

Overview for Contract 5805-03

Prior to utilizing a contract, the user should read the contract in it's entirety.

DESCRIPTION

► This contract covers the requirements of Commonwealth Agencies for Miscellaneous Telephone Equipment.

Refer to the Special Terms and Conditions for items covered by the contract and those items that are excluded.

4600007432 - Teltronics, Inc.

4600007501 - Graybar Electric Company, Inc.

4600007502 - Anixter, Inc.

CONTRACT INFO

Contract Numbe, Title & Collective Number	5805-03 - Miscellaneous Telephone Equipment CN00008551
Number of Suppliers	Three (3)
Validty Period	July 1, 2004 - June 30, 2005 with the Option of Four (4) additional One (1) year terms - Renewed for the period of 7/1/07 - 6/30/08
DGS Point of Contact	Sheryl Kimport, Commodity Specialist
Contact Phone and Fax #	Phone: 717-346-2670
Email	skimport@state.pa.us

PRICING HIGHLIGHTS

► This is a multiple award catalog contract. Each supplier offers a specific manufacturer brand with a % discount off of current manufacturer price list.

All discounts are defined on the Item Sheet.

Awarded suppliers may submit new catalog price lists upon each renewal period.

PROCESS TO PURCHASE

► Minimum order is \$100.00

All agencies will process their Purchase Orders through SAP.

All suppliers have agreed to participate in the ACT 57 Program for eligible Local Procurement Units.

SPECIAL CONTRACT TERMS AND CONDITIONS

CONTRACT SCOPE/OVERVIEW: This Contract No. 5805-03 (identified here and in the other documents as the "Contract") will cover the requirements of Commonwealth agencies for Miscellaneous Telephone Equipment.

ORDER OF PRECEDENCE: These Special Contract Terms and Conditions supplement the Standard Contract Terms and Conditions For Statewide Contracts for Supplies. To the extent that these Special Contract Terms and Conditions conflict with the Standard Contract Terms and Conditions for Statewide Contracts for Supplies, these Special Contract Terms and Conditions shall prevail.

TERM OF CONTRACT: The Contract shall commence on the Effective Date, which shall be no earlier than July 1, 2004 and expire on June 30, 2005.

OPTION TO RENEW: The contract, or any part of the contract, may be renewed for four (4) additional one (1) year terms by mutual agreement between the Commonwealth and the Contractor(s). If the Contract is renewed, the same terms and conditions shall apply.

OPTION TO EXTEND: The Department of General Services reserves the right, upon notice to the Contractor, to extend the Contract or any part of the Contract for up to three (3) months upon the same terms and conditions. This will be utilized to prevent a lapse in Contract coverage and only for the time necessary, up to three (3) months, to enter into a new contract.

OPTION FOR SEPARATE COMPETITIVE BIDDING PROCEDURE: The Department of General Services reserves the right to purchase supplies covered under this Contract through a separate competitive bidding procedure, whenever the department deems it to be in the best interest of the Commonwealth. The right will generally be exercised only when a specific need for a large quantity of the supply exists or the price offered is significantly lower than the Contract price.

PROVISIONS FOR PIGGYBACKING OFF OF THIS CONTRACT: In addition to Commonwealth agencies, Act 57 of May 15, 1998, as amended by Act 142 of 2002, permits local public procurement units to participate in those contracts for supplies, services, or construction entered into by the Department of General Services that are made available to public procurement units. A "local public procurement unit" is defined as:

- 1) any political subdivision;
- 2) any public authority;
- 3) any tax exempt, nonprofit educational or public health institution or organization;
- 4) any nonprofit fire company, nonprofit rescue company or nonprofit ambulance company;
- 5) and to the extent provided by law, any other entity, including a council of governments or an area government that expends public funds for the procurement of supplies, services and construction.

Those local public procurement units listed above, and any other Commonwealth purchasing agencies, which issue orders under the contract are intended beneficiaries under the contract and are real parties in interest with the right to sue and be sued without joining the Commonwealth of Pennsylvania Department of General Services as a party.

Local public procurement units, and any other Commonwealth purchasing agencies, that elect to participate in the contract will order items directly from the contractor and will be responsible for payment directly to the contractor.

HI-TECH LIABILITY: The awarded Contractor's liability to the Commonwealth under the contract shall be limited to the greater of one million dollars (\$1,000,000.00) or the total price for the products, software and/or services as shown on the purchase order or field purchase order. This limitation will apply, except as otherwise stated in this clause, regardless of the form of action, whether in contract or in tort including negligence. This limitation does not, however, apply to damages for bodily injury or damage to real property or tangible personal property for which

the awarded Contractor is legally liable, nor will the limitation apply to the awarded Contractor's indemnity of the Commonwealth for patent, copyright or trademark infringement.

SUGGESTED RETAIL LIST PRICE: All published price lists submitted by the Contractor(s) shall represent the price list under which business will be conducted with the Commonwealth. The price list must be the most current revision.

Any terms and conditions that may appear on the price lists, including but not limited to, FOB Shipping Point; Prices Subject to Change; or any additional items will not be a part of the Contract and will be disregarded by the Commonwealth. Within ten (10) days after a request from a Commonwealth agency, a contractor shall furnish the requesting agency with a copy of the price list for the referenced manufacturer's equipment. Contractors may not publish any price list for use by Commonwealth agencies with alternate pricing, additional terms and conditions and additional items. Price lists and catalogs issued to the agencies shall be the same price list as submitted by the Contractor(s).

NOTE: (1) Items not listed in the price list may NOT be purchased from this contract. Orders for all miscellaneous items not listed in this price list or items as indicated as excluded items must be returned to the issuing agency. The only items to be purchased from the awarded Contractor(s) are for those classifications listed on the items sheets. If an Agency requires an item other than the classifications referenced, it will not be covered by this contract.

(2) Equipment pricing must include standard manufacturer's warranty for all items covered by the contract.

UPDATE OPTION AND APPLICATION: The awarded Contractor(s) may add, delete, or substitute items in their product line at any time without prior approval of the Commonwealth. New products must meet the category requirements of the contract, and must be offered at the same discount from the price list.

At no time are awarded Contractors allowed to unilaterally change the products or prices on contract. Approval must be granted by the Bureau of Purchases. Orders will be monitored to ensure compliance.

ESCALATION: Prices on this contract will be firm for the initial contract period. In event of extension under the renewal option, awarded Contractors may submit new catalog price lists for the ensuing contract period. It is understood and agreed that the Commonwealth is to receive the benefit of any price reductions at any time during the contract.

CONTRACTOR REQUIREMENTS: All equipment described herein, including accessories and spare parts, should be readily available from the proposed manufacturer to preclude any delay in delivery after award has been made. Equipment offered must be operationally compatible with current production equipment of leading manufacturers in the field. Replacement parts for manufactured equipment referenced in this contract shall be available for a minimum of five (5) years after the date of final acceptance by the Commonwealth. ALL COMMODITIES MUST BE NEW UNLESS OTHERWISE REQUESTED as refurbished.

Equipment must meet or exceed current standards of UL, EIA, and the Rules and Regulations of the Federal Communications Commission. Where a conflict appears between these specifications and the requirements of UL, EIA, or the Rules and Regulations of the Federal Communications Commission, the more stringent specification shall govern.

DEMONSTRATIONS: Any Commonwealth agency may request a product demonstration of any proposed equipment which must be operational at the customer or Contractor(s) location as of the date requested by the Commonwealth agency. The selected Contractor(s) may be required

to demonstrate the product at one or more Commonwealth locations. Demonstrations of prototypes will not be acceptable.

EQUIPMENT REQUIREMENTS: ALL SETS SHALL BE INDIVIDUALLY BOXED WHEN DELIVERED.

All desks sets shall be equipped with standard length full modular spring receiver cords and full modular four-conductor straight mounting cords with a minimum length of nine (9) feet, with volume control.

All wall-mounted phones shall have standard spring cords.

Speakerphones shall be equipped with a minimum seven (7) foot modular plug for connection cord. Equipment color preference: Frost; Black.

A) Single Line Connection: #USOX-RJ-11C for Single Line Sets

B) Multi-Line Connection: #USOC-RJ-35X for Multi-Line Sets

Equipment Color Preference: Ash

DELIVERY REQUIREMENTS: All deliveries shall be F.O.B. Destination to any Using Agency within the Commonwealth of Pennsylvania. All articles ordered from this contract shall be delivered within a reasonable time, not to exceed thirty (30) calendar days after receipt of order unless otherwise agreed to, in writing, by the Department of General Services.

All deliveries against the contract shall be securely packaged so as to avoid breakage or damage in accordance with standard industry practice.

All equipment deliveries will be inside delivery to the address shown on the Field Purchase Order. No outside or curbside deliveries will be accepted.

MINIMUM ORDER: The minimum order under this contract shall be \$100.00.

WARRANTY COVERAGE: Warranty Coverage shall include the following:

A) The contractor warrants that all equipment will perform in accordance with published specifications and shall be free from defects in materials and workmanship for a period of one (1) year from date of acceptance by Using Agency. Warranty shall cover both parts and labor.

B) During the warranty period, Contractor agrees to repair or replace any defective part or parts without charge to the using agency. All parts removed shall become the property of the Contractor.

Equipment pricing must include standard manufacturer's warranty for all items covered by the Contract.

INQUIRIES: Direct all questions concerning this contract to the appropriate buyer named herein:

Mike Richart
Bureau of Purchases
Department of General Services
Telephone: (717) 783-8578
Email: mrichart@state.pa.us

ITEMS COVERED BY THE CONTRACT INCLUDE THE FOLLOWING:

1. Series of single line telephones with and without tap buttons & message waiting in a variety of colors. Examples: wall, desk telephones.
2. Series of elevator telephones for a variety of different applications and elevator models.
3. Series of 1A2 telephones and common associated equipment.
4. Series of single line analog feature telephones.
5. Series of analog feature two, three and/or four line telephones.
6. Series of ISDN terminal equipment that supports National ISDN for Lucent, Nortel and Siemen switches.
7. Series of ISDN mounting racks, terminating units, circuit packs and associated equipment.
8. Series of cordless telephones including 900 MHz models.
9. Series of KSU-less telephones and accessories.
10. Series of telephone headsets and replacement accessories.
11. Miscellaneous telephone equipment and accessories. Examples: handset-hard of hearing, in-line amplifier, and variety lengths/variety conductors of line cords, variety lengths of patch cords and workstation products.
12. Miscellaneous telephone accessories. Examples: shoulder rests, telephone stands, twisstop (allows handset to rotate without tangling cord)
13. Miscellaneous telephone equipment. Examples: line status monitor system (visual status of telephone stations)
14. Miscellaneous telephone accessories. Examples: modular "T" adapters, in-line couplers, and variety of modular extension cords
15. Series of emergency telephones & associated accessories, and weatherproof telephones and associated accessories.
16. Series of stand-alone answering machines.
17. Series of telecommunications devices for the deaf (TDD) equipment for use by the hearing and/or speech impaired and associated accessories to include the hard-wired unit for payphones.
18. Series of full duplex conference telephones and associated accessories. Example: Polycom.
19. Series of paging equipment to build a paging system. (variety of the following: speakers, horns, interfaces, bells, AM/FM tuners, desk paging microphones, amplifiers, zone page adapters, power supply's, etc.)
20. Series of Centrex call processing systems, consoles, telephones, interfaces, ISDN terminal equipment and all associated auxiliary equipment. Example: Tone Commander.
21. Series of new Executone Integrated Digital System (IDS) IDS 42, IDS 84, IDS 108, IDS 228 components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency Electronic Key Telephone Systems, installed on prior Electronic Key Telephone Systems Contract number 5805-55.. Agencies cannot build a new Electronic Key Telephone System from this component contract.
22. Series of new and remanufactured as new NEC Electra 6/16 Electronic Telephone System, NEC Electra 16/48 Electronic Key Telephone System, NEC Electra Mark II Electronic Key Telephone System components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency Electronic Key Telephone Systems, installed on prior Electronic Key Telephone Systems Contract number 5805-55.
23. Series of remanufactured as new and new Nortel Electronic Key Telephone System and PBX components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency Electronic Key Telephone Systems, installed on prior Electronic Key Telephone Systems Contract number 5805-55.
24. Series of remanufactured as new and refurbished Toshiba Electronic Key Telephone System components for the line of Strata's Dk8, DK14, DK16, DK40, DK280 & DK424. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency Electronic Key Telephone Systems, installed on prior Electronic Key Telephone Systems Contract number 5805-55.

25. Series of remanufactured as new Intel-Tel (former Premier) Electronic Key Telephone System components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency Electronic Key Telephone Systems, installed on prior Electronic Key Telephone Systems Contract number 5805-55.
26. Series of remanufactured as new and new NEAX 2400 IMX & NEAX 2400 ICS Electronic Private Branch eXchange (EPBX) components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency EPBX installed on prior Request for Proposal's of EPBX's)
27. Series of remanufactured as new Tel Tronics (former Harris 2020) Electronic Private Branch eXchange (EPBX) components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency EPBX installed on prior contracts.
28. Series of new Avaya Electronic Private Branch eXchange (EPBX) components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency EPBX installed on prior contracts.
29. Series of remanufactured as new and new Mitel Electronic Private Branch eXchange (EPBX) components. Component examples: telephones, consoles, variety of cards. (components for replacements and/or additions to installed Commonwealth agency EPBX installed on prior Request for Proposal's of EPBX's).
30. Series of remanufactured as new and new Avaya components to existing Octel 250 & 350 Voice Processing Systems components for replacement and/or additions to installed Commonwealth agency voice mail systems installed on prior contracts.
31. Services of remanufactured as new and new Fujitsu F-9600 EPBX components for replacement and/or additions to installed Commonwealth agency EPBX installed on prior contracts.

EXCLUDED ITEMS:

Should any Contractor or agency have a question as to whether or not an item is included; check the list of excluded items. If the item is on the excluded items list, or if the item is available on another contract, it is **NOT** part of this Contract. The following is a partial list of excluded items:

1. All Electronic Key Systems other than the components for replacements and/or additions listed. Contract 5805-55 is the only contract used for new turnkey systems.
2. All Electronic Private Branch eXchange (EPBX)/Servers other than the components for replacements and/or additions listed. Contract 5805-56 is the only contract used for new turnkey systems.
3. All Voice Processing/ Voice Mail Systems. Contracts 5805-55, and 5805-56 are the Contracts to use for new and additions to Voice Processing systems.
4. Cellular Telephones and Pagers.

Commonwealth of Pennsylvania
 Department of General Services
 Bureau of Procurement
 Contract #5805-03 Miscellaneous Telephone Equipment Supplier List
 CN 0008551

CONTRACT NUMBER	ADDRESS	PHONE	FAX	CELL	E-MAIL
4600007431	Altura Communication Solutions Attn: Joseph DeGennaro 2890 East White Star Avenue Anaheim, CA 92806	973-829-8432	973-829-8450		jdegennaro@alturacs.com
4600007502	Anixter, Inc. Attn: Paul Mentzer 1400 North Providence Road Media, PA 19063	978-682-8870	978-974-2415	617-803-7725	paul.mentzer@anixter.com
4600007501	Graybar Electric Company, Inc. Attn: Melissa Cornell 1039 South 13th Street Harrisburg, PA 17105 (reference Change #11 for updated Contact Information)	717-238-7303	717-238-7718	717-363-0586	melissa.cornell@gbe.com
4600007432	Teltronics, Inc. Attn: Matthew Howarth 2150 Whitfield Ind Way Sarasota, FL 34243-4046	732-292-0930	732-292-0931		mhowarth@teltronics.com

THIS ITEM SHEET COVERS NEW EQUIPMENT ONLY - REVISED ITEM SHEET (JULY 1, 2006)

Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
Category 1 - Hands-Free Solutions and Accessories					
137915	1	Plantronics	Plantronics Suggested Price List - August 2005	46%	Graybar
137916	2	GN Netcom	GN Netcom, Inc. 2004 Price List	47%	Graybar
Category 2 - Components Added to Existing Telephone Systems Only					
137919	3	Nortel North American			No Award - Not to be re-bid
284769	4	Avaya Technologies			No Award - Not to be re-bid
137923	5	Toshiba America Information Systems			No Award - Not to be re-bid
284770	6	InterTel Communications	Inter-Tel - Axxess MSRP & Executone MSRP	40% Axxess - 45% Executone	Inter-Tel DID NOT RENEW (7/1/05 - 6/30/06)
137931	7	Comdial			No Award - Not to be re-bid
284771	8	Mitel, Inc.			No Award - Not to be re-bid
284772	9	NEC	NEC America, Inc. DS1000/2000 Price List January, 2006	5%	Graybar
284779	10	Teltronics (former Harris 2020)	Teltronics Schedule A 20-20 Products - March 1, 2005	35%	Teltronics, Inc.
Category 3 - ISDN Phones					
137920	11	Lucent - DISCONTINUED	ISDN CPE Price List June 2004	5%	DISCONTINUED - WILL NOT BE RE-BID Graybar
137921	12	Fujitsu			No Award - Not to be re-bid
137933	13	Tone Commander	General Price List January 2006	0%	Graybar
Category 4 - TTY Devices and Accessories					
137922	14	Ultratec	Ultratec Price List - July 1, 2006	18%	Graybar
Category 5 - Telephones & Peripherals (line cords & answering systems)					
137925	15	Ceeco	Ceeco Price Book 2006	0%	Graybar
137926	16	Gai-Tronics Corporation	2006 Telephony Price List	38%	Anixter
137930	17	Cortelco	Cortelco Distributor Price List for Graybar - July 1, 2006	13%	Graybar
137933	18	Tone Commander	General Price List January 2006	0%	Graybar
137935	19	Panasonic	Panasonic - August 9, 2005	13%	Graybar
137929	20	Polycom	Polycom Retail Price List - January 2006	40%	Graybar
284773	21	Aastra	Graybar Net Prices - July 1, 2006	25%	Graybar
284774	22	Allen Tel Products Inc	Allen Tel Products Inc. - July 1, 2006	35%	Graybar
284775	23	Scitec	Suggested Retail Pricing Schedule - July 1, 2006	10%	Graybar
286660	24	Advanced American Telco	Advanced American Telephones Schedule of Products January 2006	10%	Graybar
286661	25	Adirondack	Adirondack US Fiber Optics - July 1, 2006	35%	Graybar
Category 6 - Paging Equipment					
137932	26	Bogen	Bogen Commercial Audio, Telco & Intercom Equipment - Sept. 1, 2005	6%	Graybar
137934	27	Valcom	Valcom Price List January 2006	6%	Graybar
Category 7 - Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284769	28	Avaya			No Award - Not to be re-bid
Category 8 - Components Added to Existing Fujitsu F-9600 Telephone Systems Only					
284776	29	Altura Communication Solutions	Fujitsu F9600 Component Parts, Suggested Public Price List, dated 6/8/2004	25%	Altura
THIS ITEM SHEET COVERS REFURBISHED EQUIPMENT ONLY - REVISED ITEM SHEET (JULY 1, 2006)					
Category 1 - Refurbished Components Added to Existing Telephone Systems Only					
284777	30	Mitel			No Award - Not to be re-bid
284778	31	NEC			No Award - Not to be re-bid

Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
137936	32	Nortel North American			No Award - Not to be re-bid
284780	33	Toshiba			No Award - Not to be re-bid
Category 2 - Refurbished Phones and Accessories					
284781	34	Lucent			No Award - Not to be re-bid
284782	35	Fujitsu			No Award - Not to be re-bid
284783	36	Tone Commander			No Award - Not to be re-bid
Category 3 - Refurbished Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284785	37	Avaya			No Award - Not to be re-bid
Category 4 - Refurbished Components Added to Existing Fujitsu F9600 Telephone Systems Only					
284784	38	Altura Communication Solutions			No Award - Not to be re-bid

Contract Reference Number: 5805-03
Collective Number:
Change Number: 1
Change Effective Date : September 7, 2004

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

Graybar provided new contact information for ordering.

Shaun Donahue
215-218-2447
shaun.donahue@gbe.com

Bob Kalunchik
215-218-2424
Robert.kalunchik@gbe.com

Agencies may dial 1-800-967-5917 and use the last 4 digits of the contact's phone number as their extension

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number:
Change Number: 2
Change Effective Date : November 2, 2004

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

Graybar provided new contact information for ordering. Please remove Shaun Donahue and add the following.

Shawn Mulligan
215-218-2445
shawn.mulligan@gbe.com

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number:
Change Number: 3
Change Effective Date : June 2, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All Using Agencies of the Commonwealth
Subject: Miscellaneous Telephone Equipment
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed to June 30, 2006)
Buyer Name: Mike Richart 717-783-8578

CHANGE SUMMARY:

In accordance with the Option to Renew clause, the contract is renewed until June 30, 2006 for the following suppliers only. The

Altura Communication Solutions 4600007431
Anixter, Inc. 4600007502
Graybar Electric 4600007501
Teltronics, Inc. 4600007432

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Reference Number: 5805-03
Collective Number: CN0008551
Contract Numbers: 4600007431, 4600007432, 4600007501, 4600007502:
Change Number:4
Change Effective Date: August 1, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed to June 30, 2006)
Buyer Name: Susan L. Rojas 717-346-8187

CHANGE SUMMARY:

Change buyer name to Susan L. Rojas 717-346-8187, srojas@state.pa.us

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007431, 4600007432, 4600007501 and 4600007502
Change Number : 5
Change Effective Date: October 17, 2005

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2006)
Buyer Name: Angela M. Corish 717-346-4294

CHANGE SUMMARY:

Change buyer name to: Angela M. Corish
Phone: 717-346-4294
Fax: 717-783-6241
Email: acorish@state.pa.us

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 6
Change Effective Date: January 11, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2006)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Larry Kitson, Account Manager of Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information.

Larry Kitson – Responsible for the overall contract pricing, supplier negotiations and overseeing the account in general.
Account Manager
Phone: 610-797-1212; Ext. 1253 or 800-695-1211
Fax: 610-797-7585
larry.kitson@gbe.com

Jim Moore – Responsible for the day to day coverage of the account and assists Larry Kitson on pricing and overseeing the contract.
Sales Representative
Phone: 717-238-7303
james.l.moore@gbe.com

Customer Service Representatives – responsible for pricing, quotes, orders, returns, etc. for the day to day business of the contract.

Tim Goldner; timothy.goldner@gbe.com ; Phone: 215-336-2211 or 215-218-2498 or 800-967-5917
Bob Singer; robert.singer@gbe.com ; Phone: 717-238-7303
Chris Powley; christopher.powley@gbe.com; 717-238-7303
Bob Kaluncek; robert.kaluncek@gbe.com; 215-336-2211 or 800-967-5917

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007431, 4600007432, 4600007501, 4600007502
Change Number : 7
Change Effective Date: July 1, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

In accordance with the Option to Renew clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for an additional year. **The new Contract period is July 1, 2006 through June 30, 2007.** This is the second of four renewals allowed within this contract.

4600007431 FBCS Acquisition LLC, DBA Altura Communication Solutions
4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

NEW PRICE LISTS FOR PARTICIPATING CONTRACTORS ARE LISTED ON THE ATTACHED ITEMS SHEETS. THESE ITEM SHEETS REPLACE IN THEIR ENTIRETY THE ORIGINAL CONTRACT ITEM SHEETS. ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 8
Change Effective Date: June 26, 2006

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Buyer Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

4600007501 Graybar Electric Company, Inc. submitted a new price list for Panasonic, dated July 1, 2006, which lists the most current models.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

THIS ITEM SHEET COVERS NEW EQUIPMENT ONLY - REVISED ITEM SHEET (RENEWAL JULY 1, 2007 - JUNE 30, 2008)

Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
Category 1 - Hands-Free Solutions and Accessories					
137915	1	Plantronics	Plantronics Suggested Price List - August 2005	46%	Graybar
137916	2	GN Netcom	GN Netcom, Inc. 2004 Price List	47%	Graybar
Category 2 - Components Added to Existing Telephone Systems Only					
137919	3	Nortel North American			No Award - Not to be re-bid
284769	4	Avaya Technologies			No Award - Not to be re-bid
137923	5	Toshiba America Information Systems			No Award - Not to be re-bid
284770	6	InterTel Communications	Inter-Tel - Axxess MSRP & Executone MSRP	40% Axxess - 45% Executone	Inter-Tel DID NOT RENEW (7/1/05 - 6/30/06)
137931	7	Comdial			No Award - Not to be re-bid
284771	8	Mitel, Inc.			No Award - Not to be re-bid
284772	9	NEC	NEC America, Inc. DS1000/2000 Price List January, 2006	5%	Graybar
284779	10	Teltronics (former Harris 2020)	Teltronics Schedule A 20-20 Products - March 1, 2005	35%	Teltronics, Inc.
Category 3 - ISDN Phones					
137920	11	Lucent - DISCONTINUED	ISDN CPE Price List June 2004	5%	DISCONTINUED - WILL NOT BE RE-BID Graybar
137921	12	Fujitsu			No Award - Not to be re-bid
137933	13	Tone Commander	General Price List January 2006	0%	Graybar
Category 4 - TTY Devices and Accessories					
137922	14	Ultratec	Ultratec Price List - July 1, 2006	18%	Graybar
Category 5 - Telephones & Peripherals (line cords & answering systems)					
137925	15	Ceeco	Ceeco Price Book 2006	0%	Graybar
137926	16	Gai-Tronics Corporation	2006 Telephony Price List	38%	Anixter
137930	17	Cortelco	Cortelco Distributor Price List for Graybar - July 1, 2006	13%	Graybar
137933	18	Tone Commander	General Price List January 2006	0%	Graybar
137935	19	Panasonic	Panasonic - August 9, 2005	13%	Graybar
137929	20	Polycom	Polycom Retail Price List - January 2006	40%	Graybar
284773	21	Aastra	Graybar Net Prices - July 1, 2006	25%	Graybar
284774	22	Allen Tel Products Inc	Allen Tel Products Inc. - July 1, 2006	35%	Graybar
284775	23	Scitec	Suggested Retail Pricing Schedule - July 1, 2006	10%	Graybar
286660	24	Advanced American Telco	Advanced American Telephones Schedule of Products January 2006	10%	Graybar
286661	25	Adirondack	Adirondack US Fiber Optics - July 1, 2006	35%	Graybar
Category 6 - Paging Equipment					
137932	26	Bogen	Bogen Commercial Audio, Telco & Intercom Equipment - Sept. 1, 2005	6%	Graybar
137934	27	Valcom	Valcom Price List January 2006	6%	Graybar
Category 7 - Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284769	28	Avaya			No Award - Not to be re-bid

Category 8 - Components Added to Existing Fujitsu F-9600 Telephone Systems Only					
284776	29	Altura Communication Solutions	Fujitsu F9600 Component Parts, Suggested Public Price List, dated 6/8/2004	25%	
Altura DID NOT RENEW (7/1/07-6/30/08)					
THE ITEM SHEET BELOW COVERS REFURBISHED EQUIPMENT ONLY - REVISED ITEM SHEET (RENEWAL JULY 1, 2007 - JUNE 30, 2008)					
Material Number	Item Number	Manufacturer	Price List Name and Date	% Discount	Awarded Supplier
Category 1 - Refurbished Components Added to Existing Telephone Systems Only					
284777	30	Mitel			No Award - Not to be re-bid
284778	31	NEC			No Award - Not to be re-bid
137936	32	Nortel North American			No Award - Not to be re-bid
284780	33	Toshiba			No Award - Not to be re-bid
Category 2 - Refurbished Phones and Accessories					
284781	34	Lucent			No Award - Not to be re-bid
284782	35	Fujitsu			No Award - Not to be re-bid
284783	36	Tone Commander			No Award - Not to be re-bid
Category 3 - Refurbished Components Added to Existing Octel 250 & 350 Voice Processing Systems Only					
284785	37	Avaya			No Award - Not to be re-bid
Category 4 - Refurbished Components Added to Existing Fujitsu F9600 Telephone Systems Only					
284784	38	Altura Communication Solutions			No Award - Not to be re-bid

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 9
Change Effective Date: January 12, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2007)
Commodity Specialist Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information.

Melissa Cornell – Responsible for the overall contract pricing, supplier negotiations and overseeing the account in general.

Government Account Manager
1039 South 13th Street
Harrisburg, PA 17104
Phone: 717-238-7303
Fax: 717-238-7718
Cell: 717-363-0586
melissa.cornell@gbe.com

Jim Moore – Responsible for the day to day coverage of the account and assists Melissa Cornell on pricing and overseeing the contract.

Sales Representative
1039 South 13th Street
Harrisburg, PA 17104
Phone: 717-238-7303
Fax: 717-238-7718
Cell: 717-579-0070
james.l.moore@gbe.com

Customer Service Representatives – responsible for pricing, quotes, orders, returns, etc. for the day to day business of the contract.

Bob Singer; robert.singer@gbe.com ; Phone: 717-238-7303
Chris Powley; christopher.powley@gbe.com; 717-238-7303

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007432, 4600007501, 4600007502
Change Number : 10
Change Effective Date: April 12, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2008)
Commodity Specialist Name: Angela M. Corish 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

In accordance with the Option to Renew clause of the subject contract, the Commonwealth of Pennsylvania and the suppliers listed below have mutually agreed to renew this Contract for an additional year. **The new Contract period will be July 1, 2007 through June 30, 2008.** This is the third of four renewals allowed within this contract.

4600007432 Teltronics, Inc.
4600007501 Graybar Electric Company, Inc.
4600007502 Anixter, Inc.

Altura Communications Solutions, Contract #4600007431, elected not to renew.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.

Legacy Number: 5805-03
Contract Number: 4600007501
Change Number : 11
Change Effective Date: July 2, 2007

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: MISCELLANEOUS TELEPHONE EQUIPMENT
Contract Period: Effective date of July 1, 2004 and Expiration date of June 30, 2005 (renewed through June 30, 2008)
Commodity Specialist Name: Angela M. Corish, 717-346-4294; acorish@state.pa.us

CHANGE SUMMARY:

Graybar, SAP Agreement #4600007501, has provided the Commonwealth of Pennsylvania with new contact information. See attached sheet.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORGINALLY WRITTEN.



GRAYBAR ELECTRIC COMPANY, INC.

Commonwealth of PA Department of General Services Statewide Contracts:

**◆5805-03 Misc. Telephone Equipment ◆6350-03 Surveillance & Security
◆COSTARS-8 ◆COSTARS-3**

Other Contracts: ◆PEPPM ◆GSA ◆PASSHE ITQ ◆US Communities

Local Branch:

Graybar Electric Co.
1039 South 13th Street
Harrisburg, PA 17109

Remit To:

Graybar Electric Co.
P.O. Box 414396
Boston, MA 02241

Headquarters:

Graybar Electric Co.
34 North Meramec Ave.
St. Louis, MO 63105

Primary Points of Contact Info:

Government Account Manager:

Melissa Cornell
Cell Phone #: 717-363-0586
Home Office Phone/Fax #: 717-207-7307
melissa.cornell@gbe.com

Customer Service Representative:

Chris Powley
Harrisburg Office #: 717-238-7303
Harrisburg Office **Toll Free** #: 800-677-7303
Harrisburg Office Fax #: 717-238-7718
chris.powley@gbe.com

Backup Points of Contact Info:

Graybar Government Branch:

Government Team in Teterboro, NJ
Branch Manager: Scott Kennedy
Customer Service Reps: Pat McHugh, Noel Rivera,
Matt Marcaida, Daniel Marcaida, David
Mahadeo
Government Office **Toll Free** Phone #: 800-791-5454
Government Office Fax #: 201-596-2650



[HTTP://WWW.GRAYBAR.COM](http://www.graybar.com)

Contract Reference Number: 5805-03
Collective Number: CN00008551
SRM/SAP Contract Number: 4600007432, 4600007501, 4600007502
Change Number: 12
Change Effective Date: January 23, 2008

**COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF GENERAL SERVICES
HARRISBURG**

For: All using Agencies of the Commonwealth
Subject: **MISCELLANEOUS TELEPHONE EQUIPMENT**
Contract Period: Effective Date of January 1, 2004 and Expiration Date of June 30, 2005 (Renewed thru June 30, 2008)
Commodity Specialist Name: Sheryl Kimport 717-346-2670 or Email at skimport@state.pa.us

CHANGE SUMMARY:

The Commodity Specialist assigned to this contract has been changed from Angela Corish to Sheryl Kimport.

Quarterly Reports: As a result of this change, quarterly reports should be emailed to Sheryl.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.