

# Admin Minnesota

Office of State Procurement

Room 112 Administration Bldg., 50 Sherburne Ave., St. Paul, MN 55155; Phone: 651.296.2600, Fax: 651.297.3996  
Persons with a hearing or speech disability can contact us through the Minnesota Relay Service by dialing 711 or 1.800.627.3529.

## CONTRACT RELEASE: R-651(5)

**DATE:** SEPTEMBER 20, 2024

**PRODUCT/SERVICE:** RADIO COMMUNICATION EQUIPMENT – PUBLIC SAFETY TWO-WAY RADIOS (VHF/UHF, BASE STATION EQUIPMENT, AND 800 MHZ)

**CONTRACT PERIOD:** APRIL 1, 2022, THROUGH MARCH 31, 2025

**EXTENSION OPTIONS:** UP TO 24 MONTHS

**ACQUISITION MANAGEMENT SPECIALIST/BUYER (AMS):** DALE STEVENS

**PHONE:** 651.201.2448    **E-MAIL:** [dale.stevens@state.mn.us](mailto:dale.stevens@state.mn.us)    **WEB SITE:** [www.mn.gov/admin/osp/](http://www.mn.gov/admin/osp/)

**CONTRACT USERS.** This Contract is available to the following entities as indicated by the checked boxes below

- State agencies
- Cooperative Purchasing Venture (CPV) members
- Limited to the following entities only \_\_\_\_\_

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<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
<b>ACTION RADIO &amp; COMMUNICATIONS, LLC</b> Gregory Sapp/President 11133 – 86 <sup>th</sup> Avenue N Maple Grove, MN 55369	<b>209486</b>	<b>NET 30</b>	<b>UP TO 60 DAYS ARO</b>

**VENDOR NO:** 0000964973

Josh Ewing  
Operations Manager  
**PHONE:** 763.391.6611  
**EMAIL:** [josh@actionradio.com](mailto:josh@actionradio.com)

Andrew Johnson  
Purchase Orders  
**Phone:** 763.391.6611  
**EMAIL:** [business@actionradio.com](mailto:business@actionradio.com)

**MANUFACTURER:** Tait, Icom, Kenwood, & Maxon  
Offering UHF/VHF & 800 MHz radios

**PRICE SCHEDULE:** [LINK](#)

**ICOM PARTS CATALOG (10% OFF LIST):** [LINK](#)

**KENWOOD PARTS CATALOG (10% OFF LIST):** [LINK](#)

**TAIT ACCESSORIES CATALOG (10% OFF LIST):** [LINK](#)

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**CONTRACT VENDOR****BEARCOM**

Craig Nelson/General Manager  
 2200 University Avenue West  
 Suite 180  
 St. Paul, MN 55114

**CONTRACT NO.****209488****TERMS****NET 30****DELIVERY****SUBJECT TO AVAILABILITY****VENDOR NO:** 0000279057-002

Katie Seymour

Account Representative

**PHONE:** 651.646.1051 x20419**FAX:** 651.646.3155**EMAIL:** [katie.seymour@bearcom.com](mailto:katie.seymour@bearcom.com)**MANUFACTURER:** Motorola

Offering UHF/VHF radios

**PRICING PAGES:** [LINK](#)

**MOTOROLA PARTS CATALOG:** BearCom to provide Screen shot showing MSRP List price at time of order placement for service and replacement parts. Contract is for 10% off List price.

**CONTRACT VENDOR****BK TECHNOLOGIES, INC.**

7100 Technology Drive  
 West Melbourne, FL 32904

**CONTRACT NO.****209487****TERMS****NET 30****DELIVERY****UP TO 100 DAYS ARO****VENDOR NO:** 0000386370

Carolyn French

Contract Administrator

**PHONE:** 321.237.1306**MOBILE:** 321.616.3210**EMAIL:** [cfrench@bktechnologies.com](mailto:cfrench@bktechnologies.com)**PURCHASE ORDERS:**

Bob Scheiber

Regional Sales Manager

**PHONE:** 507.456.8690**EMAIL:** [bscheiber@bktechnologies.com](mailto:bscheiber@bktechnologies.com)**MANUFACTURER:** BK Technologies

Offering UHF/VHF &amp; 800 MHz radios

**PRICING PAGES:** [LINK](#)**BK RETAIL PARTS CATALOG (30% OFF LIST):** [LINK](#)**AUTHORIZED DISTRIBUTORS & SERVICE CENTERS:****BK Technologies (Service)**

7100 Technology Drive  
 West Melbourne, FL 32904  
 800.422.6281

**EMAIL:** [service@bktechnologies.com](mailto:service@bktechnologies.com)**Roger's Two-Way Radio (Distributor)**

102 Lincoln Avenue SE  
 Bemidji, MN 56601

Jeremy Vogel -

**EMAIL:** [sales@rogerstwoway.com](mailto:sales@rogerstwoway.com)

218.751.3077

**Vendor No:** 0000205741**Action Radio Communications, LLC (Distributor)**

11133 86th Avenue N  
 Maple Grove, MN 55369

Josh Ewing

763.391.6611

**EMAIL:** [josh@actionradio.com](mailto:josh@actionradio.com)**Vendor No:** 0000964973

<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
<b>EF JOHNSON COMPANY</b> Duane Anderson/CEO 1440 Corporate Drive Irving, TX 75038	<b>209492</b>	<b>NET 30</b>	<b>2 WEEKS ARO (IN STOCK ITEMS)</b>

**VENDOR NO:** 0000205354

John Daly  
Contracts Manager  
**PHONE:** 972.819.0731  
**EMAIL:** [john.daly@efji.com](mailto:john.daly@efji.com)

David Anderson  
Purchase Orders  
**PHONE:** 972.819.0721  
**EMAIL:** [danderson@efji.com](mailto:danderson@efji.com)

**MANUFACTURER:** EF Johnson/Kenwood Viking  
Offering UHF/VHF & 800MHz radios

**PRICING PAGES:** [LINK](#)

**AUTHORIZED DISTRIBUTORS AND SERVICE SHOPS:**

**M & H Communications**  
604 7<sup>th</sup> St SW  
Pipestone, MN 56164  
507.825.2641  
[Chuck.mhcomm@gmail.com](mailto:Chuck.mhcomm@gmail.com)  
**Vendor No.** 0000206252

**Voyageurs Comtronics Corp.**  
6063 Hwy 11  
International Falls, MN 56649  
218.283.9477  
[voycom@northwinds.net](mailto:voycom@northwinds.net)  
**Vendor No.** 0000221082

**Action Radio Communications**  
11133 86<sup>th</sup> Ave N  
Maple Grove, MN 55369  
763.391.6611  
[josh@actionradio.com](mailto:josh@actionradio.com)  
**Vendor No:** 0000964973

**Hunt Electric Corp. dba  
Arrowhead Radio & Security**  
4330 W 1<sup>st</sup> St  
Duluth, MN 55807  
218.628.3323  
[cprivette@huntelec.com](mailto:cprivette@huntelec.com)  
**Vendor No.** 0000207617-002

**Professional Wireless Comm.**  
451 Cliff Rd E, #101  
Burnsville, MN 55337  
952.746.2500  
[mark@pwcmm.com](mailto:mark@pwcmm.com)  
**Vendor No.** 0000245602

**Brandon Communications**  
800 Central Ave  
Brandon, MN 56315  
320.524.2283  
[rkorkowski@gctel.net](mailto:rkorkowski@gctel.net)  
**Vendor No.** 0000208496

**Mobile Radio Engineering**  
745 Boone Ave E  
Golden Valley, MN 55742  
763.544.3319  
[mobilemike@mobileradioeng.com](mailto:mobilemike@mobileradioeng.com)  
**Vendor No:** 0000211152

**Roger's Two-Way Radio**  
102 Lincoln Ave SE  
Bemidji, MN 56601  
218.751.3077  
[sales@rogerstwoway.com](mailto:sales@rogerstwoway.com)  
**Vendor No.** 0000205741

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<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
<b>L3HARRIS TECHNOLOGIES, INC.</b> 221 Jefferson Ridge Parkway Lynchburg, VA 24052	<b>209494</b>	<b>NET 30</b>	<b>UP TO 120 DAYS ARO</b>

**VENDOR NO:** 0000193004

Marilyn Brannan  
State & Local IDIQ Contract Administrator  
**PHONE:** 434.385.2866  
**EMAIL:** [PSPCIDIQContracts@L3harris.com](mailto:PSPCIDIQContracts@L3harris.com)

Customer Care Center  
**PHONE:** 800.368.3277, Opt. #9  
**EMAIL:** [pspc\\_custfocus@L3harris.com](mailto:pspc_custfocus@L3harris.com)

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**MANUFACTURER:** L3Harris  
Offering UHF/VHF & 800MHz radios

**PRICING PAGES:** [LINK](#)

**AUTHORIZED DISTRIBUTORS AND SERVICE SHOPS:**

**Roger's Two Way Radio**  
102 Lincoln Avenue SE  
Bemidji, MN 56601  
Jeremy Vogel  
218.751.3077  
[jvogel@rogerstwoway.com](mailto:jvogel@rogerstwoway.com)  
**Vendor No:** 0000205741

**Racom**  
201 W State Street  
Marshalltown, IA 50158  
Terry Brennan  
888.752.1015  
[Terry.brennan@racom.net](mailto:Terry.brennan@racom.net)  
**Vendor No:** 0000218621

**Action Radio Communications**  
11133 86th Avenue N  
Maple Grove, MN 55369  
Josh Ewing  
763.391.6611  
[josh@actionradio.com](mailto:josh@actionradio.com)  
**Vendor No:** 0000964973

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<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
<b>MOBILE RADIO ENGINEERING</b> Dan Davey/President 745 Boone Avenue North Golden Valley, MN 55427	<b>209491</b>	<b>NET 30</b>	<b>VARIES</b>

**VENDOR NO:** 0000211152

Dan Davey  
President  
**PHONE:** 763.544.3319  
**FAX:** 763.544.2078  
**EMAIL:** [dan@mobilerradioeng.com](mailto:dan@mobilerradioeng.com)

**MANUFACTURER:** Kenwood  
Offering UHF/VHF radios

**PRICING PAGES** [LINK](#)

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<u>CONTRACT VENDOR</u>	<u>CONTRACT NO.</u>	<u>TERMS</u>	<u>DELIVERY</u>
<b>MOTOROLA SOLUTIONS</b> 500 Monroe Street Chicago, IL 60661	<b>209493</b>	<b>NET 30</b>	<b>6 – 8 WEEKS ARO</b>

**VENDOR NO:** 0000203508

Frank Jarman  
Sr. Account Manager  
**PHONE:** 320.583.3995  
**EMAIL:** [frank.jarman@motorolasolutions.com](mailto:frank.jarman@motorolasolutions.com)

**MANUFACTURER:** Motorola  
Offering UHF/VHF & 800MHz radios

**PRICING PAGES:** [LINK](#)

**AUTHORIZED REPRESENTATIVES & SERVICE CENTERS:**

*If using one of the representatives below to fulfill your order, P.O.s/orders must still be made out to Motorola Solutions and reference the terms of the Contract.*

**Alpha Wireless**

1115 Cross Street  
North Mankato, MN 56001  
507.625.6720  
**Vendor No:** 0000202184

**West Central Communications**

612 Industrial Drive  
Willmar, MN 56201  
605.342.7885  
**Vendor No:** 0000194434

**Ancom Technical Center**

1800 E Cliff Rd, Suite 17-A  
Burnsville, MN 55337  
612.808.0033  
**Vendor No:** 0000248879

**Stones Mobile Radio**

1550 47th Avenue South  
Grand Forks, ND 58201  
701.772.6691  
**Vendor No:** 0000196118

**Com-Tec (Service Only)**

101 1st Avenue SW  
Glenville, MN 56036  
507.448.3717  
**Vendor No:** 0000287001

**Midstates Wireless**

55 N 3<sup>rd</sup> Street  
Fargo, ND 58102  
701.293.9561  
**Vendor No:** 0000234258

**Rogers Two Way Radio**

102 Lincoln Street  
Bemidji, MN 56601  
218.751.3077  
**Vendor No:** 0000205741

**Duluth-Superior  
Communications**

711 Hammond Avenue  
Superior, WI 54880  
715.392.2911  
**Vendor No:** 0000217084

**BayCom, Inc (Service-Only)**

9494 Hemlock Ln N  
Maple Grove, MN 55369  
763.315.8691  
**Vendor No:** 0000795403-002

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**CONTRACT VENDOR**

**PROFESSIONAL WIRELESS  
COMMUNICATIONS**

451 Cliff Road E, Suite 101  
Burnsville, MN 55337

**VENDOR NO:** 0000245602

Mark Greenlee  
Vice President

**PHONE:** 952.746.2500

**EMAIL:** [mark@pwcmm.com](mailto:mark@pwcmm.com)

**MANUFACTURER:** Kenwood & Hytera  
Offering UHF/VHF radios

**PRICING PAGES:** [LINK](#)

**CONTRACT NO.**

**209489**

**TERMS**

**NET 30**

**DELIVERY**

**10 DAYS ARO**

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**STATE AGENCY CONTRACT USE.** These Contracts must be used by State agencies unless a specific exception is granted in writing by the AMS listed above.

**STATE AGENCY ORDERING INSTRUCTIONS.** Orders are to be placed directly with the Contract Vendor. State agencies should use a Contract release order (CRO) or a blanket purchase order (BPC). The person ordering should include his or her name and phone number. Orders may be submitted via fax.

**CONTRACT FEEDBACK.** If these commodities or service can be better structured to help you with your business needs, let us know. We solicit your comments and suggestions to improve all of our contracts so that they may better serve your business needs. If you have a need for which no contract currently exists, or you would like to be able to use an existing

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state contract that is not available to your entity, whether a state agency or CPV, please contact us. If you have specific comments or suggestions about an individual contract, you can submit those via the [Contract Feedback Form](#).

## **SPECIAL TERMS AND CONDITIONS**

**SCOPE.** To provide radio communication equipment: 800MHz, UHF/VHF radios and Base Station Radio Equipment for State agencies and CPV members.

**PRICES.** At no time should the ordering entity pay more than the Contract price. Agencies must contact the AMS immediately and fill out a [Vendor Performance Report](#) if there is a discrepancy between the price on the invoice and the Contract price.

**DELIVERY.** All deliveries shall be FOB Destination, prepaid and allowed (freight included in the price).

**PRICING CAN BE FOUND BY CLICKING ON THE LINK ABOVE FOR EACH CONTRACT VENDOR**

**VERIFYING THE CONTRACT PRICES. The following information explains the method(s) for calculating and/or confirming the contract prices.**

The Contract(s) was executed with FIXED PRICING. The pricing offered must match or be lower than that detailed herein.

The Contract(s) Service and Replacement Parts is a PERCENTAGE DISCOUNT OFF OF LIST PRICE. To calculate the Contract Price, follow the three steps detailed below.

1. Locate the appropriate price list linked above or provided at time of order.
2. Calculate the Contract Price by applying the Percentage Discount Off of the Appropriate List Price to the appropriate Price List.
3. Confirm the price offered is equal to, or lower than, the price calculated in Item 2.

Only accept contract vendor quotes that provide itemized contract pricing (lump sum price quotes must be rejected and reworked by the Contract Vendor to show itemized State contract pricing).

Prior to accepting an order and/or issuing payment on an invoice, inspect the goods and/or deliverables to ensure they match both the terms and pricing of the contract.

Contact the AMS/Buyer detailed herein to report any pricing discrepancies or for assistance in confirming/calculating contract pricing.

### **SWIFT Line:**

Line 1	Radio Communication Equipment	43191500
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### **REVISIONS.**

09/20/2024 Change to Contract No. 209487, Price Schedule, Part 1 for BK Technologies in Amend No. 04.

08/13/2024 Vendor Number for BearCom on Contract No. 209488 has changed to No. 0000279057-002.

04/04/2024 All Contract extensions through 3/31/2025 finalized.

04/01/2024 All Contracts extended through 3/31/2025 with Price Schedule changes to Contract Nos. 209486, 209488, 209487, 209493 with Action Radio & Communications, BearCom, BK Technologies, and Motorola Solutions.

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- 04/01/2023 All Contracts extended through 3/31/2024 with Price Schedule changes to Contract Nos. 209487, 209492, 209494, 209493 with BK Technologies, E.F. Johnson, L3Harris Technologies, and Motorola Solutions.
- 01/24/2023 Contact person for Motorola Solutions, Contract No. 209493, changed.
- 12/09/2022 Action Radio Communications, LLC, and Roger's Two-Way Radio added as authorized distributors to Contract No. 209487 with BK Technologies, Inc.
- 10/19/2022 BayCom, Inc., added as a service-only representative to Motorola Solutions, Inc, Contract No. 209493.
- 05/25/2022 Authorized distributors addresses for Racom and Roger's Two Way Radio on Contract No. 209494 with L3 Harris corrected.
- 04/26/2022 Contract with L3Harris Technologies, Inc., executed.