

CITY OF WILLIAMSPORT, PA RESOLUTION

RESOLUTION # 9266

DATE 3-3-22

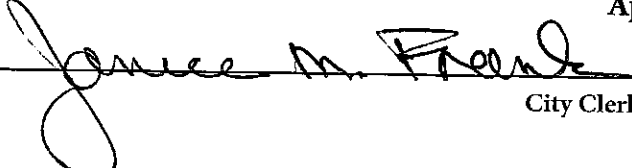
TITLE

RESOLUTION AUTHORIZING PURCHASE OF WATCHGUARD BODY-WORN CAMERAS & IN-CAR VIDEO SYSTEMS WITH 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 forty-eight (48) Watchguard AAS-BWC Body-Worn Cameras and fourteen (14) Watchguard M500 In-Car Video Systems and related equipment from Motorola Solutions through Keystone Communications Service, 463 Duke St, Northumberland, PA 17857 at a total cost of **\$347,293.80**

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

Approved



City Clerk




President



MEMORANDUM

Date: 02/25/2022

To: Mayor Derek Slaughter and Williamsport City Council Members

From: Justin D Snyder, Chief of Police Operations 

Re: Purchase of Watchguard Body-Worn, In-Car Video Systems and Related Equipment.

Attached for your review is a resolution authorizing the purchase of forty-eight (48) Watchguard AAS-BWC Body-Worn Cameras and fourteen (14) Watchguard M500 In-Car Video Systems and related equipment from Motorola Solutions through Keystone Communications Service, 463 Duke St, Northumberland, PA 17857 at a total cost of **\$347,293.80**. This amount is to be allocated from the American Rescue Plan Act funds.

Breakdown overview of costs:

- | | |
|--|---------------------------|
| • Thirty-Four (34) Body-Worn Cameras: | \$140,760 |
| • Fourteen (14) In-Car Cameras integrated w/ additional
Fourteen (14) additional Body-Worn Cameras: | \$172,200 |
| • Related Equipment (batteries, software, Installation, etc): | <u>\$34,333.80</u> |
| | \$347,293.80 |

Please refer to attached quote provided by Motorola Solutions with an itemized list detailing the cost and breakdown of the Body Worn Cameras, In-Car Cameras, Installation, Services and related equipment. This purchase is to be made through Keystone Communications who has been identified as COSTARS participant.

We are requesting that action be taken on this resolution on Thursday March 3rd 2022.

Attachments:

1. Motorola Solutions (Watchguard Video Project Quote: QUOTATION-M77-0497-14
2. Keystone Communication Services COSTARS Contract Number: 012-058

WatchGuard Video
 415 E. Exchange
 Allen, TX 75002
 (P) 800-605-6734 (F) 212-383-9661



Prepared For:

Williamsport Police Department - Attention: Justin Snyder
 VaaS Quote 48 V300 CCE m500 (14)

QUOTATION - M77-0497-14

DATE: 02-21-22

PROJECT QUOTATION

We at WatchGuard Video are pleased to quote the following systems for the above referenced project:

Deliverables / Materials / Services	Qty	Unit Price	Sell Price	Amount
Body-worn camera and evidence management software - 5 Year Video-as-a-Service Package @ \$49 per Month AAS-BWC-5YR-001 (PaaS) Video-as-a-Service includes CommandCentral Evidence, the cloud-based evidence management system with unlimited device storage and unlimited cloud sharing. 1 User License per Body Worn Camera. 50 GB of non-device storage included per device, averaged across all devices in the program CommandCentral Evidence, Records, Redaction, Sharing, Community Engagement capabilities and capture application included. Body-worn camera (battery + choice of mount included) Third year technology (Hardware) refresh. 5-year agreement (billed Quarterly or Annually) Advanced hardware replacement service & 24/7 support No-Fault hardware warranty	34	\$2,940.00	\$4,140.00	\$140,760.00
V300 Base Assembly, USB Desktop Dock	15	\$95.00	\$95.00	\$1,425.00
WGA00640-KIT1				
V300 Transfer Station II with Power Supply and Cables.	1	\$1,495.00	\$0.00	\$0.00
BW-ACK-V3-TS				
V300 Transfer Station II				
TS02, D350, 8-Slot Rack Mount Charge/Upload Dock, 10GB includes kit with Power Supply and Cables.				

Transfer Station (8 Bay) Video-as-a-Service Package @ \$30 per Month	3	\$1,800.00	\$1,495.00	\$4,485.00
<p>AAS-BWC-XFS-DOC (<i>PaaS</i>) 8-Bay Ethernet Transfer Station Ethernet Cable, Rack mount (optional) & Power Cord</p>				
V300, Battery, Removable and Rechargeable, 3.8V, 4180mAh	5	\$99.00	\$99.00	\$495.00
<p>WGP02614 (<i>PaaS</i>)</p>				
Managed Software Installation Service; On-Site Assist Install, Training, Configuration, Project Management, Consultation	1	\$5,000.00	\$5,000.00	\$5,000.00
<p>WGW00122-400 (<i>PaaS</i>)</p>				
M500 In-car video system with Integrated V300 Body-worn camera and Command Central Evidence - 5 Year Video-as-a-Service Package @ \$205 per Month	14	\$12,300.00	\$12,300.00	\$172,200.00
<p>AAS-M5-BWC-5YR (<i>PaaS</i>) Video-as-a-Service Bundle includes the cloud-based evidence management system, with unlimited storage and unlimited cloud sharing. 1 User License per bundle. CommandCentral Evidence, capture, records, redaction and community engagement capabilities included. V300 Body-worn camera (choice of mount) Third year technology (Hardware) refresh. M500 In-Car Video System M500 with 1TB DVR, 5" touch display, front camera with 4k sensor, infrared cabin camera, V300 WiFi Dock, MikroTik WiFi Kit & Smart Power Switch 5-year agreement (billed Quarterly or Annually) No-Fault hardware warranty, Advanced hardware replacement service & 24/7 support</p>				
Upload Server On-Premise - Video-as-a-Service Package @ \$100 per Month	1	\$6,000.00	\$6,000.00	\$6,000.00
<p>AAS-UPL-SVR-001 (<i>PaaS</i>) Store and Forward Server for Fast Video Offload Use with in-car upload via Access Point or Body Worn Camera Transfer Stations On-premise deployment, 1U rack mount, 8TB of storage, 16GB RAM, 2x10G network cards, Intel Xeon processor (HDW-UPL-SRV-501) 5 Year Warranty</p>				

Installation of (14) M500 In-Car Camera Systems with V300 Docks, and Sierra Wireless Modems WGW00121 (PaaS)	14	\$480.00	\$480.00	\$6,720.00
Sierra Wireless AirLink MP70+WIFI+LTE-A Pro – NA – DC Cable, carrier must be AT&T, Verizon or T-Mobile WSWA-1104073 (PaaS)	14	\$719.00	\$719.00	\$10,066.00
Sierra A/C adapter MP70 needs A/C during configuration WSWA-200579 (PaaS)	14	\$16.00	\$16.00	\$224.00
Sierra Wireless AirLink 6in1 SharkFin Antenna -2xLTE, GNSS, 3xWiFi, 2.4/5GHz, Bolt Mount, 4M Black WSWA-6001197 (PaaS)	14	\$219.00	\$219.00	\$3,066.00
AirLink Support for AMM Hosted - For ALEOS devices. Includes AMM Cloud management and technical support. 5 years WSWA-9010320 (PaaS)	14	\$480.00	\$480.00	\$6,720.00
CC Evidence Unlimited Data Storage for ICV SSV00S02784A (PaaS) Unlimited for In Car Video Priced Annually: \$52 per car per month	2	\$624.00	\$624.00	\$1,248.00
20% discount on sierra wireless 20% discount on sierra wireless (PaaS)	14	-\$286.80	-\$286.80	-\$4,015.20
one time discount valid for order approve before 3/22/22 one time discount (PaaS)	1	-\$5,000.00	-\$5,000.00	-\$5,000.00
DO not ship Hifi mics DO not ship Hifi mics (PaaS)	14	-\$150.00	-\$150.00	-\$2,100.00
COSTARS-12 Emergency Responder Equipment and Supplies Free Shipping Frieght (PaaS)	1	\$0.00	\$0.00	\$0.00
CPQ quote 1669094 (for Motorola solutions) CPQ quote 1669094 (PaaS)	1	\$0.00	\$0.00	\$0.00

Total Price	\$358,409.00
Discount	\$11,115.20
Deferred	\$345,868.80
Direct Purchase Items	\$1,425.00
Due Now	\$1,425.00
Annual Invoice	\$69,173.76

**Purchase as a Service (PaaS)
Financial Profile**

*
→: 347,293.80
- TOTAL COST

Total Price:	\$345,868.80
Contract Term:	5 Years
Monthly Payments:	\$5,764.48
Annual Invoice:	\$69,173.76

Notes:

1. This Quote is valid for 90 days from the Quote Date. Pricing may change thereafter.
2. Any sales transaction resulting from this Quote is based on and subject to the applicable Motorola's Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents.
3. Motorola's Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.
4. Payment Terms: Equipment-Net 30 days upon shipment; Installation-Net 30 days upon completion; Services and Subscription Agreements-Net 30 days from receipt of Order.
5. The pricing in this Quote does not include any applicable taxes (e.g. sales/use tax).
6. UNLESS OTHERWISE NOTED IN THIS QUOTE / ORDER, INSTALLATION OF EQUIPMENT IS NOT INCLUDED
7. This quote is not including installation of In-car hardware to the vehicle. As it is best for customer to work with 3rd party upfitter directly on Installation.
8. Data migration is not included on this quote but can be supplied at \$600 per TB

Quoted by: Kevin Lamel - 800-605-6734 - kevin.lamel@motorolasolutions.com



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
Website: www.costars.state.pa.us

Date: 01/07/2022

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

Subject: COSTARS Participation – Renewal Confirmation
Contract Number: 012-058 - Emergency Responder Equipment and 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 02/04/2023 .

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 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

Overview of Contract

Prior to utilizing a contract, the user should read the contract in its 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

CONTRACT INFO

Contract Number & Title	COSTARS-12 Emergency Responder Equipment and Supplies
Number of Suppliers	113
Validity Period	01/01/2008 - 03/22/2023
DGS Point of Contact	Kathy Garman
Contact Phone #	717-346-4056
Email	katgarman@pa.gov

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.

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:

D/B/A NAME, IF APPLICABLE:

BIDDER ADDRESS:

COUNTY LOCATED IN:

KEYSTONE COMMUNICATIONS SERVICE, LLC

463 DUKE STREET

NORTHUMBERLAND, PA 17857

NORTHUMBERLAND

PA Legislative House District Number 108

PA Legislative Senate District Number 27

VENDOR NUMBER:

546472

DGS Self-Certified Small Business (SB) **X**

Certification Number

546472 -2013-01-SB

Primary POC regarding IFB/Contract:

Secondary POC regarding IFB/Contract:

PHONE NUMBER:

FAX NUMBER:

EMAIL ADDRESS:

COMPANY'S GENERAL WEBSITE ADDRESS

ROBIN WESSTROM

BRIAN HERNANDEZ

570-473-3146

570-473-3130

BHERNANDEZ@KEYSTONE-COMMUNICATIONS.COM

WWW.KEYSTONE-COMMUNICATIONS.COM

SEND PURCHASE ORDER(S) TO NAME:

D/B/A NAME, IF APPLICABLE:

ADDRESS:

COUNTY LOCATED IN:

HOURS OF OPERATION:

POC regarding PURCHASE ORDER(S):

PHONE NUMBER:

FAX NUMBER:

EMAIL ADDRESS:

KEYSTONE COMMUNICATIONS SERVICE, LLC

463 DUKE STREET

NORTHUMBERLAND, PA 17857

NORTHUMBERLAND

M-F 8-5

BRIAN HERNANDEZ

570-473-3146

570-473-3130

BHERNANDEZ@KEYSTONE-COMMUNICATIONS.COM

SEND PAYMENT(S) TO NAME:

D/B/A NAME, IF APPLICABLE:

ADDRESS:

POC regarding PAYMENT(S):

PHONE NUMBER:

FAX NUMBER:

EMAIL ADDRESS:

KEYSTONE COMMUNICATIONS SERVICE, LLC

463 DUKE STREET

NORTHUMBERLAND, PA 17857

KRISTEN REICHENBACH

570-473-3146

570-473-3130

KREICHENBACH@KEYSTONE-COMMUNICATIONS.COM

BID ITEM WORKBOOK
COSTARS 12 Emergency Responder Loose Supplies
QUESTIONS

BIDDER/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. a.) Is the Bidder-Contractor quoting shipping costs as a separate line item? 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	
5) 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: 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 of 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 (Identify all that are applicable with a checkmark.)	MANUFACTURERS (State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)
Ammunition	
Breathing Systems	
Cleaning Equipment and Supplies	
<input checked="" type="checkbox"/> Communications Equipment	MOTOROLA SOLUTIONS, INC
Emergency Medical Equipment and Supplies	
<input checked="" type="checkbox"/> 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	
<input checked="" type="checkbox"/> Law Enforcement Equipment and Supplies	JOTTO DESK
<input checked="" type="checkbox"/> Personal Protective Equipment	MOTOROLA SOLUTIONS, INC, PYRAMID
<input checked="" type="checkbox"/> Public Safety Equipment and Supplies	WHELEN ENGINEERING
<input checked="" type="checkbox"/> Miscellaneous Loose Supplies	KUSSMAUL

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 choose 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/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. Stand-alone 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 (Identify all that are applicable with a checkmark.)	PRICING (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'12 Emergency Responder 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 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: PENIX, WHELEN ENGINEERING

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

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: Manufacturers Listed Above
 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 [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE	VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE
EMERGENCY RESPONDER LOOSE EQUIPMENT AND SUPPLIES	5%	%	%

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.

