ENGINEERING, FENIEX   |
|   | Fire Hose, Nozzles, Appliances, Adapters and Accessories                        |  |
|   | Fire Suppression Equipment and Supplies   |  |
|   | Firefighting and Rescue Equipment, Tools and Supplies                           |  |
|   | Generators and Lighting   |  |
| X | Law Enforcement Equipment and Supplies  | JOTTO DESK   |
| X | Personal Protective Equipment   | MOTOROLA SOLUTIONS, INC, PYRAMID   |
| X | Public Safety Equipment and Supplies  | WHELEN ENGINEERING   |
| X | Miscellaneous Loose Supplies  | KUSSMAIL   |

**BID ITEM WORKBOOK**  
**COSTARS 12 Emergency Responder Loose Supplies**  
**ANCILLARY SERVICES, IF APPLICABLE**

BIDDERS/CONTRACTOR'S LEGAL NAME: KEYSTONE COMMUNICATIONS SERVICE, LLC

A Contractor may propose to offer ancillary services in conjunction with the products it provides to the Purchaser. However, any ancillary services offered must be:  
 (1) expressly authorized in the original IFB/C contract; (2) directly related to the delivery, installation or normal use of the product or component parts purchased;  
 (3) limited to the actual product or component parts purchased; and (4) initiated/ordered at the time of product purchase. Standalone services and services for products not purchased from this supply contract, including existing equipment for which component parts from this contract are purchased, are not within the scope of this supply contract. The Department of General Services reserves the right to determine which ancillary services shall be included in any contract.  
 Refer to Paragraph 8 of the COSTARS Contract Special Terms and Conditions for further guidance.

| ANCILLARY SERVICES<br>(Identify all that are applicable with a checkmark.)        | PRICING<br>(If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)     |
|---|---|
| <input checked="" type="checkbox"/> Assembly/Installation/Construction Activities | PRICE WILL BE NEGOTIATED BETWEEN KEYSTONE COMMUNICATIONS SERVICE, LLC AND INDICATED ON PURCHASE ORDER |
| <input checked="" type="checkbox"/> Extended Warranty                             | PRICE WILL BE NEGOTIATED BETWEEN KEYSTONE COMMUNICATIONS SERVICE, LLC AND INDICATED ON PURCHASE ORDER |
| <input checked="" type="checkbox"/> Post Warranty Support and Maintenance Service | PRICE WILL BE NEGOTIATED BETWEEN KEYSTONE COMMUNICATIONS SERVICE, LLC AND INDICATED ON PURCHASE ORDER |
| <input checked="" type="checkbox"/> Special Delivery Arrangements                 | PRICE WILL BE NEGOTIATED BETWEEN KEYSTONE COMMUNICATIONS SERVICE, LLC AND INDICATED ON PURCHASE ORDER |
| <input checked="" type="checkbox"/> Training                                      | PRICE WILL BE NEGOTIATED BETWEEN KEYSTONE COMMUNICATIONS SERVICE, LLC AND INDICATED ON PURCHASE ORDER |

The Bidder may submit the list of ancillary services and prices it proposes to offer. If it is not possible to submit pricing, as may be the case with certain installation services, the Bidder shall simply note that it is offering the service and that the actual price will be negotiated between it and the COSTARS participant and annotated on the purchase order at time of order.





**BID ITEM WORKBOOK**  
**COSTARS 1/2 Emerging/Responsible Loose Supplies**  
**BID ITEM SHEET**

BIDDERS/CONTRACTORS LEGAL NAME: KEYSTONE COMMUNICATIONS SERVICE, LLC

**PRICING**

The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.  
 After Contract award, a Contractor may offer, either on its own initiative or at a Purchaser's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any purchase within the scope of the Contract, even if such discounts, mark-ups, or discounted prices were not included in the bid prices.

*The Bid Item Workbook should contain a separate Bid Item sheet for each manufacturer's price list or cost sheet.*

MANUFACTURER: MOTOROLA SOLUTIONS, INC

PRICING STANDARD: (Check that which is applicable.)  
 Catalog or Manufacturer's Distributor's Most Recently Published Price List Less % of Discount  
 Supplier's Cost Plus % of Mark-up  
 Custom List Including Net Prices

PRICE LIST IDENTIFICATION:  
 CATALOG OR PRICE LIST NAME: MOTOROLA SOLUTIONS, INC  
 IDENTIFICATION NO. (IF APPLICABLE):  
 EFFECTIVE DATE: 2021  
 CLASS OF PURCHASER:

(i.e., All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

| SAMPLE PRICING TEMPLATE   |   | EXAMPLE - VOLUME PRICING   |   |  |
|---|---|--|---|--|
| ITEM CATEGORY   | VOLUME BAND I<br>(SPECIFY QUANTITY<br>% DISCOUNT<br>FROM LIST PRICE | VOLUME BAND II<br>(SPECIFY QUANTITY<br>% DISCOUNT<br>FROM LIST PRICE | VOLUME BAND III<br>(SPECIFY QUANTITY<br>% DISCOUNT<br>FROM LIST PRICE |  |
| MOTOROLA SOLUTION PROFESSIONAL SERIES TWO-WAY RADIO MODELS (INCLUDES MOTOTRBO)      | 20%   |  |   |  |
| MOTOROLA SOLUTION PROFESSIONAL SERIES TWO-WAY RADIO ACCESSORIES (INCLUDES MOTOTRBO) | 13%   |  |   |  |
|   |   |  |   |  |
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|   |   |  |   |  |

*It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.*