End User Radio Equipment Purchases

800 MHz Joint Operating Committee - October 19, 2018
End-User Radio Equipment: $10,960,588

- 5,070 radios to be purchased over initial 6-8 year contract period.
- Hand-held radios
- Mobile radios
- Upgrades of existing radios
- Installation/Programming Services
- Contract Pricing - 72.2% discount off of retail pricing - is available to WCRCS agencies.
Per the System Purchasing Agreement, agencies that wish to utilize contract pricing must have authorization from Washoe County.

- WCTS will provide authorization letters at the request of agencies.

- Agencies purchase directly from Harris.

- POs should reference the System Purchase Agreement.

- For tracking purposes, Washoe County Technology Services requests that agency POs include a carbon copy to WCTS.
### Washoe County contract pricing

For end-user radios is favorable when compared to NASPO discount and comparable Dailey and Wells trade-in discounts.

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<td><strong>XG-75M</strong> Mobile Mid Tier System Remote Mount with PH 2, Multi Key AES, ProVoice, OTAR, OTAP, GPS, LLA, Mic, Antenna (Orion 35W Replacements)</td>
<td>$7,140.00</td>
<td>72.2%</td>
<td>$1,984.92</td>
<td>$5,283.60</td>
<td>$3,495.61</td>
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<tr>
<td><strong>XG-100M</strong> Multiband Mobile High Tier with Multi Key AES, ProVoice, PH 2, OTAR, OTAP, GPS, LLA, Mic, Antenna</td>
<td>$8,795.00</td>
<td>72.2%</td>
<td>$2,445.01</td>
<td>$6,508.30</td>
<td>$5,458.91</td>
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*Calculated price. Actual Harris quoted price may vary. Dailey & Wells pricing based on trade-in program and similar features.
**End-User Radio Equipment Purchase Process:**

1. Request Purchase Authorization from Washoe County
2. Request Quote from Harris Account Manager
3. Set up PO referencing the System Purchase Agreement
   1. Include Washoe County Carbon Copy on PO.
4. Coordinate with Harris and Washoe County on programming and installation.

**Radios may be purchased anytime during initial contract period, ending one year after final system acceptance, tentatively the end of CY 24.**