

All using Agencies of the Commonwealth, Participating Political  
Subdivision, Authorities, Private Colleges and Universities

**CHANGE**  
**Contract No. 4600007502**

Page 1 of 2

**Purchasing Agent:**

Name: Angela Corish  
Phone: 717-346-4294  
Fax: 717-783-6241

**Your SAP Vendor Number With Us: 162505**

Valid from/to: 07/01/2004 - 06/30/2008

**Supplier Name/Address:**

ANIXTER INC  
PO Box 847428  
DALLAS TX 75284-7428  
USA  
Supplier Telephone No: 800-821-2115-...  
Supplier Fax No.: 224-521-4011

**Please Deliver To:**

To be determined at the  
time of the Purchase Order  
unless specified below

Your Quotation:                      Date:  
Collective No.:  
Our Quotation: 6000050216

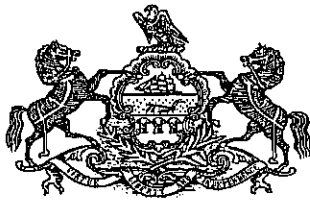
**Payment Terms:**

NET 30

The Commonwealth of Pennsylvania, through the Department of General Services, accepts the submission of the Bidder/Contractor for the awarded item(s) at the price(s) set forth below in accordance with: 1) the RFQ submitted by the Bidder/Contractor, if any; 2) the documents attached to this Contract or incorporated by reference, if any, and 3) the contract terms and conditions stored on the website address at [www.dgs.state.pa.us](http://www.dgs.state.pa.us) for this type of Contract as of the date of the RFQ, if any, or other solicitation for this Contract, all of which, as appropriate, are incorporated herein by reference. When the Bidder/Contractor receives an order from a Commonwealth agency, the order constitutes the Bidder/Contractor's authority to furnish the item(s) to the agency at the time(s) and place(s) specified in the order. RFQ, as used herein, means Request for Quotations, Invitation for Bids, Invitation to Qualify, or Request for Proposals, as appropriate.

Item	Material/Service Desc	Est Qty	UOM	Net Price	Per Unit	Total
10	137926 COMMUNICATION,MIS C,GAI-TRONICS,NEW  Item Text	0.00	Each	0.00	1 Each	0.00
Valid from 07/07/2004 to 01/08/2007						
Gross Price		380.00	%	0		
Description of Changed Field:			Components changed			
Old Value:						
New Value:						
Description of Changed Field:			Net price changed			
Old Value:			0.62 USD			
New Value:			0.00 USD			

SEE LAST PAGE FOR ESTIMATED  
TOTAL VALUE INFORMATION



**Supplier Name:**  
ANIXTER INC

Item	Material/Service Desc	Est Qty	UOM	Net Price	Per Unit	Total
20	COMMUNICATION,MIS C,GAI-TRONICS,NEW *** New Item ***	0.00		0.00	0	0.00

**General Requirements for all Items:**

**Header Text**

CONTRACTOR ALLOWS PIGGYBACKING PER ACT 57.

**Shipping Instructions**

No further information for this contract.

**Estimated Total Value**  
**Not Applicable**

## 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](mailto: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.

**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
<b>Category 1 - Hands-Free Solutions and Accessories</b>					
137915	1	Plantronics	Plantronics Suggested Price List - August 2005	46%	Graybar
137916	2	GN Netcom	GN Netcom, Inc. 2004 Price List	47%	Graybar
<b>Category 2 - Components Added to Existing Telephone Systems Only</b>					
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.
<b>Category 3 - ISDN Phones</b>					
137920	11	Lucent - <b>DISCONTINUED</b>	ISDN CPE Price List June 2004	5%	<b>DISCONTINUED - WILL NOT BE RE-BID</b> Graybar
137921	12	Fujitsu			No Award - Not to be re-bid
137933	13	Tone Commander	General Price List January 2006	0%	Graybar
<b>Category 4 - TTY Devices and Accessories</b>					
137922	14	Ultratec	Ultratec Price List - July 1, 2006	18%	Graybar
<b>Category 5 - Telephones &amp; Peripherals (line cords &amp; answering systems)</b>					
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
<b>Category 6 - Paging Equipment</b>					
137932	26	Bogen	Bogen Commercial Audio, Telco & Intercom Equipment - Sept. 1, 2005	6%	Graybar
137934	27	Valcom	Valcom Price List January 2006	6%	Graybar
<b>Category 7 - Components Added to Existing Octel 250 &amp; 350 Voice Processing Systems Only</b>					
284769	28	Avaya			No Award - Not to be re-bid
<b>Category 8 - Components Added to Existing Fujitsu F-9600 Telephone Systems Only</b>					
284776	29	Altura Communication Solutions	Fujitsu F9600 Component Parts, Suggested Public Price List, dated 6/8/2004	25%	Altura
<b>THIS ITEM SHEET COVERS REFURBISHED EQUIPMENT ONLY - REVISED ITEM SHEET (JULY 1, 2006)</b>					
<b>Category 1 - Refurbished Components Added to Existing Telephone Systems Only</b>					
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
<b>Category 2 - Refurbished Phones and Accessories</b>					
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
<b>Category 3 - Refurbished Components Added to Existing Octel 250 &amp; 350 Voice Processing Systems Only</b>					
284785	37	Avaya			No Award - Not to be re-bid
<b>Category 4 - Refurbished Components Added to Existing Fujitsu F9600 Telephone Systems Only</b>					
284784	38	Altura Communication Solutions			No Award - Not to be re-bid