



PURCHASING DEPARTMENT
COUNTY OF STEUBEN

3 EAST PULTENEY SQUARE
BATH, NEW YORK 14810-1510
(607) 664-2484

MEMO TO: BK Technologies, Inc.
Midstate Communications
Motorola Solutions
Northern Tier Communications

FROM: Andrew G. Morse, Director of Purchasing

DATE: June 12, 2019

RE: Radios New VHF System GC-19-018-B

At the recent meeting of the Public Safety & Corrections Committee of the Steuben County Legislature the above referenced bid was awarded on a line item basis to BK Technologies, Midstate, Motorola Solutions, and Northern Tier Communications. A tabulation sheet is available on the Steuben County website at www.steubencony.org.

If you have any questions, please contact this office.

Thank you for your interest in doing business with Steuben County.

AGM:jap
c: file

TITLE: New VHF System	# GC-19-018-B	DATE: 5/15/2019
DEPARTMENT: EMO		CONTACT PERSON: Tim Marshall

BIDDER:	BK Technologies \$1-\$5,000	BK Technologies \$5,000-\$10,000	BK Technologies \$10,000 plus	Mid-State \$1-\$5,000	Mid-State \$5,000-\$10,000	Mid-State \$10,000 plus
Manufacturer	BK Technologies	BK Technologies	BK Technologies	Icom	Icom	Icom
Control Stations	32%	34%	36%	38%	38%	38%
Radios	32%	34%	36%	38%	38%	38%
Accessories	32%	34%	36%	38%	38%	38%

BIDDER:	Motorola Solutions \$1-\$5,000	Motorola Solutions \$5,000-\$10,000	Motorola Solutions \$10,000 plus	Northern Tier Communications \$1-\$5,000	Northern Tier Communications \$5,000-\$10,000	Northern Tier Communications \$10,000 plus
Manufacturer	Motorola	Motorola	Motorola	Kenwood-Viking	Kenwood-Viking	Kenwood-Viking
Control Stations	25%	25%	25%	20%	20%	20%
Radios	25%	25%	25%	20%	20%	20%
Accessories	25%	25%	25%	20%	20%	20%

BIDDER:	Northern Tier Communications \$1-\$5,000	Northern Tier Communications \$5,000-\$10,000	Northern Tier Communications \$10,000 plus			
Manufacturer	Kenwood- multiprotocol	Kenwood- multiprotocol	Kenwood- multiprotocol			
Control Stations	27.1%	27.1%	27.1%			
Radios	27.1%	27.1%	27.1%			
Accessories	27.1%	27.1%	27.1%			