[](https://dash.das.state.or.us/Site_images/Buttons/state_seal_color.jpg)**BUYERS GUIDE** *FOR*

**Public Safety Communications Equipment, Services and Solutions**

***Version 3.1 dated 9/12/2023***

*(Before ordering, check OregonBuys for the latest version)*

**DESCRIPTION:**  
State agencies, and other Authorized Purchasers (ORCPP) use the Participating Addendums for Public Safety Communications Equipment, Services and Solutions.

Oregon Participating Addendums were awarded in the following categories:

1. Radio (P-25)
2. Conventional Analog Portable (non-P25)
3. Dispatch Consoles
4. Microwave Radio
5. Interoperability Gateway Devices
6. Power Supply Products & Solutions

11. Equipment Shelters

12. Towers

**Pricing:** discount off of published catalog pricing.

**State Agency Purchase Order Limitation:** State Agencies under DAS procurement authority may issue ordering instruments under this Addendum for any dollar amount without further delegation of procurement authority from DAS.

**Legal Sufficiency for State Agencies:** Contracts issued in conformance with the Master Agreement and the PA are exempt from further legal sufficiency review and approval, ***but only to the extent*** the contract  does not add or modify the terms and conditions of the PA, does not include a statement of work, does not include any license, subscription, maintenance & support agreements or other agreements, and the Contract is not otherwise exempt from legal sufficiency review and approval.

State Agencies must submit to the Department of Justice for legal sufficiency review and approval, Contracts entered into under a PA that call for payments greater than $150,000, and the Contract includes a statement of work, or any license, subscription, maintenance & support agreements or other agreements or if the contractor provides any additional or modified PA terms and conditions.

***Software Subscription/Licensing/Maintenance/Support Agreements Purchases for State Agencies:*** It should be noted that there has been NO Enterprise Information Services (EIS), Cyber Security Services (CSS) or Project Portfolio Performance (P3) review and approval of third-party software license/subscription/maintenance or support agreements. As required, State Agencies are responsible for this review and approval process.

PROCURMENT SERVICES CONTRACT ADMINISTRATOR CONTACT INFORMATION:

Rachael Rosendahl, State Procurement Analyst

Phone: (971) 707-0137

EMAIL: [rachael.rosendahl@das.oregon.gov](mailto:rachael.rosendahl@das.oregon.gov)

**AWARDED PARTICIPATING ADDENDUMS (PA):**

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| **PA 4683 – ICOM AMERICA, INC. Contact:**  12421 Willows Road NE Kristina Pickering  Kirkland, WA 98034 Phone: 425-450-6092  Email: [salescontracts@icomamerica.com](mailto:salescontracts@icomamerica.com)  **Categories Awarded:**  **SUB-CATEGORY 1.1 RADIO: SINGLE-BAND PORTABLE (P25),**  **SUB-CATEGORY 1.2 RADIO: SINGLE-BAND MOBILE (P25),**  **SUB-CATEGORY 1.3 RADIO: SINGLE-BAND DESKTOP (P25),**  **SUB-CATEGORY 2.1 RADIO: CONVENTIONAL ANALOG PORTABLE (NON-P25),**  **SUB-CATEGORY 2.2 RADIO: CONVENTIONAL ANALOG MOBILE (NON-P25),**  **SUB-CATEGORY 2.3 RADIO: CONVENTIONAL ANALOG DESKTOP (NON-P25),**  **SUB-CATEGORY 2.4 RADIO: CONVENTIONAL ANALOG BASE STATION/REPEATER (NON-P25)** |

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| **PA 4728 – JVCKENWOOD USA CORP. Contact:**  4001 Worsham Ave.  April Peterson  Long Beach, CA 90808 Phone: 310-761-8213  Email: [apeterson@us.jvckenwood.com](mailto:apeterson@us.jvckenwood.com)  **Categories Awarded:**  **SUB‐CATEGORY 1.1 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.2 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.3 RADIO: SINGLE‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 1.5 RADIO: MULTI‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.6 RADIO: MULTI‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 2.1 RADIO: CONVENTIONAL ANALOG PORTABLE (NON‐P25)**  **SUB‐CATEGORY 2.2 RADIO: CONVENTIONAL ANALOG MOBILE (NON‐P25)**  **SUB‐CATEGORY 2.3 RADIO: CONVENTIONAL ANALOG DESKTOP (NON‐P25)**  **SUB-CATEGORY 2.4 RADIO: CONVENTIONAL ANALOG BASE STATION/REPEATER (NON-25)** |
| **PA 4730 – ZETRON, INC. Contact:**  12034 134th Ct. NE, #201  Sophie Kather  Redmond, WA 98052 Phone: 425-820-6363 ext. 592  Email: [Sophie.kather@zetron.com](mailto:Sophie.kather@zetron.com); [zusstatecontracts@zetron.com](mailto:zusstatecontracts@zetron.com)  **Categories Awarded:**  **CATEGORY 4 DISPATCH CONSOLES**  **CATEGORY 4 INTEROPERABILITY GATEWAY DEVICE** |
| **PA 4731 – DANIELS ELECTRONICS, dba Codan Communications**  **Contact:**  43 Erie Street  Anita Page/Sophie Kather  Victoria, BC V8V 1P8 Canada Phone: 250-382-8268  Email: [anita.page@codancomms.com](mailto:anita.page@codancomms.com); [zusstatecontracts@zetron.com](mailto:zusstatecontracts@zetron.com)  **Categories Awarded:**  **SUB-CATEGORY 1.7 RADIO: BASE STATION/REPEATER**  **SUB-CATEGORY 2.4 RADIO: CONVENTIONAL ANALOG BAST STATION/REPEATER (NON-P25)** |
| **PA 4733 – BK TECHNOLOGIES, INC. Contact:**  7100 Technology Drive  Carolyn French  West Melbourne, FL 32904 Phone: 321-237-1306  Email: [cfrench@bktechnologies.com](mailto:cfrench@bktechnologies.com); [contracts@bktechnologies.com](mailto:contracts@bktechnologies.com)  **Categories Awarded:**  **SUB-CATEGORY 1.1 RADIO: SINGLE-BAND PORTABLE (P25)** |
| **PA 4735 – MOTOROLA SOLUTIONS, INC. Contact:**  500 W. Monroe Street, Suite 4400 Andrew Chyterbok  Chicago, IL 60661-3781 Phone: 360-409-3223  Email: [andrew.chyterbok@motorolasolutions.com](mailto:andrew.chyterbok@motorolasolutions.com)  **Categories Awarded:**  **SUB‐CATEGORY 1.1 RADIO: SINGLE‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.2 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.3 RADIO: SINGLE‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 1.4 RADIO: MULTI‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.5 RADIO: MULTI‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.6 RADIO: MULTI‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 1.7 RADIO: BASE STATION/REPEATER (P25)**  **SUB‐CATEGORY 2.1 RADIO: CONVENTIONAL ANALOG PORTABLE (NON‐P25)**  **SUB‐CATEGORY 2.2 RADIO: CONVENTIONAL ANALOG MOBILE (NON‐P25)**  **SUB‐CATEGORY 2.3 RADIO: CONVENTIONAL ANALOG DESKTOP (NON‐P25)**  **SUB-CATEGORY 2.4 RADIO: CONVENTIONAL ANALOG BASE STATION/REPEATER (NON-P25)**  **CATEGORY 4 DISPATCH CONSOLES**  **COMPLETE TURNKEY RADIO SOLUTION** |
| **PA 4734 – E.F. JOHNSON COMPANY Contact:**  1440 Corporate Drive  John Daly  Irving, TX 75038 Phone: 972-819-0731  Email: [john.daly@efji.com](mailto:john.daly@efji.com)  **Categories Awarded:**  **SUB‐CATEGORY 1.1 RADIO: SINGLE‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.2 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.3 RADIO: SINGLE‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 1.4 RADIO: MULTI‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.5 RADIO: MULTI‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.6 RADIO: MULTI‐BAND DESKTOP RADIO (P25)**  **SUB‐CATEGORY 1.7 RADIO: BASE STATION/REPEATER (P25)**  **SUB‐CATEGORY 2.1 RADIO: CONVENTIONAL ANALOG PORTABLE (NON‐P25)**  **SUB‐CATEGORY 2.2 RADIO: CONVENTIONAL ANALOG MOBILE (NON‐P25)**  **SUB‐CATEGORY 2.3 RADIO: CONVENTIONAL ANALOG DESKTOP (NON‐P25)**  **CATEGORY 4 DISPATCH CONSOLES**  **CATEGORY 6 INTEROPERABILITY GATEWAY DEVICE**  **COMPLETE TURNKEY RADIO SOLUTION** |
| **PA 5055 – L3HARRIS TECHNOLOGIES, INC. Contact:**  **Oregon Dealer:** Communications Northwest Scott Reilly  624 McLoughlin Blvd. Phone: 503-232-9031  Oregon City, OR 97045 Email: [scott@commnw.com](mailto:scott@commnw.com)  **Categories Awarded:**  **SUB‐CATEGORY 1.1 RADIO: SINGLE‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.2 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB‐CATEGORY 1.4 RADIO: MULTI‐BAND PORTABLE RADIO (P25)**  **SUB-CATEGORY 1.6 RADIO: MULTI-BAND DESKTOP RATIO (P25)**  **SUB-CATEGORY 1.7 RADIO BASE STATION/REPEATER (P25)**  **CATEGORY 4 DISPATCH CONSOLES**  **COMPLETE TURNKEY RADIO SOLUTION** |
| **PA 5451 – TAIT NORTH AMERICA, INC. Contact:**  **Oregon Dealer:** Communications Northwest Scott Reilly  624 McLoughlin Blvd. Phone: 503-232-9031  Oregon City, OR 97045 Email: [scott@commnw.com](mailto:scott@commnw.com)  **Categories Awarded:**  **SUB‐CATEGORY 1.1 RADIO: SINGLE‐BAND PORTABLE RADIO (P25)**  **SUB‐CATEGORY 1.2 RADIO: SINGLE‐BAND MOBILE RADIO (P25)**  **SUB-CATEGORY 1.7 RADIO BASE STATION/REPEATER (P25)**  **SUB-CATEGORY 2.1 RADIO: CONVENTIONAL ANALOG PORTABLE (NON-P25)**  **SUB-CATEGORY 2.2 RADIO: CONVENTIONAL ANALOG MOBILE (NON-P25)**  **SUB-CATEGORY 2.4 RADIO: CONVENTIONAL ANALOG BASE STATION/REPEATER (NON-P25)** |
| **PA 5472 – AVIAT U.S., INC. Contact:**  200 Parker Dr., Suite C100A Laurent Brigdan  Austin, TX 78728 Phone: 425-615-6503  Email: [laurent.brigdan@aviatnet.com](mailto:laurent.brigdan@aviatnet.com)  **Categories Awarded:**  **SUB‐CATEGORY 5.1 MICROWAVE: CARRIER GRADE, PACKET DATA (NATIVE IP)**  **SUB‐CATEGORY 5.2 MICROWAVE: NETWORK GRADE**  **SUB-CATEGORY 5.5 MICROWAVE: CARRIER GRADE, NATIVE TIME DIVISION MULTIPLEX (TDM)**  **ALL SUB-CATEGORIES FOR INDOOR AND OUTDOOR SOLUTIONS.** |
| **PA 5474 – NOKIA OF AMERICA Contact:**  3201 Olympus Blvd. Desiree Obleton  Dallas, TX 75019 Phone: 214-713-4226  Email: [desiree.obleton@nokia.com](mailto:desiree.obleton@nokia.com)  **Categories Awarded:**  **SUB‐CATEGORY 5.1 MICROWAVE: CARRIER GRADE, PACKET DATA (NATIVE IP)**  **SUB‐CATEGORY 5.2 MICROWAVE: NETWORK GRADE**  **SUB-CATEGORY 5.5 MICROWAVE: CARRIER GRADE, NATIVE TIME DIVISION MULTIPLEX (TDM)**  **ALL SUB-CATEGORIES FOR INDOOR AND OUTDOOR SOLUTIONS** |
| **PA 5490 – AMERICAN POWER SYSTEMS, LLC Contact:**  1851 Central Place S, Suite 206 Jason Gardner  Kent, WA 98030 Phone: 425-615-6503  Email: [jasongardner@ampowersys.com](mailto:jasongardner@ampowersys.com)  **Category Awarded:**  **CATEGORY 7 POWER SUPPLY PRODUCTS AND SOLUTIONS** |
| **PA 5493 – SABRE COMMUNICATIONS CORP. Contact:**  7100 Southbridge Drive Phillip Haigler  Sioux City, IA 51111 Phone: 850-225-9614  Email: [plhaigler@sabreindustries.com](mailto:plhaigler@sabreindustries.com)  **Categories Awarded:**  **SUB‐CATEGORY 11.2 SHELTERS, CONCRETE**  **SUB‐CATEGORY 12.4 TOWERS, GUYED**  **SUB-CATEGORY 12.5 TOWERS, GUYED LIGHT**  **SUB-CATEGORY 12.6 TOWERS, LATTICE**  **SUB-CATEGORY 12.7 TOWERS, LATTICE LIGHT**  **SUB CATEGORY 12.8 TOWERS, MONOPOLE**  **PA 5495 – VALMONT TELECOMMUNICATIONS CORP. Contact:**  3575 25TH St. SE Tom Bjorklund  Salem, OR 97302 Phone: 503-589-6608  Email: [tomb@valmont.com](mailto:tomb@valmont.com)  **Categories Awarded:**  **SUB‐CATEGORY 12.4 TOWERS, GUYED**  **SUB-CATEGORY 12.5 TOWERS, GUYED LIGHT**  **SUB-CATEGORY 12.6 TOWERS, LATTICE**  **SUB-CATEGORY 12.7 TOWERS, LATTICE LIGHT**  **SUB-CATEGORY 12.8 TOWERS, MONOPOLE**  **SUB-CATEGORY 12.9 TOWERS**  **PASSIVE MICROWAVE REPEATER** |
| **PA 5510 – FREEDOM COMMUNICATION Contact:**  2002 Synergy Blvd., Suite 200 Ed Mick  Kilgore, TX 75662 Phone: 814-883-0331  Email: [ed.mick@astronics.com](mailto:ed.mick@astronics.com)  **Category Awarded:**  **SUB‐CATEGORY 8.1 TESTING: MULTIFUNCTION TEST SET** |
| **PA 5514 – VIAVI SOLUTIONS, INC. Contact:**  20250 Century Blvd. Kim Taylor  Germantown, MD 20874 Phone: 316-529-5521  Email: [kim.taylor@viavisolutions.com](mailto:kim.taylor@viavisolutions.com)  **Categories Awarded:**  **SUB‐CATEGORY 8.1 TESTING: MULTIFUNCTION TEST SET**  **SUB‐CATEGORY 8.2.3 TESTING: MICROWAVE ANTENNA ALIGNMENT EQUIPMENT** |

**PURCHASE ORDERS (POs):**

If submiting a PO to an Authorized Dealer, include on the Contractor Name and Address line, Contractor’s Name and add c/o “Authorized Dealer” followed by Authorized Dealer address. Example below:

L3Harris

c/o Communications Northwest

624 McLoughlin Blvd.

Oregon City, OR 97045

**SELECTION PROCESS:** Authorized Purchasers who are State of Oregon Agencies must follow the selection process outlined below. Authorized Purchasers who are **not** State of Oregon Agencies may select the Contractor of Authorized Purchaser’s choice in compliance with applicable statute and rules.

1. For purchases under $10,000, Authorized Purchasers who are State Agencies may select the Contractor of its choice in compliance with applicable statute and rule.
2. For all purchases over $10,000, Authorized Purchasers who are State Agencies shall use one of the following selection processes:
3. Brand Name Justification - A documented brand name justification in compliance with applicable statute and rule.
4. Best Value Analysis - Authorized Purchaser may conduct a comparison of the offers based upon a best value analysis. Authorized Purchaser shall:
5. Determine category of need (Radio P-25, Conventional Analog Portable non-P25, Dispatch Consoles, Microwave Radio, Interoperability Gateway Devices, Power Supply Products & Solutions, Equipment Shelters, Towers), and if more than 3 Contractors offer products in category of need, contact at least 3 Master Agreement Contractors and request a quote for the anticipated Goods. If 3 or less Contractors offer products in category of need, contact all Master Agreement Contractors that provide products in category of need and request a quote for anticipated Goods. Quoted rates must not exceed the most competitive rates and discounts set forth in the Master Agreement. However, a Contractor may agree to extend specialized, discounted pricing based on the requirements by providing a specific quote to the Authorized Purchaser.
6. Determine which Contractor provides the best value for Authorized Purchaser. Some or all of the following factors may be used in the Authorized Purchaser’s determination of best value (additional factors not listed may also be used):
   * Applicable discounts and incremental pricing options;
   * Shipping costs;
   * Delivery process and service levels;
   * Installation, maintenance and repair service levels;
   * Applicable warranties;
   * Contractor’s past performance record through reference checks;
   * Contractor’s service area;
   * Price comparison of the current market value of goods and services similar to the Products;
   * Price comparison to past purchases and the goods similar to the products, taking the inflation rate into account;
   * Cost analysis through an element-by-element examination of the estimated or actual cost of proposed goods to determine whether the supplier’s costs are in line with what reasonably economical and efficient performance should cost. Some of the cost elements examined for necessity and reasonableness are materials’ costs, labor costs, equipment and overhead;
   * Comparison of pricing to MSRP;
   * Market conditions and competition levels;
   * General economic conditions;
   * Life cycle costing including expected life, salvage value and discounted total cost of ownership.
7. Document its procurement files describing the process, considerations, findings, and decisions used for determining the Contractor selected through the Best Value Analysis.

**MANDATORY PURCHASE ORDER LANGUAGE:**

**THIS PURCHASE IS PLACED AGAINST THE STATE OF WASHINGTON MASTER AGREEMENT NO. 00318. THE TERMS AND CONDITIONS OF THE MASTER AGREEMENT AND THE ASSOCIATED PARTICIPATING ADDENDUM ENTERED INTO BY THE STATE OF OREGON, OREGONBUYS MASTER BLANKET PURCHASE ORDER NO.** (OREGONBUYS MBPO #) **APPLY TO THIS PURCHASE AND SUPERSEDE ALL CONFLICTING TERMS AND CONDITIONS, EXPRESS OR IMPLIED.**

Refer to each Participating Addendum in OregonBuys for attachments with:

Pricing or Discounts - checking attached Amendments for changes, if any;

Certified Authorized Dealers or Resellers List, check for changes through OregonBuys.