

State of New York Executive Department
Office Of General Services
New York State Procurement
Corning Tower Building - 38th Floor
Empire State Plaza
Albany, New York 12242
<http://www.ogs.ny.gov>

CONTRACT AWARD NOTIFICATION

Revised – April 4, 2013

Title	:	Group 38207 - Traffic Speed Measurement Equipment (Statewide) Classification Code(s): 46
Award Number	:	<u>21210</u> (Replaces Award 11537)
Contract Period	:	May 1, 2008 – April 30, 2013
Bid Opening Date	:	January 29, 2008
Date of Issue	:	May 2, 2008
Specification Reference	:	As Incorporated Herein
Contractor Information	:	Appears on Page 11 of this Award

Address Inquiries To:

State Agencies & Vendors	Political Subdivisions & Others
Name : Joseph Better Title : Contact Person Phone : 518-474-7101 Fax : 518-486-6867 E-mail : Joseph.better@ogs.ny.gov	Customer Services Phone : 518-474-6717 Fax : 518-474-2437 E-mail : customer.services@ogs.ny.gov

**The Procurement Services Group values your input.
Complete and return "Contract Performance Report" at end of document.**

Description

Traffic Speed Measurement Equipment to include Radar, Lidar (Laser) and Time/Distance/Speed Computers.

PR # 21210

Table of Contents

SCOPE: 4

 LOT 1:..... 4

 LOT 2:..... 4

 LOT 3:..... 4

 LOT 4:..... 4

APPENDIX A: 5

APPENDIX B: 5

NON-STATE AGENCIES PARTICIPATION IN CENTRALIZED CONTRACTS:..... 5

EXTENSION OF USE:..... 5

NOTE TO CONTRACTOR:..... 5

SMALL, MINORITY AND WOMEN-OWNED BUSINESSES: 5

CONTRACTOR REQUIREMENTS AND PROCEDURES FOR EQUAL EMPLOYMENT AND BUSINESS PARTICIPATION OPPORTUNITIES FOR MINORITY GROUP MEMBERS AND NEW YORK STATE CERTIFIED MINORITY/WOMEN-OWNED BUSINESSES:..... 6

EPA ENERGY STAR PROGRAM:..... 6

RECYCLED, REMANUFACTURED AND ENERGY EFFICIENT PRODUCTS: 6

NOTE TO AUTHORIZED USERS: 6

REQUEST FOR CHANGE: 7

PURCHASE ORDERS:..... 7

CONTRACT PAYMENTS: 7

ELECTRONIC PAYMENTS: 7

MINIMUM ORDER:..... 7

NYS PROCUREMENT CARD: 8

OVERLAPPING CONTRACT ITEMS: 8

DELIVERY: 8

CONTRACT PERIOD AND RENEWAL: 8

SHORT TERM EXTENSION: 8

CONTRACT MIGRATION: 8

PRICE SHEETS AND CATALOGS:..... 9

PRICING: 9

INSTRUCTION OF PERSONNEL: 9

INSTRUCTION MANUALS: 9

REPORT OF CONTRACT PURCHASES: 9

EMERGENCY PURCHASING: 10

IMPORTANT NOTICE TO BIDDERS/RESULTANT CONTRACTORS AND STATE AGENCIES - "OGS OR LESS" GUIDELINES APPLY TO THIS CONTRACT: 10

DIESEL EMISSIONS REDUCTION ACT OF 2006 (NEW REQUIREMENT OF LAW): 10

LIST OF CONTRACTORS:..... 11

INDEX OF AWARD/HOW TO USE THESE CONTRACTS:..... 12

NYS NET PRICING PAGES:..... 13

LOT 1:..... 13

 LOT 1, ITEM 1: K-BAND TRAFFIC RADAR ONE PIECE SYSTEM..... 13

 LOT 1, ITEM 2: KA-BAND TRAFFIC RADAR ONE PIECE SYSTEM..... 15

 LOT 1, ITEM 3: K-BAND TRAFFIC RADAR TWO PIECE SYSTEM..... 17

 LOT 1, ITEM 4: KA-BAND TRAFFIC RADAR TWO PIECE SYSTEM..... 18

 LOT 1, ITEM 5: K-BAND TRAFFICRADAR THREE PIECE SYSTEM..... 19

 LOT 1, ITEM 6: KA-BAND TRAFFIC RADAR THREE PIECE SYSTEM..... 20

LOT 2:..... 22

 LOT 2, ITEM 7: LIDAR VEHICLE SPEED ENFORCEMENT, ADJUSTABLE SCOPE WITH “AUTOCAPTURE TRIGGERING,” 22

 LOT 2, ITEM 8: LIDAR VEHICLE SPEED ENFORCEMENT, FIXED SCOPE WITH “CONTINUOUS UPDATE TRIGGERING,” 25

LOT 3:..... 27

LOT 4:..... 28

 LOT 4, ITEM 10: COUNTING/DISPLAY UNIT 28

 LOT 4, ITEM 10: ANTENNA UNIT 28

 LOT 4, ITEM 10: REMOTE CONTROL 29

 LOT 4, ITEM 10: ANTENNA MOUNT 29

 LOT 4, ITEM 10: ALL OTHER ACCESSORIES/SPARE PARTS AND COMPONENTS* 30

ATTACHMENT ONE: OGS CONTRACT PERRMANCE REPORT: 31

SCOPE:

OGS has awarded multiple contracts for multiple manufacturers' product lines for the purchase of Traffic Speed Measurement Equipment.

Contracts awarded as a result of IFB 21210 will be for a term of five (5) years commencing upon approval by the Office of the State Comptroller and publication by the Office of General Services.

For the duration of the awarded contracts, all Traffic Speed Measurement Equipment **MUST** be in compliance with the following published performance specifications:

- National Highway Traffic Safety Administration (NHTSA)
- International Association of Chiefs of Police (IACP)
- National Institute of Standards and Technology (NIST)

For the term of the contract, the contractor must comply with the most current standards in effect at the time.

The awarded Contracts for Traffic Speed Measurement Equipment will be used by a variety of New York State agencies (mainly the New York State Police) and other eligible State and non-state police agencies and other law enforcement agencies authorized by law to use New York State contracts. See section NON-STATE AGENCIES PARTICIPATION IN CENTRALIZED CONTRACTS.

Multiple catalog contracts were awarded based on the following LOTS and Items:

LOT 1: Shall include but not be limited to Down the Road RADAR Speed Measuring Devices (stationary and moving)

- Item #1: K-BAND TRAFFIC RADAR ONE PIECE SYSTEM
- Item #2: KA-BAND TRAFFIC RADAR ONE PIECE SYSTEM
- Item #3: K-BAND TRAFFIC RADAR TWO PIECE SYSTEM
- Item #4: KA-BAND TRAFFIC RADAR TWO PIECE SYSTEM
- Item #5: K-BAND TRAFFIC RADAR THREE PIECE SYSTEM
- Item #6: KA-BAND TRAFFIC RADAR THREE PIECE SYSTEM

LOT 2: Shall include but not be limited to LIDAR Speed Measuring Devices

- Item #7: LIDAR VEHICLE SPEED ENFORCEMENT EQUIPMENT, ADJUSTABLE SCOPE
- Item #8: LIDAR VEHICLE SPEED ENFORCEMENT EQUIPMENT, FIXED SCOPE

LOT 3: Shall include but not be limited to Time Distance Speed Computer

- Item #9: TIME/DISTANCE SPEED COMPUTER

LOT 4: Shall include but not be limited to:

- Item #10: COUNTING/DISPLAY UNIT, ANTENNA UNIT, REMOTE CONTROL, ANTENNA MOUNT, AND ALL OTHER ACCESSORIES/SPARE PARTS

AND COMPONENTS INCLUDING BUT NOT LIMITED TO CARRYING
CASES AND STORAGE CASES

APPENDIX A:

Appendix A, Standard Clauses For New York State Contracts, dated June 2006, attached hereto, is hereby expressly made a part of this Bid Document as fully as if set forth at length herein.

APPENDIX B:

Appendix B (dated July 2006), Office of General Services General Specifications, dated July 2006, attached hereto, is hereby expressly made a part of this Bid Document as fully as if set forth at length herein and shall govern any situations not covered by this Bid Document or Appendix A.

NON-STATE AGENCIES PARTICIPATION IN CENTRALIZED CONTRACTS:

New York State political subdivisions and others authorized by New York State law may participate in contracts. These include, but are not limited to local governments, public authorities, public school and fire districts and certain nonpublic/nonprofit organizations. See "Participation in Centralized Contracts" in Appendix B, OGS General Specifications. For purchase orders issued by the Port Authority of New York and New Jersey (or any other authorized entity that may have delivery locations adjacent to New York State), the terms of the "Price" clause shall be modified to include delivery to locations adjacent to New York State.

Upon request, all eligible non-State agencies must furnish contractors with the proper tax exemption certificates and documentation certifying eligibility to use State contracts. A list of categories of eligible entities is available on the OGS web site (www.ogs.ny.gov) under "Non-State Agency Legal References." Questions regarding an organization's eligibility to purchase from New York State Contracts may also be directed to OGS Procurement Services Group's Customer Services at 518-474-6717.

EXTENSION OF USE:

Any contract resulting from this bid solicitation may be extended to additional States or governmental jurisdictions upon mutual written agreement between New York State (the lead contracting State) and the contractor. Political subdivisions and other authorized entities within each participating State or governmental jurisdiction may also participate in any resultant contract if such State normally allows participation by such entities. New York State reserves the right to negotiate additional discounts based on any increased volume generated by such extensions.

NOTE TO CONTRACTOR:

Cash Discount, If Shown, Should be Given Special Attention.

INVOICES MUST BE SENT DIRECTLY TO THE ORDERING AGENCY FOR PAYMENT.
(See "Contract Payments" and "Electronic Payments" in this document.)

AGENCIES SHOULD NOTIFY THE PROCUREMENT SERVICES GROUP PROMPTLY IF THE CONTRACTOR FAILS TO MEET DELIVERY OR OTHER TERMS OF THIS CONTRACT. PRODUCTS OR SERVICES WHICH DO NOT COMPLY WITH THE SPECIFICATIONS OR ARE OTHERWISE UNSATISFACTORY TO THE AGENCY SHOULD ALSO BE REPORTED TO THE PROCUREMENT SERVICES GROUP.

SMALL, MINORITY AND WOMEN-OWNED BUSINESSES:

The letters SB listed under the Contract Number indicate the contractor is a NYS small business. Additionally, the letters MBE and WBE indicate the contractor is a Minority-owned Business Enterprise and/or Woman-owned Business Enterprise.

CONTRACTOR REQUIREMENTS AND PROCEDURES FOR EQUAL EMPLOYMENT AND BUSINESS PARTICIPATION OPPORTUNITIES FOR MINORITY GROUP MEMBERS AND NEW YORK STATE CERTIFIED MINORITY/WOMEN-OWNED BUSINESSES:

In accordance with Article 15-A of the New York State Executive Law (Participation by Minority Group Members and Women with Respect to State Contracts) and in conformance with the Regulations promulgated by the Minority and Women’s Business Development Division of the New York State Department of Economic Development set forth at 5 NYCRR Parts 140-144, the Offerer/Contractor agrees to be bound by the following to promote equality of economic opportunities for minority group members and women, and the facilitation of minority and women-owned business enterprise participation on all covered OGS contracts.

a. Equal Employment Opportunity Requirements

By submission of a bid or proposal in response to this solicitation, the Offerer agrees with all of the terms and conditions of Appendix A including Clause 12 - Equal Employment Opportunities for Minorities and Women. The contractor is required to ensure that the provisions of Appendix A clause 12 – Equal Employment Opportunities for minorities and women, are included in every subcontract in such a manner that the requirements of these provisions will be binding upon each subcontractor as to work in connection with the State contract.

b. Participation Opportunities for New York State Certified Minorities and Women-Owned Businesses

Authorized Users are encouraged to make every good faith effort to promote and assist the participation of New York State Certified Minority and Women-owned Business Enterprises (M/WBE) as subcontractors and suppliers on this contract for the provision of services and materials. To locate New York State Certified M/WBEs, the directory of Certified Businesses can be viewed at: http://www.empire.state.ny.us/Small_and_Growing_Businesses/mwbe.asp

EPA ENERGY STAR PROGRAM:

The Federal EPA, in cooperation with manufacturers, continues a program to foster the manufacture of energy efficient equipment. New York State fully supports this effort.

RECYCLED, REMANUFACTURED AND ENERGY EFFICIENT PRODUCTS:

The Procurement Services Group supports and encourages the purchase of recycled, remanufactured, energy efficient and "energy star" products. If one of the following codes appears as a suffix in the Award Number or is noted under the individual Contract Number(s) in this Contract Award Notification, please look at the individual awarded items for more information on products meeting the suffix description.

RS,RP,RA	Recycled
RM	Remanufactured
SW	Solid Waste Impact
EE	Energy Efficient
E*	EPA Energy Star
ES	Environmentally Sensitive

NOTE TO AUTHORIZED USERS:

When placing purchase orders under the contract(s), the authorized user should be familiar with and follow the terms and conditions governing its use which usually appears at the end of this document. The authorized user is accountable and responsible for compliance with the requirements of public procurement processes. The authorized user must periodically sample the results of its procurements to determine its compliance. In sampling its procurements, an authorized user should test for reasonableness of results to ensure that such results can withstand public scrutiny. Also, in the case of multiple awards for the same or similar equipment or

Award 21210

PROCUREMENT SERVICES GROUP

systems, authorized users should contact multiple contract holders to ensure they receive the best possible prices. Contracts issued as a result of IFB 21210 contain “not to exceed pricing” and authorized users should always seek quotes from multiple contractors and negotiate for better pricing when issuing a purchase order. Authorized Users are encouraged to seek quotes from multiple contractors, and negotiate for better pricing. Authorized Users should always follow their Internal Procurement Guidelines and Best Practices and maintain a detailed Procurement Record.

The authorized user, when purchasing from OGS contracts, should hold the contractor accountable for contract compliance and meeting the contract terms, conditions, specifications, and other requirements. Also, in recognition of market fluctuations over time, authorized users are encouraged to seek improved pricing whenever possible.

Authorized users have the responsibility to document their purchasing decisions, particularly when using OGS multiple award contracts for the same or similar product(s)/service(s), which should include:

- a. a statement of need and associated requirements,
- b. a summary of the contract alternatives considered for the purchase,
- c. the reason(s) supporting the resulting purchase (e.g., show the basis for the selection among multiple contracts at the time of purchase was the most practical and economical alternative and was in the best interests of the State).

REQUEST FOR CHANGE:

Any request by the agency or contractor regarding changes in any part of the contract must be made in writing to the Office of General Services, Procurement Services Group, prior to effectuation.

PURCHASE ORDERS:

See "Purchase Orders" in Appendix B, item 44 OGS General Specifications.

If there is a discrepancy between the purchase order and what is listed on contract, it is the contractor's obligation as a condition of payment to clarify and resolve what is to be actually shipped by contacting ordering agency.

CONTRACT PAYMENTS:

Payments cannot be processed by State facilities until the contract products have been delivered in satisfactory condition. Payment will be based on any invoice used in the supplier's normal course of business. However, such invoice must contain sufficient data including but not limited to Contract No., description of product, quantity, unit and price per unit as well as Federal Identification Number.

State facilities are required to forward properly completed vouchers to the Office of the State Comptroller for audit and payment. All facilities are urged to process every completed voucher expeditiously giving particular attention to those involving cash discounts.

If the contract terms indicate political subdivisions and others authorized by law are allowed to participate, they are required to make payments directly to the contractor. Prior to processing such payment the contractor may be required to complete the ordering non-State agency's own voucher form.

ELECTRONIC PAYMENTS:

The Office of the State Comptroller (OSC) offers an "electronic payment" option in lieu of issuing checks. To obtain an electronic payment authorization form visit the OSC website at www.osc.state.ny.us or contact them by e-mail at epunit@osc.state.ny.us or by phone at 518-474-4032.

MINIMUM ORDER:

There shall be no minimum order.

NYS PROCUREMENT CARD:

See "Procurement Card" in Appendix B, OGS General Specifications.

The following Contractors will accept the New York State Procurement Card for orders up to \$10,000.00 with no additional discount:

Applied Concepts, Inc. Laser Atlanta, LLC.

Laser Technology, Inc. MPH Industries, Inc.

OVERLAPPING CONTRACT ITEMS:

Products available in the resulting contract may also be available from other State contracts. Agencies will be advised to select the most cost effective procurement alternative that meets their program requirements and to maintain a procurement record documenting the basis for this selection.

DELIVERY:

Delivery shall be expressed in number of calendar days required to make delivery after receipt of a purchase order.

Delivery shall be made in accordance with instructions on Purchase Order from each agency. If there is a discrepancy between the purchase order and what is listed on the contract, it is the contractor's obligation to seek clarification from the ordering agency and, if applicable, from the Office of General Services, Procurement Services Group.

CONTRACT PERIOD AND RENEWAL:

The term of the Contract(s) will commence upon approval by the Office of the State Comptroller and issuance by the Office of General Services for a term of 5 years as stated on the Invitation for Bids.

The State reserves the right to cancel for cause or convenience at any time during the initial contract term. The commencement and termination dates appearing on the Invitation for Bids may be adjusted forward unilaterally by the State for any resulting contract for up to two calendar months, by indicating such change on the Contract Award Notification.

The contract dates may be adjusted forward beyond two months only with the approval of the successful bidder. If, however, the bidder is not willing to accept an adjustment of the contract dates beyond the two month period, the State reserves the right to proceed with an award to another bidder.

SHORT TERM EXTENSION:

In the event the replacement contract has not been issued, any contract let and awarded hereunder by the State, may be extended unilaterally by the State for an additional period of up to one month upon notice to the contractor with the same terms and conditions as the original contract including, but not limited to, quantities (prorated for such one month extension), prices, and delivery requirements. With the concurrence of the contractor, and the approval of OSC, the extension may be for a period of up to three months in lieu of one month. However, this extension terminates should the replacement contract be issued in the interim.

CONTRACT MIGRATION:

State Agencies or any other authorized users holding individual contracts with contractors under this centralized contract shall be able to migrate to this contract award with the same contractor, effective on the contract begin date (retroactively, if applicable). Migration by an agency or any other authorized user to the centralized contract shall not operate to diminish, alter or extinguish any right that the agency or other authorized user otherwise had under the terms and conditions of their original contract.

PRICE SHEETS AND CATALOGS:

Contractor is required to furnish, without charge, catalog and price lists identical to those accepted with the bid, including any changes (additions, deletions, etc.) pursuant to the contract, to authorized users which request them. Catalogs and price lists provided must reflect all products excluded from the contract either through the omission of those portions or by obvious indications within the catalogs and price lists.

Catalogs and price lists may be furnished in either hard-copy or electronic format. If available in both formats, they shall be furnished in the format preferred by the requesting authorized user. Upon request the contractor shall assist authorized users in the use of catalogs and price lists.

PRICING:

All net prices **INCLUDE** all applicable shipping and handling fees and transportation costs. Ref. Appendix B, Clause 24, Pricing, sec. b: Net Pricing

The "not to exceed" rates for the Contractors are posted on the OGS website. There is a NYS Net Price Sheet for each Contractor and LOT/ITEM awarded. To view the NYS Net Price Sheets, go to www.ogs.ny.gov, point on "Procurement Contracting Services," then click on "Contracts", then click on "Search Contracts", and enter the Group Number and Award Number on the front page of the Contract Award Notification into the search fields.

INSTRUCTION OF PERSONNEL:

Upon request after delivery of products, the contractor shall provide, at no cost, instruction by qualified personnel sufficient to ensure that the product is operated and operator maintained so as to perform to the full extent of its design capabilities. Agency shall designate personnel which are to receive instruction.

INSTRUCTION MANUALS:

Simultaneous with delivery of the first component of the product specified, the contractor(s) shall furnish to the authorized user a complete instruction manual for the product and for each component supplied. The manual shall include complete instructions for unpacking, inspecting, installing, adjusting, aligning, and operating the product, together with layout and interconnection diagrams, schematic and wiring diagrams, preventive and corrective maintenance procedures, and complete repair/spare parts lists, and prices, manufacturer's catalog numbers, and ordering information.

REPORT OF CONTRACT PURCHASES:

Contractors shall furnish a semi-annual report of ALL sales activity provided under the contract. The report is to be submitted to the Office of General Services, Procurement Services Group, Empire State Plaza, Albany, NY 12242, to the attention of the individual shown on the front page of the Contract Award Notification and shall reference the Contractors name, Contract Number, sales period, description of equipment/solutions provided. In the event that Resellers/Distributors are utilized the contract holder is responsible for collecting and reporting all contract sales. (See Pages 27 and 28 of the Contract Award Document for the Contract Usage Reports Forms)

Additional related sales information and/or detailed Authorized User purchases may be required and must be supplied upon request.

Failure to submit the required report(s) may be cause for cancellation of the contract, incurring migration cost to alternative solutions.

In addition to the semi annual sales reports required by the Office of General Services, the Contractor may also provide a monthly report to the Authorized User, upon request, (unless

Authorized User requests reports on a less frequent basis) which shall be attached to the Invoice. This report shall detail all work completed that month for that Authorized User and shall compare scheduled work versus actual work completed.

EMERGENCY PURCHASING:

In the event that a disaster emergency is declared by Executive Order under Section 28 of Article 2-B of the Executive Law, or that the Commissioner determines pursuant to his/her authority under Section 163(10)(b) of the State Finance Law that an emergency exists requiring the prompt and immediate delivery of commodities or services, the Commissioner reserves the right to obtain such commodities or services from any source, including but not limited to this contract, as the Commissioner in his/her sole discretion determines will meet the needs of such emergency. Contractor shall not be entitled to any claim or lost profits for commodities or services procured from other sources pursuant to this paragraph.

IMPORTANT NOTICE TO BIDDERS/RESULTANT CONTRACTORS AND STATE AGENCIES - "OGS OR LESS" GUIDELINES APPLY TO THIS CONTRACT:

Purchases of the product(s) included in the Invitation For Bids and related Contract Award Notification are subject to the "OGS or Less" provisions of Section 163.3.a.v., Article XI, of the New York State Finance Law. This means that State agencies can purchase product(s) from sources other than the contractor provided that such product(s) are substantially similar in function, form or utility to the product(s) herein and are:

1. lower in price
-and/or-
2. available under terms which are more economically efficient to the State agency (e.g. delivery terms, warranty terms, etc.).

Agencies are reminded that they must provide the State contractor an opportunity to match the non-contract savings at least two business days prior to purchase. In addition, purchases made under "OGS or Less" flexibility must meet all requirements of law including, but not limited to, advertising in the New York State Contract Reporter, prior approval of the Comptroller's Office (currently for transactions in excess of \$15,000) and competitive bidding of requirements exceeding the discretionary bid limit (currently at \$50,000). State agencies should refer to Procurement Council Bulletin "OGS or Less Purchases" for complete procedural and reporting requirements under the "OGS or Less" Guidelines

DIESEL EMISSIONS REDUCTION ACT OF 2006 (NEW REQUIREMENT OF LAW):

On February 12, 2007 the Diesel Emissions Reduction Act took effect as law (the "Law"). Pursuant to new §19-0323 of the N.Y. Environmental Conservation Law ("NYECL") it is now a requirement that heavy duty diesel vehicles in excess of 8,500 pounds use the best available retrofit technology ("BART") and ultra low sulfur diesel fuel ("ULSD"). The requirement of the Law applies to all vehicles owned, operated by or on behalf of, or leased by State agencies and State or regional public authorities. They need to be operated exclusively on ULSD by February 12, 2007. It also requires that such vehicles owned, operated by or on behalf of, or leased by State agencies and State or regional public authorities with more than half of its governing body appointed by the Governor utilize BART.

LIST OF CONTRACTORS:

NOTE: See individual contract items to determine actual awardees.

<u>CONTRACT #</u>	<u>CONTRACTOR & ADDRESS</u>	<u>TELEPHONE #</u>	<u>FED.IDENT.#</u>
PC63868	Applied Concepts, Inc. d/b/a Stalker Radar 2609 Technology Drive Plano, TX 75074-7467	Toll Free: 800-782-5537 Cell Phone: 214 755-6324 Daniel Rinker Fax: 972 398-3781 Email: danielr@stalkerradar.com	75-1544925
		-or-	
		Jan Achilles (Inside Sales Rep. to Daniel Rinker) Phone: 972-801-4891 Email: jana@stalkerradar.com www.stalkerradar.com NYS Vendor ID # 100009668	
PC63869	Kustom Signals, Inc. 9325 Pflumm Road Lexexa, KS 66215	Toll Free: 800 458-7866 Phone : 800 458-7866 Emily Middleton Fax: 913 492-1703 Email: info@kustomsignals.com www.kustomsignals.com NYS Vendor ID # 1000017972	43-1757730
PC63870	Laser Atlanta, LLC 6090 E Northbelt Parkway Norcross, Georgia 30071	Toll Free: 866-452-7371 Phone: 770 446-3866 Richard Mowczko Fax: 770 840-0462 Email: rmowczko@laseratlanta.com www.laseratlanta.com NYS Vendor ID # 1100004195	75-3110568
PC63871	Laser Technology, Inc. 7070 S Tucson Way Centennial, CO 80112	Toll Free: 800 280-6113 Phone: 303 649-1000 Cheri Lucero Fax 303 649-9710 email: clucero@lasertech.com www.lasertech.com NYS Vendor ID # 1000018645	84-0970494
PC63872	MPH Industries, Inc. 316 E 9 th Street Owensboro, KY 42303	Toll Free: 888 689-9222 Phone: 270 685-6421 Jill Hayden Fax 270 685-6288 email: jahayden@mphindustries.com www.mphindustries.com NYS Vendor ID # 1000045048	61-1205274

INDEX OF AWARD/HOW TO USE THESE CONTRACTS:

Notes:

1. See the section titled “List of Contractors” for complete contractor contact information.

Please see below a chart of the LOTS and ITEMS awarded to each contractor for Traffic Speed Measurement Equipment. Please use the following link to go directly to the pricing information pages. At the beginning of each price list tab is a summary of the products and/or services available.

PLEASE NOTE: products and/or services not listed on a contractor’s pricing tab MAY NOT BE awarded to that contractor and MAY NOT BE on contract. Please contact the OGS Contract Administrator listed on Page One of this document for any questions.

Company Name	Lot 1, Item 1	Lot 1, Item 2	Lot 1, Item 3	Lot 1, Item 4	Lot 1, Item 5	Lot 1, Item 6	Lot 2, Item 7	Lot 2, Item 8	Lot 3, Item 9	Lot 4, Item 10
Applied Concepts, Inc.	1 Award	2 Awards	No Award	No Award	No Award	1 Award	No Award	1 Award	No Award	No Award
Kustom Signals, Inc.	2 Awards	1 Award	3 Awards	1 Award	1 Award	5 Awards				
Laser Atlanta, LLC.	No Award	2 Awards	3 Awards	No Award	No Award					
Laser Technology, Inc.	No Award	2 Awards	No Award	No Award	No Award					
MPH Industries, Inc.	No Award	No Award	1 Award	1 Award	1 Award	1 Award	No Award	No Award	No Award	10 Awards

Please Note:

When utilizing contracts awarded as a result of IFB 21210, Authorized Users should note that the pricing is “Not to Exceed.” As these are multiple award contracts, Authorized Users are encouraged to seek quotes from multiple contractors, and negotiate for better pricing. Authorized Users should always follow their Internal Procurement Guidelines and Best Practices and maintain a detailed Procurement Record.

Please also Note:

Contractors may offer additional features for the products they are awarded, however, these features are not on contract, and cannot be purchased (paid for) by Authorized Users. Any offering of these features are and must be included in the NYS Net Price (listed below) for either the products/accessories.

For all accessories not included in the NYS Net Price of an item (i.e. a carrying case) Authorized Users must purchase these products by using the established percent discount structure for spare/repair parts for each LOT/Item or by using the items listed for Lot 4, Item 10.

NYS NET PRICING PAGES:

LOT 1:

LOT 1, ITEM 1: K-BAND TRAFFIC RADAR ONE PIECE SYSTEM

LOT/ITEM	CONTRACTOR	MODEL #	Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 1:	Applied Concepts, Inc.	Patrol 1K	\$1,458	4.00%	\$1,399

LOT/ITEM	CONTRACTOR	MODEL #	Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 1:	Applied Concepts, Inc.	BAS-1K	\$795.00	4.00%	\$763.20

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 4.00%		Percent (%) Discount from List for Spare /Repair Cost
		4.00%

For Volume discounts, if an Authorized User purchases more than one of the following product (BAS-1K), Applied Concepts, Inc. offers volume discounts based on the quantity purchased.

	Quantity	Mfr.'s List Price	Percent Discount for Volume Discount	NYS Net Price Per Unit
Volume Discounts	2 - 10 Units	\$795.00	5.00%	\$755.25
Volume Discounts	11 - 25 Units	\$795.00	5.00%	\$755.25
Volume Discounts	26 - 50 Units	\$795.00	6.00%	\$747.30
Volume Discounts	51 + Units	\$795.00	6.00%	\$747.30

LOT/ITEM	CONTRACTOR	MODEL #	Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 1:	Kustom Signals, Inc.	A: Falcon HR Radar (CRS Code 7000)	\$1,241.00	25.71%	\$921.94

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%		Percent (%) Discount from List for Spare /Repair Cost
		20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 1:	Kustom Signals, Inc.	\$915.00	30.93%	\$631.99

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

LOT 1, ITEM 2: KA-BAND TRAFFIC RADAR ONE PIECE SYSTEM

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 2:	Applied Concepts, Inc.	BAM-1K	\$1,295.00	23.17%	\$995.00

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 15.00%

Percent (%) Discount from List for Spare/Repair Cost
15.00%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 2:	Applied Concepts, Inc.	Stalker11S	\$1,365.00	10.00%	\$1,228.50

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 10.00%

Percent (%) Discount from List for Spare/Repair Cost
10.00%

For Volume discounts, if an Authorized User purchases more than one of the following product (Stalker 11S), Applied Concepts, Inc. offers volume discounts based on the quantity purchased.

Volume Discount	Quantity	Mfr.'s List Price	Percent Discount for Volume Discount	NYS Net Price Per Unit
Volume Discount	2 – 10 Units	\$1,365.00	10.00%	\$1,228.50
Volume Discount	11 – 25 Units	\$1,365.00	10.00%	\$1,228.50
Volume Discount	26 – 50 Units	\$1,365.00	10.00%	\$1,228.50
Volume Discount	51 + Units	\$1,365.00	10.00%	\$1,228.50

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 2:	Applied Concepts, Inc.	Stalker11S	\$1,365.00	10.00%	\$1,228.50

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 10.00%

Percent (%) Discount from List for Spare/Repair Cost
10.00%

			Percent (%)		
		Mfr.'s List Price	Discount from List	NYS Net Price	
Lot 1, Item 2:	Kustom Signals, Inc.	Talon II Stationary Radar	\$2,044.00	41.00%	\$1,206.00

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%)
Discount from List for Spare/Repair Cost
20.00%

LOT 1, ITEM 3: K-BAND TRAFFIC RADAR TWO PIECE SYSTEM

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1 Item 3	Kustom Signals, Inc.	Raptor RP-1 CRS code 830	\$1,632.00	31.57%	\$1,116.78

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare/Repair Cost
20.00%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1 Item 3,	Kustom Signals, Inc.	Raptor RP-1 CRS code 831	\$1,921.00	31.57	\$1,314.54

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare/Repair Cost
20.00%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 3	MPH Industries, Inc.	Python #990846W(1)	\$1,495.00	30.00%	\$1,046.50

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare/Repair Cost
25.00%

For Volume discounts, if an Authorized User purchases more one of the following product (Python 9908-46W(1)), MPH Industries, Inc. offers volume discounts based on the quantity purchased.

		Mfr.'s List Price	Percent Discount for Volume Discount	NYS Net Price Per Unit
Volume Discount	2 – 10 Units	\$1,495.00	30.00%	\$1046.50
Volume Discount	11 – 25 Units	\$1,495.00	35.00%	\$971.75
Volume Discount	26 – 50 Units	\$1,495.00	40.00%	\$897.00
Volume Discount	51 + Units	\$1,495.00	45.00%	822.25

LOT 1, ITEM 4: KA-BAND TRAFFIC RADAR TWO PIECE SYSTEM

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 4:	Kustom Signals, Inc.	\$2,759.00	41.19%	\$1,622.57

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare/Repair Cost
20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 4:	Kustom Signals, Inc. (Bid # 4)	\$2,064.00	36.87%	\$1,303.00

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare/Repair Cost
20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 4:	MPH Industries, Inc. (Bid # 5)	\$2,315.00	30.00%	\$1,620.50

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare/Repair Cost
25.00%

For Volume discounts, if an Authorized User purchases more than one of the following product (Bee Directional 990930(1)), MPH Industries, Inc. offers volume discounts based on the quantity purchased.

	Quantity	Mfr.'s List Price	Percent Discount for Volume Discount	NYS Net Price Per Unit
Volume Discounts	2 – 10 Units	\$2,315.00	30.00%	\$1,620.50
Volume Discounts	11 – 25 Units	\$2,315.00	35.00%	\$1,504.75
Volume Discounts	26 – 50 Units	\$2,315.00	40.00%	\$1,389.00
Volume Discounts	51 + Units	\$2,315.00	45.00%	\$1,273.25

LOT 1, ITEM 5: K-BAND TRAFFICRADAR THREE PIECE SYSTEM

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1 Item 5,	Kustom Signals, Inc.	Raptor RP-1 CRS Code 832	\$2,061.00	28.61	\$1,471.35

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost	20.00%
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All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost	20.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1 Item 5,	Kustom Signals, Inc.	Raptor RP-1 CRS Code 833	\$2,351.00	28.91	\$1,671.33

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost	20.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 5	MPH Industries, Inc.	Python #990846W(2)	\$2,055.00	30.00%	\$1,438.50

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare /Repair Cost	25.00%
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For Volume discounts, if an Authorized User purchases more than one of the following product (Python 990846W(2)), MPH Industries, Inc. offers volume discounts based on the quantity purchased.

Quantity	Mfr.'s List Price	Percent Discount for Volume Discount	NYS Net Price Per Unit
Volume Discounts 2 – 10 Units	\$2,055.00	30.00%	\$1,438.50
Volume Discounts 11 – 25 Units	\$2,055.00	35.00%	\$1,335.75
Volume Discounts 26 – 50 Units	\$2,055.00	40.00%	\$1,233.00
Volume Discounts 51 + Units	\$2,055.00	45.00%	\$1,130.25

LOT 1, ITEM 6: KA-BAND TRAFFIC RADAR THREE PIECE SYSTEM

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 6	Applied Concepts, Inc.	SDSL2KA (Dual SL - 2 antennas	\$2,595.00	15.00%	\$2,205.75

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 12.00%

Percent (%) Discount from List for Spare /Repair Cost
12.00%

For Volume discounts, if an Authorized User purchases more than one of the same product (SDSL2KA (Dual SL - 2 antennas), Applied Concepts, Inc. offers volume discounts based on the quantity purchased.

Quantity	Mfr.'s List Price	Percent Discount for Volume	NYS Net Price
2 – 10 Units	\$2,595.00	15.00%	\$2,205.75
11 – 25 Units	\$2,595.00	15.00%	\$2,205.75
26 – 50 Units	\$2,595.00	15.00%	\$2,205.75
51 + Units	\$2,595.00	15.00%	\$2,205.75

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 6	Applied Concepts, Inc.	Patrol 2K	\$1,933	17.50%	\$1,595

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 10.00%

Percent (%) Discount from List for Spare /Repair Cost
10.00%

For Volume discounts, if an Authorized User purchases more than one of the following product (DSR - 1 Antenna), Applied Concepts, Inc. offers volume discounts based on the quantity purchased.

Quantity	Mfr.'s List Price	Percent Discount for Volume	NYS Net Price
Volume Discounts 2 – 10 Units	\$2,695.00	12.00%	\$2,367.00
Volume Discounts 11 – 25 Units	\$2,695.00	12.00%	\$2,367.00
Volume Discounts 26 – 50 Units	\$2,695.00	14.00%	\$2,321.80
Volume Discounts 51 + Units	\$2,695.00	14.00%	\$2,321.80

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 6	Kustom Signals, Inc.	Golden Eagle II Radar (CRS Code 57)	\$3,247.00	43.98%	\$1,818.96

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 6	Kustom Signals, Inc.	Eagle II Radar (CRS Code 39)	\$2,677.00	38.92%	\$1,635.00

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 1, Item 6	MPH Industries, Inc.	BEE Directional 990930 (2)	\$3,170.00	30.00%	\$2,219.00

All Spare/Repair parts purchased separately from the Radar Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare /Repair Cost
25.00%

For Volume discounts, if an Authorized User purchases more than one of the same product (BEE Directional 990930 (2)), MPH Industries, Inc. offers volume discounts based on the quantity purchased.

	Quantity	Mfr.'s List Price	Percent Discount for Volume	NYS Net Price
Volume Discounts	2 – 10 Units	\$3,170.00	30.00%	\$2,219.00
Volume Discounts	11 – 25 Units	\$3,170.00	35.00%	\$2,060.50
Volume Discounts	26 – 50 Units	\$3,170.00	40.00%	\$1,902.00
Volume Discounts	51 + Units	\$3,170.00	45.00%	\$1,743.50

LOT 2:

LOT 2, ITEM 7: LIDAR VEHICLE SPEED ENFORCEMENT, ADJUSTABLE SCOPE WITH "AUTOCAPTURE TRIGGERING,"

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price	
Lot 2, Item 7	Kustom Signals Inc.	ProLaser III (CRS Code 1725)	\$4,541.00	35.50%	\$2,928.94

Percent (%) Discount from List for Spare /Repair Cost
20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price	
Lot 2, Item 7	Kustom Signals Inc.	ProLite Plus (CRS Code 1780)	\$3,179.00	40.89%	\$1,879.11

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price	
Lot 2, Item 7	Kustom Signals, Inc.	ProLaser III (CRS Code 1700)	\$4,698.00	35.55%	\$3,027.86

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

		Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price	
Lot 2, Item 7	Kustom Signals, Inc.	ProLaser 4 (CRS Code 2000)	\$4,698.00	34.01%	\$3,283.00

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.0%

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 7	Laser Atlanta, LLC.	ISNYA (SpeedLaser "S")	\$4,614.00	59.54%	\$1,866.74

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare /Repair Cost	25.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 7	Laser Technology, Inc.	7004790 UltraLyte LRB	\$3,395.00	11.78%	\$2,995.00

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 0.00%

Percent (%) Discount from List for Spare /Repair Cost	0.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 7	Laser Technology, Inc.	7005600 TruSpeed	\$2,095.00	9.54%	\$1,895.14

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 0.00%

Percent (%) Discount from List for Spare /Repair Cost	0.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 7	Laser Technology, Inc.	7006600 TruSpeed S	\$1,495.00	13%	\$1,295.12

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 0.00%

Percent (%) Discount from List for Spare /Repair Cost	0.00%
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Lot 2, Item 7	Laser Technology, Inc.	7006055TruSpeed LR	Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
			\$2,495.00	20%	\$1,995.00
All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 0.00%				Percent (%) Discount from List for Spare /Repair Cost	0.00%

LOT 2, ITEM 8: LIDAR VEHICLE SPEED ENFORCEMENT, FIXED SCOPE WITH "CONTINUOUS UPDATE TRIGGERING,"

			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 8	Applied Concepts, Inc.	Lidar "Lith" Package	\$3,195.00	29%	\$2,268.00

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 29.00%

Percent (%) Discount from List for Spare /Repair Cost	14.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 8	Applied Concepts, Inc.	Lidar "AA" Package	\$3,095.00	14.00%	\$2,661.70

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 14.00%

Percent (%) Discount from List for Spare /Repair Cost	14.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 8	Kustom Signals, Inc.	ProLite Plus (CRS Code 1780)	\$3,179.00	40.89%	\$1,879.11

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost	20.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 8	Laser Atlanta, LLC.	ISNY (SpeedLaser "S")	\$4,555.00	59.25%	\$1,856.22

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 25.00%

Percent (%) Discount from List for Spare /Repair Cost	25.00%
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			Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
Lot 2, Item 8	Laser Atlanta, LLC.	IRNY (SpeedLaser	\$4,555.00	59.25%	\$1,856.22

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PROCUREMENT SERVICES GROUP

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All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 25.00%

Percent (%)
Discount from
List for Spare
/Repair Cost

25.00%

Lot 2, Item 8 Laser Atlanta, LLC.

IBNY ("SpeedLaser
"B")

Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
\$4,189.00	55.50%	\$1,864.24

All Spare/Repair parts purchased separately from the LIDAR Gun have a percent discount of 25.00%

Percent (%)
Discount from
List for Spare
/Repair Cost

25.00%

LOT 3:

LOT 3, ITEM 9: TIME/DISTANCE COMPUTER

Lot 3, Item 9 Kustom Signals, Inc.

Tracker
Time/Distance
Measurement
System

Mfr.'s List Price	Percent (%) Discount from List	NYS Net Price
\$1,459.00	36.74%	\$922.95

All Spare/Repair parts purchased separately from the Time/Distance computers have a percent discount of 20.00%

Percent (%) Discount from List for Spare /Repair Cost
20.00%

LOT 4:

LOT 4, ITEM 10: COUNTING/DISPLAY UNIT

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	Kustom Signals, Inc.	Golden Eagle II Radar Separation Kit	\$61.00	19.67%	\$48.88

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	Kustom Signals, Inc.	Eagle II Plus/Eagle II Separation Kit	\$250.00	30.00%	\$175.00

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Bee Directional 990930/990661	\$1,045.00	25.00%	\$783.75

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Python 990846	\$758.00	25.00%	\$568.50

LOT 4, ITEM 10: ANTENNA UNIT

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Bee Ka-Band 990653	\$858.00	25.00%	\$643.50

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Python 990945	\$560.00	25.00%	\$420.00

LOT 4, ITEM 10: REMOTE CONTROL

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	Kustom Signals	Eagle Series Wireless Remote Control	\$106.00	33.96%	\$69.98

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	Kustom Signals	Talon II Wireless Remote Control	\$150.00	33.33%	\$100.01

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	Kustom Signals	Falcon HR Wireless Remote	\$150.00	33.33%	\$100.01

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries	BEE Remote 990971	\$215.00	25.00%	\$161.25

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries	Python 951269P02	\$100.00	25.00%	\$75.00

LOT 4, ITEM 10: ANTENNA MOUNT

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Bee Exterior 950962	\$35.00	25.00%	\$26.25

			Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10	MPH Industries, Inc.	Python Exterior 990272	\$38.00	25.00%	\$28.50

LOT 4, ITEM 10: ALL OTHER ACCESSORIES/SPARE PARTS AND COMPONENTS*

* MPH Industries offered a uniform percent discount of 25% for all accessories purchased.

	Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10 MPH Industries, Inc.	\$0.00	25.00%	\$0.00

	Mfr.'s List Price	Percent (%) Discount From List	NYS Net Price
Lot 4, Item 10 MPH Industries, Inc.	\$0.00	25.00%	\$0.00

ATTACHMENT ONE: OGS CONTRACT PERFORMANCE REPORT:

State of New York Office of General Services PROCUREMENT SERVICES GROUP Contract Performance Report
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Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve our contract award, where appropriate. **Comments should include those of the product's end user.**

Contract No.: _____ Contractor: _____

Describe Product* Provided (Include Item No., if available): _____

*Note: "Product" is defined as a deliverable under any Bid or Contract, which may include commodities (including printing), services and/or technology. The term "Product" includes Licensed Software.

	Excellent	Good	Acceptable	Unacceptable
• Product meets your needs				
• Product meets contract specifications				
• Pricing				

CONTRACTOR

	Excellent	Good	Acceptable	Unacceptable
• Timeliness of delivery				
• Completeness of order (fill rate)				
• Responsiveness to inquiries				
• Employee courtesy				
• Problem resolution				

Comments: _____

 _____ (over)

Agency: _____ Prepared by: _____
 Address: _____ Title: _____
 _____ Date: _____
 _____ Phone: _____
 _____ E-mail: _____

Please detach or photocopy this form & return by FAX to 518/474-15632437 or mail to:

OGS PROCUREMENT SERVICES GROUP
 Customer Services, 38th Floor
 Corning 2nd Tower - Empire State Plaza
 Albany, New York 12242