

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **RENTAL OF TWO-WAY RADIOS & ASSOCIATED EQUIPMENT FOR ROCKLAND COUNTY HIGHWAY DEPARTMENT**

Contract Period: **July 1, 2026, through June 30, 2027, w/ (4) 1-year options**

Original Date of Issue: June 25, 2026

Date of Revision:

BID No: **RFB-RC-2026-036**

Catalog: **COMMUNICATIONS**

Authorized Users: United States Agencies, Other States & Political Subdivisions Therein,
Local Governments, School Districts & Non-Profit Agencies

Address Inquiries To:

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Description
Rental of two-way radios and associated equipment for the Rockland County Highway Department.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 26-036	0000005745	Goosetown Enterprises, Inc d/b/a Goosetown Communications 58 N. Harrison Ave Congers, NY 10920 Contact: David Gottlieb dgottlieb@goosetown.com	845-268-7500

COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809 VENDOR: Goosetown Enterprises, Inc d/b/a Goosetown Communications					
LINE NO.	DESCRIPTION	ITEM NUMBER	EST QUANTITY	UNIT PRICE Each Radio	EXTENDED PRICE Total Est Quantity
Section 1 Removal and Installation					
1	Removal for each existing radio and associated equipment	72688	100	INCLUDED	INCLUDED
2	Installation of each new radio and associated equipment	72688	100	INCLUDED	INCLUDED
3	TOTAL PRICE LINES 1 AND 2				
Section 2 Monthly Rental Cost					
LINE NO.	DESCRIPTION	ITEM NUMBER	EST QUANTITY	UNIT PRICE Each Radio	EXTENDED PRICE Total Est Quantity
4	Monthly Charge for the rental of: NX3820 Mobile including digital repeater service. Kenwood NX3820-M (Mobile), or approved equal	72688000020	80	\$60.00	\$4,800.00
5	Monthly Charge for the rental of: NX3820 Mobile including digital repeater service. Kenwood NX3820-M (Mobile), or approved equal (Plow Trucks)	72688000021	25	\$50.00	\$1,250.00
6	Monthly Charge for the rental of: NX3300 Portable including digital repeater service. Kenwood NX3300-P (Portable), or approved equal	72688000022	7	\$60.00	\$420.00
7	Monthly Charge for the rental of: Siyata SD7 - w/ TeamConnect Talk & Platinum Plus Protection (IOT) POC-SD7-T-PP, or approved equal	72688000023	4	\$40.00	\$160.00
8	TOTAL EXTENDED MONTHLY PRICE				\$6,630.00
Section 3 Trade In Value					
LINE NO.	DESCRIPTION	ITEM NUMBER	EST QUANTITY	UNIT PRICE Each Radio	EXTENDED PRICE Total Est Quantity
9	Trade in value for existing radios Motorola XPR4350	72688000024	100	\$50.00	\$5,000.00
10	Subtract the extended price trade-in value from the combined totals of Sections 1 and 2, and enter the final net total here.				\$1,630.00

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PURCHASES BY OTHER

LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: www.rcpurchasing.com
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at www.rcpurchasing.com. The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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SPECIFICATIONS

Rental of Kenwood NX3820 (mobile), Kenwood NX3300 (portable), and Siyata SD7 radios, or approved equal with managed services including unlimited airtime, maintenance, repairs, and additional equipment, as needed to ensure uninterrupted use of communication. (spare, temporary radios if needed).

Term: One (1) year with four (4) one (1) year renewal options

1. SCOPE OF WORK

- 1.1. The Rockland County Highway Department is seeking a qualified Contractor to provide a rental agreement for radios as specified or approved equal, including all associated services and equipment necessary for a fully operational communications system.
- 1.2. The Contractor shall furnish, install, program, maintain, repair, and support all rented equipment, including but not limited to:
 - Mobile radios
 - Portable radios (if required)
 - Accessories and associated components
 - Team Connect Accessibility
- 1.3. The rental shall include:
 - Wide-area UHF digital trunking service
 - Unlimited Airtime/service access
 - Equipment, maintenance and repair
 - Installation and removal services
 - System management and support
 - Temporary replacement of radios and/or equipment to ensure uninterrupted, continuous service, also conforming to the bid specifications
- 1.4. The intent of this bid is to establish a fully managed communications solution, including replacement of existing radio equipment and migration.
- 1.5. The Contractor shall provide all labor, materials, tools, equipment, transportation, and incidentals necessary to ensure the system operates at optimum efficiency.

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2. SYSTEM DESCRIPTION AND REQUIREMENTS

- 2.1. The Contractor shall provide a wide-area UHF digital trunking system compatible with DMR Tier III or equivalent technology
- 2.2. The system shall:
 - 2.2.1. Support approximately 120 units
 - 2.2.2. Provide a minimum of six (6) talk groups
 - 2.2.3. Utilize a central control channel architecture
 - 2.2.4. Provide automatic repeater assignment
 - 2.2.5. Support RSSI-based roaming between sites
- 2.3. The system must ensure reliable group communication such that:
 - 2.3.1. All users within system range receive transmissions
 - 2.3.2. Cellular-style systems that cannot guarantee group call delivery are not acceptable.
- 2.4. Owner and contractor shall acknowledge that 100% coverage is not guaranteed due to environmental conditions but must demonstrate coverage meets operational expectations.

3. EQUIPMENT REQUIREMENTS

- 3.1. Equipment shall include Vehicle mounted Kenwood NX3820 and Kenwood NX3300 Mobile Radios or approved equal.
- 3.2. All equipment must be:
 - 3.2.1. New and unused
 - 3.2.2. Current production models
 - 3.2.3. Fully assembled and operational upon installation
 - 3.2.4. Compatible with each other
- 3.3. Used, refurbished, demonstrator, or discontinued models are not acceptable.
- 3.4. All equipment shall meet or exceed:
 - 3.4.1. OEM specifications
 - 3.4.2. Federal Communications Commission (FCC) requirements
 - 3.4.3. New York State regulations
- 3.5. All necessary accessories and components required for full operation shall be included in this agreement.
- 3.6. All equipment shall remain the property of the Contractor for the duration of the rental agreement.

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4. MANAGED SERVICES (RENTAL INCLUSIONS)

- 4.1. The rental agreement shall include:
- 4.1.1. Digital repeater/trunking service
 - 4.1.2. Unlimited Airtime access
 - 4.1.3. System access and network usage
 - 4.1.4. Programming and reprogramming, as needed
 - 4.1.5. System monitoring and management
- 4.2. The Contractor shall provide a fully managed service model, including:
- 4.2.1. Installation within a defined implementation period
 - 4.2.2. Removal of existing equipment and installation of new equipment
 - 4.2.3. GPS capability for designated units
- 4.3. The Contractor shall be the only authorized entity permitted to:
- 4.3.1. Install equipment
 - 4.3.2. Maintain equipment
 - 4.3.3. Repair equipment
 - 4.3.4. Program radios
 - 4.3.5. Replace
- 4.4. Unauthorized programming or modification of equipment shall not be permitted.

5. AVL (AUTOMATIC VEHICLE LOCATION)

- 5.1. The Contractor shall provide an AVL solution including:
- 5.1.1. Web-based tracking platform
 - 5.1.2. Hosted software solution
 - 5.1.3. Fleet management capability
- 5.2. The system shall:
- 5.2.1. Provide updates at intervals up to fifteen (15) minutes or better
 - 5.2.2. Include unit ID management and maintenance
 - 5.2.3. Be managed by the Contractor and able to be viewed by authorized Rockland County Representative

6. PRICING

- 6.1. Vendor must complete proposal page and upload it into Bidnet as part of the bid submission for evaluation purposes.** Please provide pricing information for the following:
- All radios as specified, or approved equal, which includes unlimited airtime
 - Trade in price for the existing equipment-Motorola XPR4350.
 - Please note the trade in price (Line 8) provided by bidders on the proposal page will be subtracted from the total bid.

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7. INSTALLATION AND IMPLEMENTATION

7.1. The Contractor shall:

- 7.1.1. Install all equipment within 15 days.
- 7.1.2. Perform system migration from existing equipment if required

7.2. Installation shall include:

- 7.2.1. Removal of existing radios
- 7.2.2. Installation of new radios and accessories
- 7.2.3. Integration with vehicle systems
- 7.2.4. Programming and testing

7.3. All installations must meet industry standards and best practices.

8. MAINTENANCE AND REPAIRS

8.1. The Contractor shall provide full maintenance and repair services for all rented equipment.

8.2. Maintenance shall be on site only, unless otherwise agreed upon between contractor and an authorized Rockland County user, and will include:

- 8.2.1. Repair due to normal wear and tear
- 8.2.2. Replacement of antennas, fuses, and components
- 8.2.3. Any other associated equipment under this contract

8.3. All repair requests must be responded to within:

- 8.3.1. (2) hours for emergency repair requests
- 8.3.2. (24) hours for all other non-urgent calls

8.4. Contractor shall provide:

- 8.4.1. 24/7 service contact availability
- 8.4.2. Certified technicians
- 8.4.3. Adequate parts inventory

8.5. Contractor shall ensure all repaired equipment meets manufacturer specifications prior to return and reinstallation.

9. SERVICE LEVEL REQUIREMENTS

9.1. Contractor shall maintain sufficient backup equipment to restore service within two (2) hours of a system outage.

9.2. Contractor shall provide:

- 9.2.1. Emergency response capabilities
- 9.2.2. Continuous system monitoring
- 9.2.3. Service restoration plan

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10. RENTAL TERMS AND CONDITIONS

- 10.1. The term of the contract shall be five (5) consecutive years.
- 10.2. The rental period shall commence on the first day of the month following completion of installation.
- 10.3. Payments shall be made monthly, NET 30.
- 10.4. Contractor shall:
 - 10.4.1. Retain ownership of all equipment
 - 10.4.2. Remove equipment upon termination

11. CONTRACTOR QUALIFICATIONS

- 11.1. Contractor must:
 - 11.1.1. Be an authorized dealer of the proposed equipment manufacturer
 - 11.1.2. Employ FCC and ETA certified technicians
 - 11.1.3. Maintain a certified service center
- 11.2. Contractor must provide:
 - 11.2.1. References for similar projects within the last three (3) years

12. BID SUBMISSION REQUIREMENTS

- 12.1. Bidders shall provide:
 - 12.1.1. Detailed system description
 - 12.1.2. Coverage maps
 - 12.1.3. System hierarchy
 - 12.1.4. Service restoration plan
 - 12.1.5. Emergency backup capabilities
 - 12.1.6. Proposed Service Level Agreement (SLA)
- 12.2. Bidders must include:
 - 12.2.1. Equipment specifications
 - 12.2.2. Manufacturer documentation
 - 12.2.3. Any deviations from specifications

13. APPROVED EQUAL

- 13.1. Bidders proposing equivalent equipment must provide:
 - 13.1.1. Full technical specifications
 - 13.1.2. Detailed comparison to specified equipment
- 13.2. Determination of equivalency shall be made solely by the County of Rockland.

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14. PAYMENT AND INVOICING

- 14.1. Invoices must:
 - 14.1.1. Be submitted monthly
 - 14.1.2. Include all applicable details
 - 14.1.3. Reference the purchase order number
 - 14.1.4. No additional charges beyond those submitted in the bid will be accepted.

15. INVENTORY AND PARTS

- 15.1. Contractor shall maintain sufficient inventory of parts to:
 - 15.1.1. Service all equipment
 - 15.1.2. Ensure minimal downtime

16. GENERAL CONDITIONS

- 16.1. All work must comply with:
 - 16.1.1. Industry standards
 - 16.1.2. Manufacturer specifications
 - 16.1.3. Contract specifications
- 16.2. Contractor shall be responsible for:
 - 16.2.1. Equipment while in their possession
 - 16.2.2. Transportation costs for equipment removal/return

17. AWARD

- 17.1. Award shall be made to the lowest responsive and responsible bidder.
- 17.2. The County reserves the right to:
 - 17.2.1. Increase or decrease quantities
 - 17.2.2. Reject any or all bids that are deemed not equal in accordance with the contract requirements

18. ESTIMATED QUANTITIES

- 18.1. Quantities are estimates only and may vary based on departmental needs. Items may increase or decrease throughout the duration of the contract.