



**COUNTY OF HENRICO
DEPARTMENT OF FINANCE
PURCHASING DIVISION
CONTRACT EXTRACT
NOTICE OF AWARD/RENEWAL**

DATE:	October 1, 2025
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Two-Way Radios and Repeater Systems
CONTRACT NUMBER:	2419A
COMMODITY CODE:	726.88
CONTRACT PERIOD:	October 10, 2025 through October 9, 2026
RENEWAL OPTIONS:	(1) One remaining, through October 9, 2027
USER DEPARTMENT:	Both HCPS and County General Government
Contact Name:	Glenn Gootee
Phone Number:	804-652-3890
Email Address:	gjgootee@henrico.k12.va.us
HENRICO COOPERATIVE TERMS INCLUDED:	YES
SUPPLIER: Name:	MACE, Incorporated
Address:	5821 Arrowhead Drive, St 101
City, State:	Virginia Beach, VA 23462
Contact Name:	Craig Dodson
Phone Number:	757-460-6247
Email address:	cdodson@maceinonline.com
ORACLE SUPPLIER NUMBER:	58053
BUSINESS CATEGORY:	Small Business
PAYMENT TERMS:	Net 45
DELIVERY:	As needed and requested
FOB:	Destination
BUYER: Name:	Justin M. Herbaugh, VCO, VCA
Title:	Procurement Analyst III
Phone:	804-501-5680
Email:	Her034@henrico.gov

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

Price Schedule - Contract No. #2419A

Item #	Model & Description	Unit Price
1	Motorola Repeater SLR5700	\$3,106.52
2	Motorola Duplexer, HFD8465 or Approved Equal	\$718.89
3	Tessco 37462 VHF Antena or Approved Equal	\$2,665.11
4	FCC Licenses (Initial and Schedule K)	\$625.00
5	Connection Cable for Antena price by the foot (Not to Exceed 50 Feet)	\$1.49
6	Replacement Batteries, Motorola NNTN4497	\$68.48
7	Motorola Ear Bud, HLN9132	\$29.07
8	Motorola Speaker/Microphone, PMMN4013A	\$60.91
9	Motorola 2 Wire Kit, RLN4895A	\$91.72

Percentage Discount off Motorola “MSRP” for Products not Listed: 25.50%

C. Cooperative Procurement

This procurement is being conducted by the County of Henrico, Virginia on behalf of all other public bodies of the Commonwealth of Virginia in accordance with the provisions of 2.2-4304 of the Code of Virginia, as amended. If agreed to by the Successful Bidder, other public bodies of the Commonwealth of Virginia may make purchases under the resulting contract at the prices set forth herein and in accordance with its terms, conditions and specifications, subject to any modifications necessary to comply with local policy or practice to which the Successful Bidder agrees. The Successful Bidder shall deal directly with any public body it authorizes to use the resulting contract. The County, its officials and its staff are not responsible for placement of orders, invoicing, payments, contractual disputes, or any other transactions between the Successful Bidder and any other public bodies, and in no event shall the County, its officials or staff be responsible for any costs, damages or injury resulting to any party from use of a County contract. The County assumes no responsibility for any notification of the availability of the resulting contract for use by other public bodies, but the Successful Bidder may conduct such notification.

D. Specifications.

1. The Successful Bidder shall provide products as needed and requested.
2. The Successful Bidder shall provide new 10 channel VHF Motorola CP200D Analog two-way radios capable of upgrade to digital, **band split 6.25/12.5KHZ/, 5 watts Model # AAH01JDC9JC2AN (NO SUBSTITUTE) with standard three (3) year warranty.**
3. The Successful Bidder shall provide, at no additional charge, the following new accessories with each two-way radio:
 - a. Charging Base
 - b. Batteries
 - c. Antenna
 - d. Belt Clip
 - e. Instruction Manual
4. The Successful Bidder shall pre-program each two-way radio with the proper frequencies which will be provided to the Successful Bidder upon award of a Contract. All cost to program radios must be included in the price of the radios and delivery time shall include the time to program the radios.
5. The Successful Bidder shall also provide re-programming services for two-way radios currently belonging to the County at no additional cost for the duration of this contract.
6. The Successful Bidder shall provide new Motorola SLR5700 repeater system to include the following (**NO SUBSTITUTE**):
 - a. Repeater **with frequency range of 146-174 MHz, band split 6.25/12.5 KHz, 5 watts.**
 - b. Motorola HFD8465 A Duplexer or approved equal.
 - c. Tessco #37462 VHF antenna or approved equal, to include connection line (cable) and brackets. Cables will not exceed 50 ft. per location. Two brackets per connection required.
 - d. Lightning protection and grounding to include parts and labor.
7. The Successful Bidder shall provide all technical documentation and support, FCC licensing, delivery, accessories, and any additional products needed to incorporate a functional system. FCC licensing will be required for each location and provided to the Electronics Technician Foreman in Henrico County Public School's Department of Construction and Maintenance or General Government authorized representative(s).

8. The Successful Bidder shall also provide at a minimum the following new accessories as needed and requested throughout the contract:
 - a. Batteries - Motorola #NNTN-4497
 - b. Clips – Motorola #HLN-8255B
 - c. Antennas – Motorola #NAD-6502AR
 - d. Ear Bud – Motorola #HLN9132
 - e. Desktop Rapid Charger with US plug – Motorola #WPLN4138AR
 - f. Speaker Microphone – Motorola #PMMN4013A
 - g. Two Wire Kit – Motorola #RLN4895A
9. Products specified as “No Substitute” are standardized products for the County.

E. General Requirements.

1. The Successful Bidder shall be a firm regularly engaged in the sale of two-way radios and repeater systems, an authorized Motorola value added reseller, and warranty provider.
2. All products bid must be newly manufactured, factory produced and include all original packaging and components. **Demonstrated, “open-box”, used, incomplete, shopworn, or refurbished products will not be accepted.**
3. Any contract item that is superseded during the course of this contract shall be replaced, upon mutual agreement between Successful Bidder and the County, with the new replacement model at the existing contract price or the new product price.
4. When large quantities of products are required, the County shall coordinate a mutually agreed upon timeframe with the Successful Bidder, as determined by urgency of the requirement, to procure and provide the required quantities. If delivery cannot be met in the time specified, the County reserve the right to procure the products from other source.
5. Any Motorola item not explicitly listed shall be made available at a discount percentage off Manufacturer’s Suggested Retail Price (“MSRP”) list.
6. The Successful Bidder shall notify the County requestor in writing of all products and related accessories that are on backorder or unavailable. The County reserves the right to temporarily procure products from other source until available again by the Successful Bidder.

F. Delivery Requirements.

1. The Successful Bidder shall be responsible for coordinating with the County authorized representative for the delivery of the programmed Motorola CP200d two-way radios and accessories.

2. The Successful Bidder should provide delivery of the programmed radios and accessories within 90 days after receipt of order. **Vendor must notify the County in writing if delivery is expected to take longer than 90 days. The County reserves the full right to purchase two-way radios elsewhere in the event of such a situation.** Packages shall contain a packing slip and be labeled with the frequencies for ease of engraving and distribution, purchase order number as provided by the County, name of HCPS school or General Government department.
3. Deliveries to HCPS facilities shall be made Monday through Friday, 7:30am - 3:00pm. Deliveries during the summer months (June through September) shall be made Monday through Thursday, 7:30am - 4:30pm.
4. Delivery to County of Henrico General Government facilities shall be made Monday through Friday, 8:00am - 3:30pm.
5. The Successful Bidder shall be responsible, at no additional charge, for the complete installation of the repeater systems and for the filing of the FCC licenses. The Successful Bidder shall also be responsible for the initial FCC filing and Schedule K.
6. The Successful Bidder shall be responsible for coordinating inside delivery of radios, repeater systems, and accessories to all Henrico County Public Schools (Attachment G) and County department as listed on the Purchase Orders.
7. Any products delivered that were not approved or ordered by the County authorized representative will be refused.
8. The County will refuse delivery of any damaged products. Damaged products shall be exchanged, or credit shall be issued on invoice via credit memo.

G. Warranty/Repair Requirements.

1. The Successful Bidder shall provide a two-year warranty with each radio, commencing upon delivery of the last unit of any order.
2. The Successful Bidder must pick up radio(s) within two days of the service call from the school(s) and or department(s) when repairs are needed and hand deliver them back to the school or department after the repair is completed. Mailing units via the USPS or common carrier is not an option.
3. The Successful Bidder shall provide a two-year on-site warranty with each Repeater System **and a 5-year essential repair and software services warranty.**

H. Invoicing Requirements.

1. Payment shall require the submittal of an itemized invoice which shall include, but not be limited to, the following information:
 - a. Purchase Order number must appear on all invoices.

- b. List of supplied products, quantities, contract price or discount off MSRP, and total cost of products purchased.
 - c. Unauthorized invoice charges will not be accepted. That includes, but is not limited to shipping, delivery, or unloading fees. Any invoice submitted for payment with questionable charges will be returned to the Successful Bidder for correction and must be resubmitted with an explanation as to the reason for the unauthorized charges.
2. Invoices shall be mailed to the address provided on the Purchase Order or submitted electronically to the County authorized representatives.
 3. Electronic copies of invoices may also be submitted by email to the County, in addition to mailed invoices. Electronic copies of invoices shall be for informational purposes only and shall not supersede or replace mailed invoices.