

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
**Bid Receiving Public Works and Government  
Services Canada/Réception des soumissions  
Travaux publics et Services gouvernementaux  
Canada**  
Cabot Place, Phase II  
Box 4600  
St. John's, NL  
A1C 5T2  
Bid Fax: (709) 772-4603

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government  
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services  
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

<b>Title - Sujet</b> DFO- Communication System	
<b>Solicitation No. - N° de l'invitation</b> F6835-130028/A	<b>Date</b> 2013-11-13
<b>Client Reference No. - N° de référence du client</b> F6835-130028	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$Xaq-031-5981	
<b>File No. - N° de dossier</b> XAQ-3-36128 (031)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2013-11-29</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Newfoundland Standard Time NST
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Baird, Janice	<b>Buyer Id - Id de l'acheteur</b> xaq031
<b>Telephone No. - N° de téléphone</b> (709) 772-2999 ( )	<b>FAX No. - N° de FAX</b> (709) 772-4603
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> DEPARTMENT OF FISHERIES AND OCEANS C/O SUPPLY DEPOT SOUTHSIDE RD P.O.BOX 5667 ST JOHNS Newfoundland and Labrador A1C5X1 Canada	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

**Vendor/Firm Name and Address**

**Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**

PWGSC / TPGSC - Nfld. Region  
Cabot Place, Phase II, 6th Floor  
Box 4600  
St. John's, NL  
A1C 5T2

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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## **PART 1 - GENERAL INFORMATION**

### **1. Security Requirement**

There is no security requirement associated with this bid solicitation.

### **2. Requirement**

To provide Department of Fisheries and Oceans, St. John's, NL with an ACM-144-V10 SYSTEM RACK (Integrated Communication System Rack) for delivery by February 7, 2014. Please refer to the Requirement at Annex A and the Basis of Payment at Annex B.

### **3. Debriefings**

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days of receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

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## PART 2 - BIDDER INSTRUCTIONS

### 1. Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the *Standard Acquisition Clauses and Conditions Manual* (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The 2003 (2013-06-01) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

Subsection 5.4 of 2003, Standard Instructions - Goods or Services - Competitive Requirements, is amended as follows:

Delete: sixty (60) days

Insert: 90 days

#### 1.1 SACC Manual Clauses

B4024T	(2006-08-15)	No Substitute Products
B1501C	(2006-06-16)	Electrical Equipment

### 2. Submission of Bids

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.

### 3. Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than 5 calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the Bidder do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all bidders. Enquiries not submitted in a form that can be distributed to all bidders may not be answered by Canada.

### 4. Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Newfoundland and Labrador.

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Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the bidders.

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## **PART 3 - BID PREPARATION INSTRUCTIONS**

### **1. Bid Preparation Instructions**

Canada requests that bidders provide their bid in separately bound sections as follows:

- Section I:        Technical Bid ( 2 hard copies)
- Section II:       Financial Bid ( 1 hard copy )
- Section III:      Certifications and signed RFP ( 1 hard copy)

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of their bid:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the bid solicitation.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process [Policy on Green Procurement](http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>). To assist Canada in reaching its objectives, bidders should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

#### **Section I: Technical Bid**

In their technical bid, bidders should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

#### **Section II: Financial Bid**

Bidders must submit their financial bid in accordance with the Basis of Payment. The total amount of Applicable Taxes must be shown separately.

#### **Section III: Certifications**

Bidders must submit the certifications required under Part 5.

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## PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

### 1. Evaluation Procedures

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.
- (c) The evaluation team will determine first if there are three (3) or more bids with a valid Canadian Content certification. In that event, the evaluation process will be limited to the bids with the certification; otherwise, all bids will be evaluated. If some of the bids with a valid certification are declared non-responsive, or are withdrawn, and less than three responsive bids with a valid certification remain, the evaluation will continue among those bids with a valid certification. If all bids with a valid certification are subsequently declared non-responsive, or are withdrawn, then all the other bids received will be evaluated.

### 1.1 Technical Evaluation

#### 1.1.1 Mandatory Technical Criteria

No substitution accepted on any parts. Met \_\_\_\_\_ yes \_\_\_\_\_ no

### 1.2 Financial Evaluation

*SACC Manual Clause*  
A0220T (2013-04-25) , Evaluation of Price

## 2. Basis of Selection

### 2.1 Basis of Selection - Multiple Items

A bid must comply with the requirements of the bid solicitation and meet all mandatory technical evaluation criteria to be declared responsive. The responsive bid with the lowest evaluated price on an aggregate basis will be recommended for award of a contract.

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## PART 5 - CERTIFICATIONS

Bidders must provide the required certifications and documentation to be awarded a contract.

The certifications provided by bidders to Canada are subject to verification by Canada at all times. Canada will declare a bid non-responsive, or will declare a contractor in default, if any certification made by the Bidder is found to be untrue whether during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidders certifications. Failure to comply with this request will also render the bid non-responsive or will constitute a default under the Contract.

### 1. Mandatory Certifications Required Precedent to Contract Award

#### 1.1 Code of Conduct and Certifications - Related documentation

By submitting a bid, the Bidder certifies that the Bidder and its affiliates are in compliance with the provisions as stated in Section 01 Code of Conduct and Certifications - Bid of Standard Instructions 2003. The related documentation therein required will assist Canada in confirming that the certifications are true.

#### 1.2 Federal Contractors Program for Employment Equity - Bid Certification

By submitting a bid, the Bidder certifies that the Bidder, and any of the Bidder's members if the Bidder is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list ([http://www.labour.gc.ca/eng/standards\\_equity/eq/emp/fcp/list/inelig.shtml](http://www.labour.gc.ca/eng/standards_equity/eq/emp/fcp/list/inelig.shtml)) available from Human Resources and Skills Development Canada (HRSDC) - Labour's website.

Canada will have the right to declare a bid non-responsive if the Bidder, or any member of the Bidder if the Bidder is a Joint Venture, appears on the FCP Limited Eligibility to Bid list at the time of contract award.

### 2. Additional Certifications Precedent to Contract Award

The certifications listed below should be completed and submitted with the bid, but may be submitted afterwards. If any of these required certifications is not completed and submitted as requested, the Contracting Authority will so inform the Bidder and provide the Bidder with a time frame within which to meet the requirement. Failure to comply with the request of the Contracting Authority and meet the requirement within that time period will render the bid non-responsive.

#### 2.1 Canadian Content Certification

This procurement is conditionally limited to Canadian goods.

Subject to the evaluation procedures contained in the bid solicitation, bidders acknowledge that only bids with a certification that the good(s) offered are Canadian goods, as defined in clause A3050T, may be considered.

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Failure to provide this certification completed with the bid will result in the good(s) offered being treated as non-Canadian goods.

The Bidder certifies that:

( ) a minimum of 80 percent of the total bid price consist of Canadian goods as defined in paragraph 1 of clause A3050T.

For more information on how to determine the Canadian content for a mix of goods, a mix of services or a mix of goods and services, consult Annex 3.6.(9), Example 2, of the Supply Manual.

### **2.1.1 SACC Manual clause**

A3050T (2010-01-11) Canadian Content Definition

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## PART 6 - RESULTING CONTRACT CLAUSES

### 1. Security Requirement

There is no security requirement applicable to this Contract.

### 2. Requirement

The Contractor must provide the items detailed under the "Requirement" at Annex A.

### 3. Standard Clauses and Conditions

All clauses and conditions identified in the Contract by number, date and title are set out in the *Standard Acquisition Clauses and Conditions Manual*

(<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

#### 3.1 General Conditions

2010A (2013-04-25), General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

### 4. Term of Contract

#### 4.1 Delivery Date

All the deliverables must be received on or before February 7, 2014.

### 5. Authorities

#### 5.1 Contracting Authority

The Contracting Authority for the Contract is:

Janice Baird, Supply Specialist  
Public Works and Government Services Canada  
Acquisitions Branch  
Telephone: 709-772-2999  
Facsimile: 709-772-4603  
E-mail address: janice.baird@pwgsc.gc.ca

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

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## 5.2 Technical Authority

The Technical Authority for the Contract is:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone : \_\_\_\_\_

Facsimile: \_\_\_\_\_

E-mail address: \_\_\_\_\_

The Technical Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Technical Authority, however the Technical Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

## 5.3 Contractor's Representative

Name: \_\_\_\_\_

Telephone : \_\_\_\_\_

Facsimile: \_\_\_\_\_

E-mail address: \_\_\_\_\_

## 6. Payment

### 6.1 Basis of Payment

#### Basis of Payment - Firm Price, Firm Unit Price(s) or Firm Lot Price(s)

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid firm unit prices, as specified in Annex B for a cost of \$ \_\_\_\_\_ insert the amount at contract award). Customs duties are included, and Applicable Taxes are extra.

Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

### 6.2 Limitation of Expenditure

Canada's total liability to the Contractor under the Contract must not exceed \$ \_\_\_\_\_. Customs duties are included and Applicable Taxes are extra.

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No increase in the total liability of Canada or in the price of the Work resulting from any design changes, modifications or interpretations of the Work, will be authorized or paid to the Contractor unless these design changes, modifications or interpretations have been approved, in writing, by the Contracting Authority before their incorporation into the Work. The Contractor must not perform any work or provide any service that would result in Canada's total liability being exceeded before obtaining the written approval of the Contracting Authority. The Contractor must notify the Contracting Authority in writing as to the adequacy of this sum: when it is 75 percent committed, or four (4) months before the contract expiry date, or as soon as the Contractor considers that the contract funds provided are inadequate for the completion of the Work, whichever comes first.

If the notification is for inadequate contract funds, the Contractor must provide to the Contracting Authority a written estimate for the additional funds required. Provision of such information by the Contractor does not increase Canada's liability.

### **6.3 SACC Manual clause**

H1000C (2008-05-12) Single Payment

## **7. Invoicing Instructions**

The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.

Invoices must be distributed as follows:

- The original and one (1) copy must be forwarded to the address shown on page 1 of the Contract for certification and payment.

## **8. Certifications**

### **8.1 Compliance**

Compliance with the certifications and related documentation provided by the Contractor in its bid is a condition of the Contract and subject to verification by Canada during the term of the Contract. If the Contractor does not comply with any certification, provide the related documentation or if it is determined that any certification made by the Contractor in its bid is untrue, whether made knowingly or unknowingly, Canada has the right, pursuant to the default provision of the Contract, to terminate the Contract for default.

### **8.2 SACC Manual Clauses**

A3060C (2008-05-12) Canadian Content Certification

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## 9. Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in \_\_\_\_\_. (*Insert the name of the province or territory as specified by the Bidder in its bid, if applicable*)

## 10. Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the Articles of Agreement;
- (b) the general conditions \_\_\_\_\_ (*insert number, date and title*);
- (c) Annex A, Requirement;
- (d) Annex B, Basis of Payment;
- (e) the Contractor's bid dated \_\_\_\_\_ (*insert date of bid*) (*If the bid was clarified or amended, insert at the time of contract award: , as clarified on \_\_\_\_\_ or , as amended on \_\_\_\_\_ and insert date(s) of clarification(s) or amendment(s)*)

## 11. SACC Manual Clauses

**B1501C**      **(2006-06-16)**      **Electrical Equipment**

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## ANNEX A REQUIREMENT

### ACM-144-V10 SYSTEM RACK (Integrated Communication System Rack)

#### Features

- Tailored to meet marine specifications
- 1-Bit digital audio technology (18.5Khz)
- Typed approved solution for two way communication, talkback, public address, and general alarm.
- Extensive set of features for PABX and emergency communication
- Supports VINGTOR integrated Public Address and General Alarm solution
- Wide range of audio terminals and signal units
- External Communication and Billing
- 19"swing frame provides easy access to terminals for installation and service
- Remote management and supervision using IP and Web technologies
- Redundant power input with switchover

#### Description

The vintor ACM-144 standard integrated communications system specially designed for use onboard ships. The system is based on the STENTOFON AlphaCom E exchange featuring the latest development such as IP telephony, Web management and IP switching.

The VINGTOR ACM solution supports a wide range of **traditional**, IP and wireless communication terminals made for ship environment. The ACM intercom terminals are type approved as integrated Public Address, General Alarm, telephone and talkback units.

The ACM-144-V10 System Rack (Integrated Communications System Rack) will house all parts indicated in the description of the requisition.

#### Specifications

##### Equipment Rack Details

Dimension (mm) 800W x 1250H x 600D

Weight 180Kg

Mounting Wall or Floor Mounted

Temperature Range 0-55°, Recommended 18 –25°C

Power 230Vac Mains with auto switch over to 230Vac  
emergency Option 230Vac MAINS with auto switch  
over to 24Vdc emergency

IP Class IP-22

Subscriber Capacity Prewired for 17 Subscriber Line Boards

Max 102 Traditional Intercom

Max 204 Analogue Telephone

Max 552 Subscriber Extensions

Integrated PA and GA 6 Relay outputs (control signal)

6 Inputs (control signal)

4 Audio channels out

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6 Audio channels in

PA Zone selection require custom programming

Remote Control 12 Relay outputs to drive signal units.

Option for additional 3 relay cards

Audio Technology High Resolution 1-bit audio (18.5khz) –Wideband

IP audio (8 khz) –adaptive jitter buffers

External Interface and Billing Option analogue telephone gateway

Option GSM telephone gateway

Option VINGTOR Billing system

IP multi-module Up to 4 ACM exchange racks

Data Interfaces 2 x 10/100 Mbps Ethernet AutoMDIX (RJ45) 1 x

RS232 serial data (RJ45)

Data Networking Option 4 port industrial data switch

Option 5 port industrial power over Ethernet switch

IP Protocols IP unicast –IP multicast –IP v4 –TCPUDP – Telnet –FTP –TFTP –NTP –HTTP –HTTPS –

Syslog –SNMP v2c –SIP –RTP –RTCP –VoIP

AlphaNet –STENTOFON data - OPC

Remote system Management AlphaPro over IP Web

## Annex B Basis of Payment

### Parts List for Vingtor System:

<p>1. P/N: 3006204202 ACM-144-V10 System Rack <b>(Qty 1)</b>        -8 Port switch (6 ports PoE + 2 ports std.) for external equipment        -Prewired for 17 subscriber cards        -Power 230Vac with auto switchover to 230Vac emergency        -18 Relay Outputs        -Integrated PA/GA interface        -Dimension (mm) 800W x 1250H x 600D</p>	<p>\$ _____</p>
<p>2. P/N: 1009101010 ASLT2 – subscriber Line Board <b>(Qty 17)</b>        -Supports traditional intercom stations</p>	<p>\$ _____</p>
<p>3. P/N: 1153100001 VA-110 Cassette for VA-502 and 503 <b>(Qty 1)</b>        -Fuse Board VA-111-2 Included</p>	<p>\$ _____</p>
<p>4. P/N: 3006204132 V-1008C Motherboard W/Guides for VA-110 <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>5. P/N: 1153100002 Basic PA Interface – VA-503 <b>(Qty 9)</b>        -Supports All Call from ACM Panel to SPA and from SPA to ACM</p>	<p>\$ _____</p>
<p>6. P/N: 1153100004 6 Relay Outputs – VA-502 <b>(Qty 2)</b></p>	<p>\$ _____</p>
<p>7. P/N: 1020604200 VA-115 Amplifier Board 2 x 15W 100V 24Vdc <b>(Qty 5)</b></p>	<p>\$ _____</p>
<p>8. P/N: 3006204142 VA-322 Power Amplifier 100W 100V 24Vdc <b>(Qty 4)</b></p>	<p>\$ _____</p>
<p>9. P/N: 3006090151 40B4024 Relay 24V DC/10A 4 Switches NFL1 KUHNKE        Incl relay base <b>(Qty 4)</b></p>	<p>\$ _____</p>
<p>10. P/N: 2990000035 CPM-SNT-500-20 Power Supply <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>11. P/N: 2990000033 CPM-SNT-250-10 Power Supply <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>12. P/N: S100 Installation and Connection of Amplifiers <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>13. PN: 3006204099 MP-118 Analogue Media Gateway        – 8-Port – 100 – 240Vac <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>14. P/N: 1150102102 MP-11X Gateway Mounting Kit for ACM-V10 Incl        Assembly <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>15. P/N: 3005010124 SPA-EE3-V2 Single Alarm Gen. W/3 Alarm Tones <b>(Qty 1)</b></p>	<p>\$ _____</p>
<p>16. P/N: 3006204012 ACM/PROG Customized Directory Programming <b>(Qty 1)</b></p>	<p>\$ _____</p>

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**Recommended Spares:**

- 17. P/N: 3006204084 ACMS1 Standard Set of Spares **(Qty 1)** \$ \_\_\_\_\_
- 18. P/N: 3006204142 VA-322 Power Amplifier 100W 100V 24Vdc **(Qty 1)** \$ \_\_\_\_\_
- 19. P/N: 1009101010 ASTL2 – Subscriber Line Board **(Qty 1)** \$ \_\_\_\_\_
- 20. P/N: 1153100002 Basic PA Interface – VA-503 **(Qty 1)** \$ \_\_\_\_\_
- 21. P/N: 1153100004 6 Relay Outputs – VA-502 **(Qty 1)** \$ \_\_\_\_\_