



End User Radio Equipment Purchases

800 MHz Joint Operating
Committee - October 19, 2018



NSRS – End User Radio Equipment



- **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.



NSRS – End User Radio Equipment

- 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**
TECHNOLOGY SERVICES

1001 E. Ninth St
RENO, NEVADA 89512
(775) 328-2351

Name
Organization
Address

To Whom it may concern,

The <Organization> is authorized to purchase end-user radio equipment through the System Purchase Agreement between Harris Corporation and Washoe County dated 9/27/2018. Any purchase order (PO) referencing the agreement shall include the following text:

The terms and conditions of this Purchase Order are governed by the System Purchase Agreement between Harris Corporation and Washoe County, dated 9/27/2018.

Please also carbon copy (cc) Washoe County Technology Services, using the contact information below, on any POs referencing the System Purchase Agreement between Harris Corporation and Washoe County dated 9/27/2018.

Please direct any questions on this authorization to Quinn Korbolic – qkorbolic@washoecounty.us.

Carbon Copy Contact:

Sara Delozier
sdelozier@washoecounty.us
Washoe County Technology Services
1001 E. Ninth St.
Reno, NV 89512

Thank you,



Quinn Korbolic, IT Manager
Washoe County, Technology Services

 **INTEGRITY**  **EFFECTIVE COMMUNICATION**  **QUALITY PUBLIC SERVICE**

ADDRESS
WWW.WASHOECOUNTY.US



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- **Washoe County contract pricing** for end-user radios is favorable when compared to NASPO discount and comparable Dailey and Wells trade-in discounts.

Radio Model and features	Retail Price	Contract Discount	Price after Contract Discount*	Price after NASPO Discount (26%)	Comparable Daily & Wells Discounted price.*
XG-75M Mobile Mid Tier System Remote Mount with PH 2, Multi Key AES, ProVoice, OTAR, OTAP, GPS, LLA, Mic, Antenna (Orion 35W Replacements)	\$ 7,140.00	72.2%	\$ 1,984.92	\$ 5,283.60	\$3,495.61
XG-100M Multiband Mobile High Tier with Multi Key AES, ProVoice, PH 2, OTAR, OTAP, GPS, LLA, Mic, Antenna	\$ 8,795.00	72.2%	\$ 2,445.01	\$ 6,508.30	\$5,458.91

*Calculated price. Actual Harris quoted price may vary.
Dailey & Wells pricing based on trade-in program and similar features.



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- **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.***