



**MASTER CONTRACT**

**No. 07521**

**STREET LIGHTS**

*For Use by Eligible Purchasers*

By and Between

**STATE OF WASHINGTON  
DEPARTMENT OF ENTERPRISE SERVICES**

and

**CONSOLIDATED ELECTRICAL DISTRIBUTORS, INC.**

Dated September 21, 2021

## MASTER CONTRACT

No. 07521

### STREET LIGHTS

This Master Contract (“Master Contract”) is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency (“Enterprise Services”) and Consolidated Electrical Distributors, Inc., a Delaware Corporation (“Contractor”) and is dated and effective as of September 21, 2021.

### RECITALS

- A. Pursuant to Legislative authorization, Enterprise Services, on behalf of the State of Washington, is authorized to develop, solicit, and establish master contracts for goods to support Washington state agencies. See RCW 39.26.050(1). The Washington State Legislature also has authorized Enterprise Services to make these master contracts available, pursuant to agreement in which Enterprise Services ensures full cost recovery, to other local or federal government agencies or entities, public benefit nonprofit organizations, and any tribes located in the State of Washington. See RCW 39.26.050(1) & (2).
- B. On behalf of the State of Washington, Enterprise Services, as part of a competitive governmental procurement, issued Competitive Solicitation No. 07521 dated July 13, 2021. Street Lights.
- C. Enterprise Services evaluated all responses to the Competitive Solicitation and identified Contractor as an apparent successful bidder.
- D. Enterprise Services has determined that entering into this Master Contract will meet the identified needs and be in the best interest of the State of Washington.
- E. The purpose of this Master Contract is to enable eligible purchasers to purchase the goods as set forth herein.

### AGREEMENT

**NOW THEREFORE**, in consideration of the mutual promises, covenants, and conditions set forth herein, the parties hereto hereby agree as follows:

1. **TERM.** The term of this Master Contract is thirty six (36) months, commencing September 21, 2021 and ending September 20, 2024; *Provided*, however, that if Contractor is not in default and if, by April 1, 2024, in Enterprise Services’ reasonable judgment, Contractor satisfactorily has met the performance-based goals for contract extension, Enterprise Services shall extend the term of this Master Contract, by written amendment, for up to thirty six (36) additional months. Such extension amendment, however, must be agreed and executed on or before September 20, 2024 and shall be on the same terms and conditions as set forth in this Master Contract. To earn the performance-based Master Contract term extension, Contractor must achieve the following performance-based metrics:

PERFORMANCE METRIC	PERFORMANCE REQUIREMENT FOR CONTRACT EXTENSION
On time Order Delivery for Categories 1, and 2 :	<p>Timely deliver products purchased pursuant to this Cooperative Master Contract within the following timeframes:</p> <ul style="list-style-type: none"> <li>▪ At least 50% of Purchases, by product volume, are delivered to Purchasers with <b>90</b> calendars days of Contractor’s receipt of Purchase Order</li> <li>▪ At least 75% of Purchases, by product volume, are delivered to Purchasers with <b>120</b> calendars days of Contractor’s receipt of Purchase Order.</li> </ul>
On time Order Delivery for Categories 3, 4, 5 and 6:	<p>Timely deliver products purchased pursuant to this Cooperative Master Contract within the following timeframes:</p> <ul style="list-style-type: none"> <li>▪ At least 50% of Purchases, by product volume, are delivered to Purchasers with <b>30</b> calendars days of Contractor’s receipt of Purchase Order</li> <li>▪ At least 75% of Purchases, by product volume, are delivered to Purchasers with <b>45</b> calendars days of Contractor’s receipt of Purchase Order</li> <li>▪ At least 90% of Purchases, by product volume, are delivered to Purchasers with <b>60</b> calendars days of Contractor’s receipt of Purchase Order</li> </ul>
Product Defects:	Less than 10% of Contractor’s products purchased by Purchasers, quarterly, have product defects or missing parts requiring the return of such products by Purchasers.
Shipping Damage:	Less than 5% of Contractor’s products purchased by Purchasers, quarterly, arrive at Purchaser’s destination with shipping damage that requires product replacement or repair.
Warranty Product Replacement:	<p>Contractor achieves the following warranty metrics for eligible products purchased by Purchasers that are covered as warranty replacements:</p> <ul style="list-style-type: none"> <li>▪ 75% or higher warranty product replacements occur within 50 days of receipt by Contractor product requiring warranty replacement; and</li> <li>▪ 90% or higher warranty product replacements occur within 75 days of receipt by Contractor of product requiring warranty replacement.</li> </ul>

PERFORMANCE METRIC	PERFORMANCE REQUIREMENT FOR CONTRACT EXTENSION
Warranty Product Repair:	Contractor achieves the following warranty metrics for eligible products purchased by Purchasers that are covered as warranty repairs: <ul style="list-style-type: none"> <li>▪ 75% or higher warranty product replacements occur within 60 days of receipt by Contractor product requiring warranty repair; and</li> <li>▪ 90% or higher warranty product replacements occur within 90 days of receipt by Contractor of product requiring warranty repairs.</li> </ul>
Insurance Endorsements:	Timely provide to Enterprise Services at the designated address, without exception, annual insurance endorsements for the insurance coverages required by this Master Contract.
Vendor Management Fee:	Timely remit to Enterprise Service, with no less than a 90% on time rate over the contract term, the applicable Vendor Management Fee.
Sales Reports:	Timely provide to Enterprise Services, with no less than a 90% on time rate over the contract term, the required sales reports.

**2. ELIGIBLE PURCHASERS.** This Master Contract may be utilized by any of the following types of entities (each an eligible “Purchaser”):

- 2.1. WASHINGTON STATE AGENCIES. All Washington state agencies, departments, offices, divisions, boards, and commissions.
- 2.2. WASHINGTON STATE INSTITUTIONS OF HIGHER EDUCATION (COLLEGES). Any the following institutions of higher education in Washington:
  - State universities – i.e., University of Washington & Washington State University;
  - Regional universities – i.e., Central Washington University, Eastern Washington University, & Western Washington University
  - Evergreen State College;
  - Community colleges; and
  - Technical colleges.
- 2.3. MCUA PARTIES. Any of the following types of entities that have executed a Master Contract Usage Agreement with Enterprise Services:
  - Political subdivisions (e.g., counties, cities, school districts, public utility districts) in the State of Washington;
  - Federal governmental agencies or entities;
  - Public-benefit nonprofit corporations (i.e., § 501(c)(3) nonprofit corporations that receive federal, state, or local funding); and
  - Federally-recognized Indian Tribes located in the State of Washington.

**3. SCOPE – INCLUDED GOODS AND PRICE.**

- 3.1. **CONTRACT SCOPE.** Pursuant to this Master Contract, Contractor is authorized to sell and provide only those goods set forth in *Exhibit A – Included Goods* for the prices set forth in *Exhibit B – Prices*. Contractor shall not represent to any Purchaser under this Master Contract that Contractor has contractual authority to sell or provide any goods beyond those set forth in *Exhibit A – Included Goods*.
  - 3.2. **REFRESH SOLICITATION OPPORTUNITIES.** To facilitate the need for changing technologies in the LED field to meet the State needs, the State reserves the right, during the term of this Master Contract, periodically to conduct a refresh solicitation to add more vendors. Such refresh solicitation(s), if any, will be at the sole discretion of the State. Notification of such refresh solicitation(s) will be posted in the Washington Electronic Business Solutions (WEBS) system. New Bidders or those Bidders who were not awarded a Master Contract may participate in the refresh solicitation(s). The refresh solicitation(s) also may include additional requirements to better support State needs. Contractors who are already on contract for Master Contract 07521 need not participate in the refresh solicitation(s) but are encouraged to read the solicitation document to familiarize themselves with any changes to the requirements.
  - 3.3. **STATE’S ABILITY TO MODIFY SCOPE OF MASTER CONTRACT.** Subject to mutual agreement between the parties, Enterprise Services reserves the right to modify the goods included in this Master Contract; *Provided*, however, that any such modification shall be effective only upon thirty (30) days advance written notice; and *Provided further*, that any such modification must be within the scope of this Master Contract.
  - 3.4. **ECONOMIC ADJUSTMENT.** Beginning twelve (12) months after the effective date of this Master Contract and for every annual anniversary thereafter, the prices set forth in *Exhibit B – Prices* shall be adjusted, based upon the percent changes (whether up or down) in the United States Department of Labor, Bureau of Labor and Statistics (BLS) indices described below, for the most recent year. Economic adjustment will lag one (1) calendar quarter past the Contract commencement date to allow for publication of BLS data. All calculations for the index shall be based upon the latest version of data published as of February each year. Prices shall be adjusted on March. If an index is recoded (i.e., the recoded index is a direct substitute for the prior index according to the BLS), this Master Contract will use the recoded index, as applicable. If an index becomes unavailable, Enterprise Services shall substitute a proxy index. If there is not a direct substitute, the next higher aggregate index available will be used. The economic adjustment shall be calculated as follows:  
$$\text{New Price} = \text{Old Price} \times (\text{Current Period Index} / \text{Base Period Index}).$$
  - 3.5. **PRICE CEILING.** Although Contractor may offer lower prices to Purchasers, during the term of this Master Contract, Contractor guarantees to provide the Goods at no greater than the prices set forth in *Exhibit B – Prices for Goods* (subject to economic adjustment as set forth herein).
  - 3.6. **MASTER CONTRACT INFORMATION.** Enterprise Services shall maintain and provide to eligible Purchasers information regarding this Master Contract, including scope, pricing, and lowest responsive, responsible bidder designation.
- 4. CONTRACTOR REPRESENTATIONS AND WARRANTIES.** Contractor makes each of the following representations and warranties as of the effective date of this Master Contract and at the time any order is placed pursuant to this Master Contract. If, at the time of any such order, Contractor cannot

make such representations and warranties, Contractor shall not process any orders and shall, within three (3) business days notify Enterprise Services, in writing, of such breach.

- 4.1. QUALIFIED TO DO BUSINESS. Contractor represents and warrants that it is in good standing and qualified to do business in the State of Washington, that it is registered with the Washington State Department of Revenue and the Washington Secretary of State, that it possesses and shall keep current all required licenses and/or approvals, and that it is current, in full compliance, and has paid all applicable taxes owed to the State of Washington.
- 4.2. SUSPENSION & DEBARMENT. Contractor represents and warrants as previously certified in Contractor's Bidder's Certification, that neither Contractor nor its principals or affiliates presently are debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in any governmental contract by any governmental department or agency within the United States.
- 4.3. QUALITY OF GOODS OR SERVICES. Contractor represents and warrants that any goods sold pursuant to this Master Contract shall be merchantable, shall conform to this Master Contract and Purchaser's Purchase Order, shall be fit and safe for the intended purposes, shall be free from defects in materials and workmanship, and shall be produced and delivered in full compliance with applicable law. Contractor further represents and warrants it has clear title to the goods and that the same shall be delivered and the services provided free of liens and encumbrances and that the same do not infringe any third party patent. Upon breach of warranty, Contractor will repair or replace (at no charge to Purchaser) any goods whose nonconformance is discovered and made known to Contractor. If, in Purchaser's judgment, repair or replacement is inadequate, or fails of its essential purpose, Contractor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.
- 4.4. CONTRACTUAL PERFORMANCE. Contractor represents and warrants that, in performing this Master Contract, Contractor shall:
  - (a) Obtain and maintain all necessary licenses, certifications, permits, patents, or other authorizations necessary for Contractor's performance of this Master Contract;
  - (b) Perform Contractor's obligations in a timely and professional manner consistent with best commercial practices that meet or exceed the performance and operational specifications, requirements, and standards included in this Master Contract and provide all contractual requirements in good quality with no material defects;
  - (c) If utilizing subcontractors, be fully responsible for such subcontractors;
  - (d) While on State or Purchaser premises, comply with all State or Purchaser, as applicable, fire, access, safety, and other security requirements and not interfere with the State's or Purchaser's operations;
  - (e) Comply with all Washington State physical and IT security policies and standards which will be made available to Contractor upon request; and

- (f) Cooperate with Enterprise Services to achieve the objectives of this Master Contract and provide Enterprise Services priority in the implementation and performance of this Master Contract.

Notwithstanding any provision to the contrary, any breach under this paragraph is considered a material breach.

- 4.5. WAGE VIOLATIONS. Contractor represents and warrants as previously certified in Contractor's Bidder's Certification, that during the term of this Master Contract and the three (3) year period immediately preceding the award of the Master Contract, Contractor has not been determined, by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction, to be in willful violation of any provision of Washington state wage laws set forth in RCW 49.46, 49.48, or 49.52.
- 4.6. PAY EQUALITY. Contractor represents and warrants as previously certified in Contractor's Bidder's Certification, that, among its workers, similarly employed individuals are compensated as equals. For purposes of this provision, employees are similarly employed if the individuals work for the same employer, the performance of the job requires comparable skill, effort, and responsibility, and the jobs are performed under similar working conditions. Job titles alone are not determinative of whether employees are similarly employed. Contractor may allow differentials in compensation for its workers based in good faith on any of the following: a seniority system; a merit system; a system that measures earnings by quantity or quality of production; a bona fide job-related factor or factors; or a bona fide regional difference in compensation levels. A bona fide job-related factor or factors may include, but not be limited to, education, training, or experience that is: consistent with business necessity; not based on or derived from a gender-based differential; and accounts for the entire differential. A bona fide regional difference in compensation level must be consistent with business necessity; not based on or derived from a gender-based differential; and account for the entire differential. Notwithstanding any provision to the contrary, upon breach of warranty and Contractor's failure to provide satisfactory evidence of compliance within thirty (30) calendar days, Enterprise Services may suspend or terminate this Master Contract and any Purchaser hereunder similarly may suspend or terminate its use of the Master Contract and/or any agreement entered into pursuant to this Master Contract.
- 4.7. EXECUTIVE ORDER 18-03 – WORKERS' RIGHTS. Contractor represents and warrants, as previously certified in Contractor's Bidder's Certification, that Contractor does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. Contractor further represents and warrants that, during the term of this Contract, Contractor shall not, as a condition of employment, require its employees to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.
- 4.8. PROCUREMENT ETHICS & PROHIBITION ON GIFTS. Contractor represents and warrants that it complies fully with all applicable procurement ethics restrictions including, but not limited to, restrictions against Contractor providing gifts or anything of economic value, directly or indirectly, to Purchasers' employees.
- 4.9. WASHINGTON'S ELECTRONIC BUSINESS SOLUTION (WEBS). Contractor represents and warrants that it is registered in Washington's Electronic Business Solution (WEBS), Washington's contract registration system and that, all of its information therein is current and accurate and that

throughout the term of this Master Contract, Contractor shall maintain an accurate profile in WEBS.

- 4.10. STATEWIDE PAYEE DESK. Contractor represents and warrants that it is registered with Washington's Statewide Payee Desk, which registration is a condition to payment.
- 4.11. MASTER CONTRACT PROMOTION; ADVERTISING AND ENDORSEMENT. Contractor represents and warrants that it shall use commercially reasonable efforts both to promote and market the use of this Master Contract with eligible Purchasers and to ensure that those entities that utilize this Master Contract are eligible Purchasers. Contractor understands and acknowledges that neither Enterprise Services nor Purchasers are endorsing Contractor's goods or suggesting that such goods are the best or only solution to their needs. Accordingly, Contractor represents and warrants that it shall make no reference to Enterprise Services, any Purchaser, or the State of Washington in any promotional material without the prior written consent of Enterprise Services.
- 4.12. MASTER CONTRACT TRANSITION. Contractor represents and warrants that, in the event this Master Contract or a similar contract, is transitioned to another contractor (e.g., Master Contract expiration or termination), Contractor shall use commercially reasonable efforts to assist Enterprise Services (including the Purchasers hereunder) for a period of sixty (60) days to effectuate a smooth transition to another contractor to minimize disruption of service and/or costs to the State of Washington and such Purchasers;

## **5. USING THE MASTER CONTRACT – PURCHASES.**

- 5.1. ORDERING REQUIREMENTS. Eligible Purchasers shall order goods from this Master Contract, consistent with the terms hereof and by using any ordering mechanism agreeable both to Contractor and Purchaser but including, at a minimum, a purchase order. When practicable, Contractor and Purchaser also shall use telephone orders, email orders, web-based orders, and similar procurement methods (collectively "Purchase Order"). All Purchase Orders must reference the Master Contract number. The terms of this Master Contract shall apply to any Purchase Order and, in the event of any conflict, the terms of this Master Contract shall prevail. Notwithstanding any provision to the contrary, in no event shall any 'click-agreement,' software or web-based application terms and conditions, or any other agreement modify the terms and conditions of this Master Contract.
- 5.2. DELIVERY REQUIREMENTS. Contractor must ensure that the goods will be delivered or provided as required by this Master Contract, the Purchase Order used by Purchasers, or as otherwise mutually agreed in writing between the Purchaser and Contractor. The following apply to all deliveries:
  - (a) Contractor shall make all deliveries to the applicable delivery location specified in the Purchase Order. Such deliveries shall occur during Purchaser's normal work hours and within the time period mutually agreed in writing between Purchaser and Contractor.
  - (b) Contractor shall ship all goods purchased pursuant to this Master Contract, freight charges prepaid by Contractor, FOB Purchaser's specified destination with all transportation and handling charges included. Contractor shall bear all risk of loss, damage, or destruction of the goods/ ordered hereunder that occurs prior to delivery, except loss or damage attributable to Purchaser's fault or negligence.



- (c) All packing lists, packages, instruction manuals, correspondence, shipping notices, shipping containers, and other written materials associated with this Master Contract shall be identified by the Master Contract number set forth on the cover of this Master Contract and the applicable Purchaser's Purchase Order number. Packing lists shall be enclosed with each shipment and clearly identify all contents and any backorders.
- 5.3. RECEIPT AND INSPECTION OF GOODS. Goods purchased under this Master Contract are subject to Purchaser's reasonable inspection, testing, and approval at Purchaser's destination. Purchaser reserves the right to reject and refuse acceptance of goods that are not in accordance with this Master Contract and Purchaser's Purchase Order. Purchaser may charge Contractor for the cost of inspecting rejected goods. If there are any apparent defects in the goods at the time of delivery, Purchaser promptly will notify Contractor. At Purchaser's option, and without limiting any other rights, Purchaser may require Contractor to repair or replace, at Contractor's expense, any or all of the damaged goods or, at Purchaser's option, Purchaser may note any such damage on the receiving report, decline acceptance, and deduct the cost of rejected goods from final payment. Payment for any goods under such Purchase Order shall not be deemed acceptance of the goods.
- 5.4. ON SITE REQUIREMENTS. While on Purchaser's premises, Contractor, its agents, employees, or subcontractors shall comply, in all respects, with Purchaser's physical, fire, access, safety, and other security requirements.

## 6. INVOICING & PAYMENT.

- 6.1. CONTRACTOR INVOICE. Contractor shall submit to Purchaser's designated invoicing contact properly itemized invoices. Such invoices shall itemize the following:
- (a) Master Contract No. 07521;
  - (b) Contractor name, address, telephone number, and email address for billing issues (i.e., Contractor Customer Service Representative);
  - (c) Contractor's Federal Tax Identification Number;
  - (d) Date(s) of delivery;
  - (e) Applicable goods;
  - (f) Invoice amount; and
  - (g) Payment terms, including any available prompt payment discounts.

Contractor's invoices for payment shall reflect accurate Master Contract prices. Invoices will not be processed for payment until receipt of a complete invoice as specified herein.

- 6.2. PAYMENT. Payment is the sole responsibility of, and will be made by, the Purchaser. Unless Contractor has provided a prompt payment discount set forth in *Exhibit B – Prices*, Purchaser's payment is due within thirty (30) days of invoice. If Purchaser fails to make timely payment(s), Contractor may invoice Purchaser in the amount of one percent (1%) per month on the amount overdue or a minimum of \$1. Payment will not be considered late if a check or warrant is mailed within the time specified.
- 6.3. OVERPAYMENTS. Contractor promptly shall refund to Purchaser the full amount of any erroneous payment or overpayment. Such refunds shall occur within thirty (30) calendar days of written notice to Contractor; *Provided*, however, that Purchaser shall have the right to elect

to have either direct payments or written credit memos issued. If Contractor fails to make timely refunds of overpayment(s) (either directly or by credit memo), Contractor shall pay Purchaser interest at the rate of one percent (1%) per month on the amount overdue thirty (30) calendar days after notice to Contractor.

- 6.4. NO ADVANCE PAYMENT. Contractor shall not request or receive advance payment for any goods provided pursuant to this Master Contract.
- 6.5. NO ADDITIONAL CHARGES. Unless otherwise specified herein, Contractor shall not include or impose any additional charges including, but not limited to, charges for shipping, handling, insurance, or payment processing.
- 6.6. TAXES/FEEES. Contractor promptly shall pay all applicable taxes on its operations and activities pertaining to this Master Contract. Failure to do so shall constitute breach of this Master Contract. Unless otherwise agreed, Purchaser shall pay applicable sales tax imposed by the State of Washington on purchased goods. In regard to federal excise taxes, Contractor shall include federal excise taxes only if, after thirty (30) calendar days written notice to Purchaser, Purchase has not provided Contractor with a valid exemption certificate from such federal excise taxes.

**7. CONTRACT MANAGEMENT.**

- 7.1. CONTRACT ADMINISTRATION & NOTICES. Except for legal notices, the parties hereby designate the following contract administrators as the respective single points of contact for purposes of this Master Contract. Enterprise Services’ contract administrator shall provide Master Contract oversight. Contractor’s contract administrator shall be Contractor’s principal contact for business activities under this Master Contract. The parties may change contract administrators by written notice as set forth below.

Any notices required or desired shall be in writing and sent by U.S. mail, postage prepaid, or sent via email, and shall be sent to the respective addressee at the respective address or email address set forth below or to such other address or email address as the parties may specify in writing:

**Enterprise Services**

Attn: Team Maple  
Washington Dept. of Enterprise Services  
PO Box 41411  
Olympia, WA 98504-1411  
Tel: (360) 407-2210  
Email: [DESContractsTeamMaple@des.wa.gov](mailto:DESContractsTeamMaple@des.wa.gov)

**Contractor**

Attn: Jim O’Rourke  
Consolidated Electrical Distributors, Inc.  
6703 S. 234<sup>th</sup> Street  
Kent, WA 98032  
Tel: (206) 491-2520  
Email: [jim.orouke@ced.com](mailto:jim.orouke@ced.com)

Notices shall be deemed effective upon the earlier of receipt, if mailed, or, if emailed, upon transmission to the designated email address of said addressee.

- 7.2. CONTRACTOR CUSTOMER SERVICE REPRESENTATIVE. Contractor shall designate a customer service representative (and inform Enterprise Services of the same) who shall be responsible for addressing Purchaser issues pertaining to this Master Contract.
- 7.3. LEGAL NOTICES. Any legal notices required or desired shall be in writing and delivered by U.S. certified mail, return receipt requested, postage prepaid, or sent via email, and shall be sent

to the respective addressee at the respective address or email address set forth below or to such other address or email address as the parties may specify in writing:

**Enterprise Services**

Attn: Legal Services Manager  
 Washington Dept. of Enterprise Services  
 PO Box 41411  
 Olympia, WA 98504-1411  
 Email: [greg.tolbert@des.wa.gov](mailto:greg.tolbert@des.wa.gov)

**Contractor**

Attn: Jim O'Rourke  
 Consolidated Electrical Distributors, Inc.  
 6703 S. 234<sup>th</sup> Street  
 Kent, WA 98032  
 Email: [jim.orouke@ced.com](mailto:jim.orouke@ced.com)

Notices shall be deemed effective upon the earlier of receipt when delivered, or, if mailed, upon return receipt, or, if emailed, upon transmission to the designated email address of said addressee.

**8. CONTRACTOR SALES REPORTING; VENDOR MANAGEMENT FEE; & CONTRACTOR REPORTS.**

8.1. MASTER CONTRACT SALES REPORTING. Contractor shall report total Master Contract sales quarterly to Enterprise Services, as set forth below.

- (a) Master Contract Sales Reporting System. Contractor shall report quarterly Master Contract sales in Enterprise Services' Master Contract Sales Reporting System. Enterprise Services will provide Contractor with a login password and a vendor number. The password and vendor number will be provided to the Sales Reporting Representative(s) listed on Contractor's Bidder Profile.
- (b) Data. Each sales report must identify every authorized Purchaser by name as it is known to Enterprise Services and its total combined sales amount invoiced during the reporting period (i.e., sales of an entire agency or political subdivision, not its individual subsections). The "Miscellaneous" option may be used only with prior approval by Enterprise Services. Upon request, Contractor shall provide contact information for all authorized Purchasers specified herein during the term of the Master Contract. If there are no Master Contract sales during the reporting period, Contractor must report zero sales.
- (c) Due dates for Master Contract Sales Reporting. Quarterly Master Contract Sales Reports must be submitted electronically by the following deadlines for all Master Contract sales invoiced during the applicable calendar quarter:

QUARTER	FOR SALES MADE IN CALENDAR QUARTER ENDING	MASTER CONTRACT SALES REPORT	
		DUE BY	PAST DUE
1	January 1 – March 31	April 30	May 1
2	April 1 – June 30	July 31	August 1
3	July 1 – September 30	October 31	November 1
4	October 1 – December 31	January 31	February 1

8.2. VENDOR MANAGEMENT FEE. Contractor shall pay to Enterprise Services a vendor management fee ("VMF") of 1.5 percent on the purchase price for all Master Contract sales (the purchase price is the total invoice price less applicable sales tax).

- (a) The sum owed by Contractor to Enterprise Services as a result of the VMF is calculated as follows:

Amount owed to Enterprise Services = Total Master Contract sales invoiced (not including sales tax) x .015.

- (b) The VMF must be rolled into Contractor's current pricing. The VMF must not be shown as a separate line item on any invoice unless specifically requested and approved by Enterprise Services.
- (c) Enterprise Services will invoice Contractor quarterly based on Master Contract sales reported by Contractor. Contractor is not to remit payment until Contractor receives an invoice from Enterprise Services. Contractor's VMF payment to Enterprise Services must reference this Master Contract number, the year and quarter for which the VMF is being remitted, and Contractor's name as set forth in this Master Contract, if not already included on the face of the check.
- (d) Contractor's failure to report accurate total net Master Contract sales, to submit a timely Master Contract sales report, or to remit timely payment of the VMF to Enterprise Services, may be cause for Enterprise Services to suspend Contractor or terminate this Master Contract or exercise remedies provided by law. Without limiting any other available remedies, the parties agree that Contractor's failure to remit to Enterprise Services timely payment of the VMF shall obligate Contractor to pay to Enterprise Services, to offset the administrative and transaction costs incurred by the State to identify, process, and collect such sums, the sum of \$200.00 or twenty-five percent (25%) of the outstanding amount, whichever is greater, or the maximum allowed by law, if less.
- (e) Enterprise Services reserves the right, upon thirty (30) days advance written notice, to increase, reduce, or eliminate the VMF for subsequent purchases, and reserves the right to renegotiate Master Contract pricing with Contractor when any subsequent adjustment of the VMF might justify a change in pricing.

8.3. ANNUAL MASTER CONTRACT SALES REPORT. Contractor shall provide to Enterprise Services a detailed annual Master Contract sales report. Such report shall include, at a minimum: the goods sold (including, as applicable, item number or other identifier), per unit quantities sold, items and volumes purchased by Purchaser, shipment/delivery locations by Purchaser, and Master Contract price. This report must be provided in an electronic format that can be read by Microsoft (MS) Excel. Such report is due within thirty (30) calendar days of the annual anniversary of the effective date of this Master Contract.

## 9. RECORDS RETENTION & AUDITS.

9.1. RECORDS RETENTION. Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Contract and orders placed by Purchasers under it to the extent and in such detail as shall adequately reflect contract performance and administration of purchases, payments, taxes, and fees. Contractor shall retain such records for a period of six (6) years following expiration or termination of this Master Contract or final payment for any order placed by a Purchaser against this Master Contract, whichever is later; *Provided*, however, that if any litigation, claim, or audit is commenced prior to the expiration of this period, such period shall extend until all such litigation, claims, or audits have been resolved.

- 9.2. **AUDIT.** Enterprise Services reserves the right to audit, or have a designated third party audit, applicable records to ensure that Contractor properly has invoiced Purchasers and that Contractor has paid all applicable vendor management fees to Enterprise Services. Accordingly, Contractor shall permit Enterprise Services, any Purchaser, and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Contract or orders placed by a Purchaser under this Master Contract for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of six (6) years following expiration or termination of this Master Contract or final payment for any order placed by a Purchaser against this Master Contract, whichever is later; *Provided*, however, that if any litigation, claim, or audit is commenced prior to the expiration of this period, such period shall extend until all such litigation, claims, or audits have been resolved.
- 9.3. **OVERPAYMENT OF PURCHASES OR UNDERPAYMENT OF FEES.** Without limiting any other remedy available to any Purchaser, Contractor shall (a) reimburse Purchasers for any overpayments inconsistent with the terms of this Master Contract or orders placed thereunder, at a rate of 125% of any such overpayments, found as a result of the examination of Contractor's records; and (b) reimburse Enterprise Services for any underpayment of vendor management fees, at a rate of 125% of such fees found as a result of the examination of Contractor's records (e.g., if Contractor underpays the Vendor Management Fee by \$500, Contractor would be required to pay to Enterprise Services  $\$500 \times 1.25 = \$625$ ); *Provided*, however, that, in the event Contractor timely discovers and corrects any Purchaser overpayment or Contractor underpayment of vendor management fees and does so prior to the initiation of any audit, Contractor shall be entitled to reimburse Purchaser or pay to Enterprise Services the actual amount of such Purchaser overpayment or such underpayment of vendor management fees.

## **10. INSURANCE.**

- 10.1. **REQUIRED INSURANCE.** During the Term of this Master Contract, Contractor, at its expense, shall maintain in full force and effect the insurance coverages set forth in *Exhibit C – Insurance Requirements*. All costs for insurance, including any payments of deductible amounts, shall be considered incidental to and included in the prices for goods and no additional payment shall be made to Contractor.
- 10.2. **WORKERS COMPENSATION.** Contractor shall comply with applicable workers compensation statutes and regulations (e.g., RCW Title 51, Industrial Insurance). If Contractor fails to provide industrial insurance coverage or fails to pay premiums or penalties on behalf of its employees as may be required by law, Enterprise Services may terminate this Master Contract. This provision does not waive any of the Washington State Department of Labor and Industries (L&I) rights to collect from Contractor. In addition, Contractor waives its immunity under RCW Title 51 to the extent it is required to indemnify, defend, and hold harmless the State of Washington and its agencies, officials, agents, or employees.

## **11. CLAIMS.**

- 11.1. **ASSUMPTION OF RISKS; CLAIMS BETWEEN THE PARTIES.** Contractor assumes sole responsibility and all risks of personal injury or property damage to itself and its employees and agents in connection with its operations under this Master Contract. Enterprise Services has made no representations regarding any factor affecting Contractor's risks. Contractor shall pay for all

damage to any Purchaser's property resulting directly or indirectly from Contractor's acts or omissions under this Master Contract, even if not attributable to negligence by Contractor or its agents.

- 11.2. **THIRD-PARTY CLAIMS; INDEMNITY.** To the fullest extent permitted by law, Contractor shall defend, indemnify, and hold harmless Enterprise Services and any Purchaser and their employees and agents from and against all claims, demands, judgments, assessments, damages, penalties, fines, costs, liabilities, or losses including, without limitation, sums paid in settlement of claims, attorneys' fees, consultant fees, and expert fees (collectively "claims") arising from any act or omission of Contractor or its successors, agents, and subcontractors under this Master Contract, except claims caused solely by Enterprise Services or any Purchasers' negligence. Contractor shall take all steps needed to keep Purchaser's property free of liens arising from Contractor's activities, and promptly obtain or bond the release of any such liens that may be filed.

- 12. DISPUTE RESOLUTION.** The parties shall cooperate to resolve any dispute pertaining to this Master Contract efficiently, as timely as practicable, and at the lowest possible level with authority to resolve such dispute. If, however, a dispute persists and cannot be resolved, it may be escalated within each organization. In such situation, upon notice by either party, each party, within five (5) business days shall reduce its description of the dispute to writing and deliver it to the other party. The receiving party then shall have three (3) business days to review and respond in writing. In the event that the parties cannot then agree on a resolution of the dispute, the parties shall schedule a conference between the respective senior managers of each organization to attempt to resolve the dispute. In the event the parties cannot agree, either party may resort to court to resolve the dispute.

**13. SUSPENSION & TERMINATION; REMEDIES.**

- 13.1. **SUSPENSION & TERMINATION FOR DEFAULT.** Enterprise Services may suspend Contractor's operations under this Master Contract immediately by written cure notice of any default. Suspension shall continue until the default is remedied to Enterprise Services' reasonable satisfaction; *Provided*, however, that, if after thirty (30) days from such a suspension notice, Contractor remains in default, Enterprise Services may terminate Contractor's rights under this Master Contract. All of Contractor's obligations to Enterprise Services and Purchasers survive termination of Contractor's rights under this Master Contract, until such obligations have been fulfilled.
- 13.2. **DEFAULT.** Each of the following events shall constitute default of this Master Contract by Contractor:
- (a) Contractor fails to perform or comply with any of the terms or conditions of this Master Contract including, but not limited to, Contractor's obligation to pay vendor management fees when due;
  - (b) Contractor breaches any representation or warranty provided herein; or
  - (c) Contractor enters into proceedings relating to bankruptcy, whether voluntary or involuntary.
- 13.3. **REMEDIES FOR DEFAULT.**
- (a) Enterprise Services' rights to suspend and terminate Contractor's rights under this Master Contract are in addition to all other available remedies.

- (b) In the event of termination for default, Enterprise Services may exercise any remedy provided by law including, without limitation, the right to procure for all Purchasers replacement goods. In such event, Contractor shall be liable to Enterprise Services for damages as authorized by law including, but not limited to, any price difference between the Master Contract price and the replacement or cover price as well as any administrative and/or transaction costs directly related to such replacement procurement – e.g., the cost of the competitive procurement.
- 13.4. LIMITATION ON DAMAGES. Notwithstanding any provision to the contrary, the parties agree that in no event shall any party or Purchaser be liable to the other for exemplary or punitive damages.
- 13.5. GOVERNMENTAL TERMINATION.
  - (a) Termination for Withdrawal of Authority. Enterprise Services may suspend or terminate this Master Contract if, during the term hereof, Enterprise Services' procurement authority is withdrawn, reduced, or limited such that Enterprise Services, in its judgment, would lack authority to enter into this Master Contract; *Provided*, however, that such suspension or termination for withdrawal of authority shall only be effective upon twenty (20) days prior written notice; and *Provided further*, that such suspension or termination for withdrawal of authority shall not relieve any Purchaser from payment for goods already ordered as of the effective date of such notice. Except as stated in this provision, in the event of such suspension or termination for withdrawal of authority, neither Enterprise Services nor any Purchaser shall have any obligation or liability to Contractor.
  - (b) Termination for Public Convenience. Enterprise Services, for public convenience, may terminate this Master Contract; *Provided*, however, that such termination for public convenience must, in Enterprise Services' judgment, be in the best interest of the State of Washington; and *Provided further*, that such termination for public convenience shall only be effective upon sixty (60) days prior written notice; and *Provided further*, that such termination for public convenience shall not relieve any Purchaser from payment for goods already ordered as of the effective date of such notice. Except as stated in this provision, in the event of such termination for public convenience, neither Enterprise Services nor any Purchaser shall have any obligation or liability to Contractor.
- 13.6. TERMINATION PROCEDURE. Regardless of basis, in the event of suspension or termination (in full or in part), the parties shall cooperate to ensure an orderly and efficient suspension or termination. Accordingly, Contractor shall deliver to Purchasers all goods that are complete (or with approval from Enterprise Services, substantially complete) and Purchasers shall inspect, accept, and pay for the same in accordance with this Master Contract and the applicable Purchase Order. Unless directed by Enterprise Services to the contrary, Contractor shall not process any orders after notice of suspension or termination inconsistent therewith.

#### **14. GENERAL PROVISIONS.**

- 14.1. TIME IS OF THE ESSENCE. Time is of the essence for each and every provision of this Master Contract.
- 14.2. COMPLIANCE WITH LAW. Contractor shall comply with all applicable law.

- 14.3. INTEGRATED AGREEMENT. This Master Contract constitutes the entire agreement and understanding of the parties with respect to the subject matter and supersedes all prior negotiations, representations, and understandings between them. There are no representations or understandings of any kind not set forth herein.
- 14.4. AMENDMENT OR MODIFICATION. Except as set forth herein, this Master Contract may not be amended or modified except in writing and signed by a duly authorized representative of each party.
- 14.5. AUTHORITY. Each party to this Master Contract, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Master Contract and that its execution, delivery, and performance of this Master Contract has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
- 14.6. NO AGENCY. The parties agree that no agency, partnership, or joint venture of any kind shall be or is intended to be created by or under this Master Contract. Neither party is an agent of the other party nor authorized to obligate it.
- 14.7. ASSIGNMENT. Contractor may not assign its rights under this Master Contract without Enterprise Services' prior written consent and Enterprise Services may consider any attempted assignment without such consent to be void; *Provided*, however, that, if Contractor (a) provides written notice to Enterprise Services within thirty (30) days of such event and (b) timely executes Enterprise Services' Assignment, Assumption, and Consent Agreement, Contractor may assign its rights under this Master Contract in full to any parent, subsidiary, or affiliate of Contractor that controls or is controlled by or under common control with Contractor, is merged or consolidated with Contractor, or purchases a majority or controlling interest in the ownership or assets of Contractor. Unless otherwise agreed, Contractor guarantees prompt performance of all obligations under this Master Contract notwithstanding any prior assignment of its rights.
- 14.8. BINDING EFFECT; SUCCESSORS & ASSIGNS. This Master Contract shall be binding upon and shall inure to the benefit of the parties hereto and their respective successors and assigns.
- 14.9. PUBLIC INFORMATION. This Master Contract and all related documents are subject to public disclosure as required by Washington's Public Records Act, RCW 42.56.
- 14.10. ASSIGNMENT OF ANTITRUST RIGHTS REGARDING PURCHASED GOODS. Contractor irrevocably assigns to Enterprise Services, on behalf of the State of Washington, any claim for relief or cause of action which Contractor now has or which may accrue to Contractor in the future by reason of any violation of state or federal antitrust laws in connection with any goods provided in Washington for the purpose of carrying out Contractor's obligations under this Master Contract, including, at Enterprise Services' option, the right to control any such litigation on such claim for relief or cause of action.
- 14.11. FEDERAL FUNDS. To the extent that any Purchaser uses federal funds to purchase goods pursuant to this Master Contract, such Purchaser shall specify, with its Purchase Order, any applicable requirement or certification that must be satisfied by Contractor at the time the Purchase Order is placed or upon delivery of such goods to Purchaser.
- 14.12. SEVERABILITY. If any provision of this Master Contract is held to be invalid or unenforceable, such provision shall not affect or invalidate the remainder of this Master Contract, and to this end the provisions of this Master Contract are declared to be severable. If such invalidity



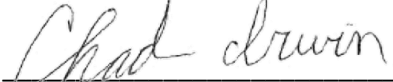
becomes known or apparent to the parties, the parties agree to negotiate promptly in good faith in an attempt to amend such provision as nearly as possible to be consistent with the intent of this Master Contract.

- 14.13. **WAIVER.** Failure of either party to insist upon the strict performance of any of the terms and conditions hereof, or failure to exercise any rights or remedies provided herein or by law, or to notify the other party in the event of breach, shall not release the other party of any of its obligations under this Master Contract, nor shall any purported oral modification or rescission of this Master Contract by either party operate as a waiver of any of the terms hereof. No waiver by either party of any breach, default, or violation of any term, warranty, representation, contract, covenant, right, condition, or provision hereof shall constitute waiver of any subsequent breach, default, or violation of the same or other term, warranty, representation, contract, covenant, right, condition, or provision.
- 14.14. **SURVIVAL.** All representations, warranties, covenants, agreements, and indemnities set forth in or otherwise made pursuant to this Master Contract shall survive and remain in effect following the expiration or termination of this Master Contract, *Provided*, however, that nothing herein is intended to extend the survival beyond any applicable statute of limitations periods.
- 14.15. **GOVERNING LAW.** The validity, construction, performance, and enforcement of this Master Contract shall be governed by and construed in accordance with the laws of the State of Washington, without regard to its choice of law rules.
- 14.16. **JURISDICTION & VENUE.** In the event that any action is brought to enforce any provision of this Master Contract, the parties agree to exclusive jurisdiction in Thurston County Superior Court for the State of Washington and agree that in any such action venue shall lie exclusively at Olympia, Washington.
- 14.17. **ATTORNEYS' FEES.** Should any legal action or proceeding be commenced by either party in order to enforce this Master Contract or any provision hereof, or in connection with any alleged dispute, breach, default, or misrepresentation in connection with any provision herein contained, the prevailing party shall be entitled to recover reasonable attorneys' fees and costs incurred in connection with such action or proceeding, including costs of pursuing or defending any legal action, including, without limitation, any appeal, discovery, or negotiation and preparation of settlement arrangements, in addition to such other relief as may be granted.
- 14.18. **FAIR CONSTRUCTION & INTERPRETATION.** The provisions of this Master Contract shall be construed as a whole according to their common meaning and not strictly for or against any party and consistent with the provisions contained herein in order to achieve the objectives and purposes of this Master Contract. Each party hereto and its counsel has reviewed and revised this Master Contract and agrees that the normal rules of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be construed in the interpretation of this Master Contract. Each term and provision of this Master Contract to be performed by either party shall be construed to be both a covenant and a condition.
- 14.19. **FURTHER ASSURANCES.** In addition to the actions specifically mentioned in this Master Contract, the parties shall each do whatever may reasonably be necessary to accomplish the transactions contemplated in this Master Contract including, without limitation, executing any additional documents reasonably necessary to effectuate the provisions and purposes of this Master Contract.

- 14.20. EXHIBITS. All exhibits referred to herein are deemed to be incorporated in this Master Contract in their entirety.
- 14.21. CAPTIONS & HEADINGS. The captions and headings in this Master Contract are for convenience only and are not intended to, and shall not be construed to, limit, enlarge, or affect the scope or intent of this Master Contract nor the meaning of any provisions hereof.
- 14.22. ELECTRONIC SIGNATURES. An electronic signature or electronic record of this Master Contract or any other ancillary agreement shall be deemed to have the same legal effect as delivery of an original executed copy of this Master Contract or such other ancillary agreement for all purposes.
- 14.23. COUNTERPARTS. This Master Contract may be executed in any number of counterparts, each of which shall be deemed an original and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Master Contract at different times and places by the parties shall not affect the validity thereof so long as all the parties hereto execute a counterpart of this Master Contract.

EXECUTED as of the date and year first above written.

**STATE OF WASHINGTON**  
**Department of Enterprise Services**

By: 

Chad Irwin

Its: Procurement Supervisor

**CONSOLIDATED ELECTRICAL DISTRIBUTORS, INC.,**  
**a Delaware Corporation**

By: 

Type Name James O'Rourke

Its: Title Contract Sales Manager

## INCLUDED GOODS

## Roadway Luminaires, Components &amp; HPS Lamps

Description	Manufacturer and Catalog #	Est. 2-Year Usage	Unit of Measure
HPS 100W, low mercury content, eco friendly (TCLP compliant)		200	Ea
HPS 150W, low mercury content, eco friendly (TCLP compliant)		200	Ea
HPS 200W, low mercury content, eco friendly (TCLP compliant)		200	Ea
HPS 250W, low mercury content, eco friendly (TCLP compliant)		200	Ea
HPS 310W, low mercury content, eco friendly (TCLP compliant)		200	Ea

## LED Luminaires Fixed Price

Manufacturer: Cree					
Part Number	Description	Wattage Class	Power Use (Watts)	Volts	Unit Of Measure
XSPLG-D-HT-3ME-18L-30K7-UL-J-X3	XSP Large (XSPLG)	200W	85	120-240V	Ea
TRVLG-A-HT-3ME-16L-30K7-UL-GY-4BLT-W10	Traveyo Large (TRVLG)	250W	110	120-240V	Ea
XSPLG-D-HT-3ME-24L-30K7-UL-J-X7	XSP Large (XSPLG)	310W	164	120-240V	Ea
TRVXL-A-HT-3ME-30L-30K7-UL-GY-4BLT-W10	Traveyo Extra Large (TRVXL)	400W	219	120-240V	Ea
XSPLG-D-HT-3ME-18L-30K7-UL-J-X3	XSP Large (XSPLG)	200W	85	480V	Ea
TRVLG-A-HT-3ME-16L-30K7-UH-GY-4BLT-W10	Traveyo Large (TRVLG)	250W	110	480V	Ea
XSPLG-D-HT-3ME-24L-30K7-UH-J-X7	XSP Large (XSPLG)	310W	164	480V	Ea
TRVXL-A-HT-3ME-30L-30K7-UH-GY-4BLT-W10	Traveyo Extra Large (TRVXL)	400W	219	480V	Ea

	Additional Cost for 480 Volt				Ea
<b>Discount for volume purchases:</b>					
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>				
<b>200+</b>	<b>5%</b>				
<b>Manufacturer: Leotek</b>					
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>
GCL1-80J-MV-30K-3F-GY-155-LPCR-4B-DSC-WL20E	Green Cobra Large (GCL)	200W	105	120-240V	Ea
GCL1-80J-MV-30K-3F-GY-185-LPCR-4B-DSC-WL25E	Green Cobra Large (GCL)	250W	123	120-240V	Ea
GCL2-80J-MV-30K-3F-GY-240-LPCR-4B-DSC-WL31E	Green Cobra Large (GCL)	310W	171	120-240V	Ea
GC2-96G-MV-WW-3R-GY-800-LPCR-DSC-WL40E	Green Cobra 2 (GC2)	400W	242	120-240V	Ea
GCL1-80J-HV-30K-3F-GY-155-LPCR-4B-DSC-WL20E	Green Cobra Large (GCL)	200W	105	480V	Ea
GCL1-80J-HV-30K-3F-GY-185-LPCR-4B-DSC-WL25E	Green Cobra Large (GCL)	250W	123	480V	Ea
GCL2-80J-HV-30K-3F-GY-240-LPCR-4B-DSC-WL31E	Green Cobra Large (GCL)	310W	171	480V	Ea
GC2-96G-HV-WW-3R-GY-800-LPCR-DSC-WL40E	Green Cobra 2 (GC2)	400W	242	480V	Ea
	Additional Cost for 480 Volt				Ea
<b>Discount for volume purchases:</b>					
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>				
<b>50-199</b>	<b>10%</b>				
<b>200+</b>	<b>15%</b>				
<b>Manufacturer: Acuity Brands (American Electric Lighting)</b>					
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>

ATB0-P303-MVOLT-R4-3K-MP-NL-NR-RFD322883	Autobahn (ATB0)	200W	83	120-240V	Ea
ATB0-P451-MVOLT-R3-3K-MP-NL-NR-RFD323475	Autobahn (ATB0)	250W	105	120-240V	Ea
ATB0-P454-MVOLT-R3-3K-MP-NL-NR-RFD322854	Autobahn (ATB0)	310W	159	120-240V	Ea
ATB0-P455-MVOLT-R3-3K-NL-NR-RFD322886	Autobahn (ATB0)	400W	159	120-240V	Ea
ATB0-P303-480-R4-3K-MP-NL-NR-RFD322887	Autobahn (ATB0)	200W	83	480V	Ea
ATB0-P451-480-R3-3K-MP-NL-NR-RFD323476	Autobahn (ATB0)	250W	105	480V	Ea
ATB0-P454-480-R3-3K-NL-NR-RFD324924	Autobahn (ATB0)	310W	159	480V	Ea
ATB0-P455-480-R3-3K-NL-NR-RFD322890	Autobahn (ATB0)	400W	159	480V	Ea
	Additional Cost for 480 Volt				Ea
<b>Discount for volume purchases:</b>					
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>				
<b>50-199</b>	<b>10%</b>				
<b>200+</b>	<b>15%</b>				
<b>Manufacturer: Cooper (Streetworks)</b>					
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>
ARCH-M-PA2-70-730-U-T3-AP-10K-U101941	Archeon Medium (ARCH-M)	200W	73	120-240V	Ea
NVN-AF-02-E-U-T3-10K-7030-AP-U99549	Navion (NVN)	200W	85	120-240V	Ea
NVN-AF-03-E-U-T3R-10K-7030-800-AP-U99550	Navion (NVN)	250W	113	120-240V	Ea
ARCH-M-PA2-120-730-U-T3-AP-10K-U103211	Archeon Medium (ARCH-M)	250W	122	120-240V	Ea
ARCH-L-PA3-160-730-U-T3-AP-10K-U103213	Archeon Large (ARCH-L)	310W	162	120-240V	Ea
NVN-AF-03-E-U-T3-10K-7030-AP-U99551	Navion (NVN)	310W	166	120-240V	Ea
ARCH-L-PA3-220-730-U-T3-AP-10K-U103215	Archeon Large (ARCH-L)	400W	222	120-240V	Ea

NVN-AF-04-E-U-T3R-10K-7030-AP-U99552	Navion (NVN)	400W	249	120-240V	Ea
ARCH-M-PA2-70-730-8-T3-AP-10K-U101940	Archeon Medium (ARCH-M)	200W	73	480V	Ea
NVN-AF-02-E-8-T3-10K-7030-AP-U99583	Navion (NVN)	200W	85	480V	Ea
NVN-AF-03-E-8-T3R-10K-7030-800-AP-U99584	Navion (NVN)	250W	113	480V	Ea
ARCH-M-PA2-120-730-8-T3-AP-10K-U103212	Archeon Medium (ARCH-M)	250W	122	480V	Ea
ARCH-L-PA3-160-730-8-T3-AP-10K-U103214	Archeon Large (ARCH-L)	310W	162	480V	Ea
NVN-AF-03-E-8-T3-10K-7030-AP-U99585	Navion (NVN)	310W	166	480V	Ea
ARCH-L-PA3-220-730-8-T3-AP-10K-U103216	Archeon Large (ARCH-L)	400W	222	480V	Ea
NVN-AF-04-E-8-T3R-10K-7030-AP-U99586	Navion (NVN)	400W	249	480V	Ea
	Additional Cost for 480 Volt				Ea
	Additional Cost for Fuse Block				Ea
<b>Discount for volume purchases:</b>					
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>				
<b>50-199</b>	<b>10%</b>				
<b>200+</b>	<b>15%</b>				
<b>Manufacturer: GE</b>					
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>
ERLH-0-13-C3-30-1-GRAY-A-B-I-L-055	Evolve (ERLH)	200W	111	120-240V	Ea
ERL2-0-18-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	250W	140	120-240V	Ea
ERL2-0-21-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	310W	177	120-240V	Ea
ERL2-0-28-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	400W	251	120-240V	Ea
ERLH-0-13-C3-30-1-GRAY-A-B-I-L-055	Evolve (ERLH)	200W	111	480V	Ea

ERL2-H-18-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	250W	140	480V	Ea
ERL2-H-21-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	310W	177	480V	Ea
ERL2-H-28-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	400W	251	480V	Ea
	Additional Cost for 480 Volt				Ea

**Manufacturer: Signify**

Part Number	Description	Wattage Class	Power Use (Watts)	Volts	Unit Of Measure
RFM-108W32LED3K-G2-R3M-UNIV-2C-NRC-GY3	RoadFocus Medium (RFM)	200W	108	120-240V	Ea
RFL-135W80LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	250W	136	120-240V	Ea
RFL-165W100LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	310W	156	120-240V	Ea
RFL-225W100LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	400W	243	120-240V	Ea
RFM-108W32LED3K-G2-R3M-UNIV-2C-NRC-GY3	RoadFocus Medium (RFM)	200W	108	480V	Ea
RFL-135W80LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	250W	136	480V	Ea
RFL-165W100LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	310W	156	480V	Ea
RFL-225W100LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	400W	243	480V	Ea
	Additional Cost for 480 Volt				Ea

**Manufacturer: SolarMAX**

Part Number	Description	Wattage Class	Power Use (Watts)	Volts	Unit Of Measure
SMX-68WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	200W	68	120-240V	Ea
SMX-120WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	250W	120	120-240V	Ea
SMX-166WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	310W	166	120-240V	Ea
SMX-218WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	400W	218	120-240V	Ea

SMX-68WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	200W	68	480V	Ea
SMX-120WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	250W	120	480V	Ea
SMX-166WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	310W	166	480V	Ea
SMX-218WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	400W	218	480V	Ea
	Additional Cost for 480 Volt				Ea
	Additional Cost for Fuse Block				Ea
	Additional Cost for Shorting Cap				Ea

**LED % Percent Discount Off List Price**

For current prices of LED roadway luminaire types (% off list) and accessories see table below:

**Note: Any LED fixtures included in Category Four (LED – Fixed Price) are EXCLUDED from this Category Five.**

**Luminaire Types:**

Item	Description	Manufacturer	Contractor	% Off List	Volume Discounts 200+
1	Pole/Arm Mounted – Decorative	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Leotek	CED	41%	5%
		Signify	CED	24%	5%
		SolarMAX	CED	16%	5%
2	Pole/Arm Mounted – Area & Roadway	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Leotek	CED	41%	5%
		Signify	CED	24%	5%
		SolarMAX	CED	16%	5%
3	Overhead Sign	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
4		Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%



Item	Description	Manufacturer	Contractor	% Off List	Volume Discounts 200+
	Tunnel – Ceiling Mount	Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
5	Tunnel – Wall Mount	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
6	Wall Mount /Wallpack	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Leotek	CED	41%	5%
		Signify	CED	24%	5%
7	Ceiling Mount / Underdeck	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
8	Highmast / High Bay	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
9	Parking Garage / Canopy	Acuity Brands	CED	25%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	24%	5%
		GE Lighting Solutions	CED	46%	5%
		Signify	CED	24%	5%
		SolarMAX	CED	16%	5%

**Luminaire Parts & Accessories:**

Item	Description	Manufacturer	Contractor	% Off List	Volume Discounts 200+
1	Dimming Control Module	Acuity Brands	CED	26%	5%
3	Drivers	Acuity Brands	CED	26%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	20%	5%
4	Photocontrols	Acuity Brands	CED	26%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	22%	5%
		Leotek	CED	41%	5%
		Signify	CED	24%	5%

Item	Description	Manufacturer	Contractor	% Off List	Volume Discounts 200+
		SolarMAX	CED	16%	5%
5	Control System Nodes	Acuity Brands	CED	26%	5%
		Signify	CED	24%	5%
		SolarMAX	CED	16%	5%
7	Gateway Control System	Acuity Brands	CED	26%	5%
8	Shorting Cap	Acuity Brands	CED	26%	5%
		Cooper Lighting	CED	41%	5%
		Cree / Beta	CED	22%	5%
		Leotek	CED	41%	5%
		Signify	CED	24%	5%
		SolarMAX	CED	16%	5%

PRICES FOR GOODS

High Pressure Sodium Lamps

Description	Manufacturer and Catalog #	Est. 2-Year Usage	Unit of Measure	Non Buy America Unit Price	Price Federal (Buy America)
HPS 100W, low mercury content, eco friendly (TCLP compliant)		200	Ea	\$10.65	\$14.00
HPS 150W, low mercury content, eco friendly (TCLP compliant)		200	Ea	\$11.50	\$15.00
HPS 200W, low mercury content, eco friendly (TCLP compliant)		200	Ea	\$16.65	\$22.00
HPS 250W, low mercury content, eco friendly (TCLP compliant)		200	Ea	\$12.25	\$16.00
HPS 310W, low mercury content, eco friendly (TCLP compliant)		200	Ea	\$15.00	\$22.00

LED Luminaires Fixed Price

Manufacturer: Cree							
Part Number	Description	Wattage Class	Power Use (Watts)	Volts	Unit Of Measure	Non Buy America Unit Price	Price Federal (Buy America)
XSPLG-D-HT-3ME-18L-30K7-UL-J-X3	XSP Large (XSPLG)	200W	85	120-240V	Ea	\$403.50	\$403.50
TRVLG-A-HT-3ME-16L-30K7-UL-GY-4BLT-W10	Traveyo Large (TRVLG)	250W	110	120-240V	Ea	\$269.50	\$269.50
XSPLG-D-HT-3ME-24L-30K7-UL-J-X7	XSP Large (XSPLG)	310W	164	120-240V	Ea	\$507.00	\$507.00
TRVXL-A-HT-3ME-30L-30K7-UL-GY-4BLT-W10	Traveyo Extra Large (TRVXL)	400W	219	120-240V	Ea	\$557.00	\$557.00
XSPLG-D-HT-3ME-18L-30K7-UL-J-X3	XSP Large (XSPLG)	200W	85	480V	Ea	\$418.00	\$418.00
TRVLG-A-HT-3ME-16L-30K7-UH-GY-4BLT-W10	Traveyo Large (TRVLG)	250W	110	480V	Ea	\$295.00	\$295.00
XSPLG-D-HT-3ME-24L-30K7-UH-J-X7	XSP Large (XSPLG)	310W	164	480V	Ea	\$521.50	\$521.50
TRVXL-A-HT-3ME-30L-30K7-UH-GY-4BLT-W10	Traveyo Extra Large (TRVXL)	400W	219	480V	Ea	\$593.00	\$593.00
	Additional Cost for 480 Volt				Ea	\$35.50	\$35.50
<b>Discount for volume purchases:</b>							
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>						

<b>200+</b>	<b>5%</b>						
<b>Manufacturer: Leotek</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
GCL1-80J-MV-30K-3F-GY-155-LPCR-4B-DSC-WL20E	Green Cobra Large (GCL)	200W	105	120-240V	Ea	\$493.85	\$493.85
GCL1-80J-MV-30K-3F-GY-185-LPCR-4B-DSC-WL25E	Green Cobra Large (GCL)	250W	123	120-240V	Ea	\$493.85	\$493.85
GCL2-80J-MV-30K-3F-GY-240-LPCR-4B-DSC-WL31E	Green Cobra Large (GCL)	310W	171	120-240V	Ea	\$545.00	\$545.00
GC2-96G-MV-WW-3R-GY-800-LPCR-DSC-WL40E	Green Cobra 2 (GC2)	400W	242	120-240V	Ea	\$596.00	\$596.00
GCL1-80J-HV-30K-3F-GY-155-LPCR-4B-DSC-WL20E	Green Cobra Large (GCL)	200W	105	480V	Ea	\$570.50	\$570.50
GCL1-80J-HV-30K-3F-GY-185-LPCR-4B-DSC-WL25E	Green Cobra Large (GCL)	250W	123	480V	Ea	\$570.50	\$570.50
GCL2-80J-HV-30K-3F-GY-240-LPCR-4B-DSC-WL31E	Green Cobra Large (GCL)	310W	171	480V	Ea	\$673.85	\$673.85
GC2-96G-HV-WW-3R-GY-800-LPCR-DSC-WL40E	Green Cobra 2 (GC2)	400W	242	480V	Ea	\$658.50	\$658.50
	Additional Cost for 480 Volt				Ea	\$65.00	\$65.00
<b>Discount for volume purchases:</b>							
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>						
<b>50-199</b>	<b>10%</b>						
<b>200+</b>	<b>15%</b>						
<b>Manufacturer: Acuity Brands (American Electric Lighting)</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
ATB0-P303-MVOLT-R4-3K-MP-NL-NR-RFD322883	Autobahn (ATB0)	200W	83	120-240V	Ea	\$410.00	\$475.00
ATB0-P451-MVOLT-R3-3K-MP-NL-NR-RFD323475	Autobahn (ATB0)	250W	105	120-240V	Ea	\$475.00	\$510.00
ATB0-P454-MVOLT-R3-3K-MP-NL-NR-RFD322854	Autobahn (ATB0)	310W	159	120-240V	Ea	\$590.00	\$670.00
ATB0-P455-MVOLT-R3-3K-NL-NR-RFD322886	Autobahn (ATB0)	400W	159	120-240V	Ea	\$635.00	\$720.00
ATB0-P303-480-R4-3K-MP-NL-NR-RFD322887	Autobahn (ATB0)	200W	83	480V	Ea	\$440.00	\$490.00
ATB0-P451-480-R3-3K-MP-NL-NR-RFD323476	Autobahn (ATB0)	250W	105	480V	Ea	\$495.00	\$565.00
ATB0-P454-480-R3-3K-NL-NR-RFD324924	Autobahn (ATB0)	310W	159	480V	Ea	\$650.00	\$690.00

ATBO-P455-480-R3-3K-NL-NR-RFD322890	Autobahn (ATBO)	400W	159	480V	Ea	\$665.00	\$740.00
	Additional Cost for 480 Volt				Ea	\$30.00	\$35.00
<b>Discount for volume purchases:</b>							
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>						
<b>50-199</b>	<b>10%</b>						
<b>200+</b>	<b>15%</b>						
<b>Manufacturer: Cooper (Streetworks)</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
ARCH-M-PA2-70-730-U-T3-AP-10K-U101941	Archeon Medium (ARCH-M)	200W	73	120-240V	Ea	\$325.00	\$325.00
NVN-AF-02-E-U-T3-10K-7030-AP-U99549	Navion (NVN)	200W	85	120-240V	Ea	\$408.85	\$408.85
NVN-AF-03-E-U-T3R-10K-7030-800-AP-U99550	Navion (NVN)	250W	113	120-240V	Ea	\$467.00	\$467.00
ARCH-M-PA2-120-730-U-T3-AP-10K-U103211	Archeon Medium (ARCH-M)	250W	122	120-240V	Ea	\$346.50	\$346.50
ARCH-L-PA3-160-730-U-T3-AP-10K-U103213	Archeon Large (ARCH-L)	310W	162	120-240V	Ea	\$453.50	\$453.50
NVN-AF-03-E-U-T3-10K-7030-AP-U99551	Navion (NVN)	310W	166	120-240V	Ea	\$467.00	\$467.00
ARCH-L-PA3-220-730-U-T3-AP-10K-U103215	Archeon Large (ARCH-L)	400W	222	120-240V	Ea	\$473.25	\$473.25
NVN-AF-04-E-U-T3R-10K-7030-AP-U99552	Navion (NVN)	400W	249	120-240V	Ea	\$620.25	\$620.25
ARCH-M-PA2-70-730-8-T3-AP-10K-U101940	Archeon Medium (ARCH-M)	200W	73	480V	Ea	\$340.25	\$340.25
NVN-AF-02-E-8-T3-10K-7030-AP-U99583	Navion (NVN)	200W	85	480V	Ea	\$422.00	\$422.00
NVN-AF-03-E-8-T3R-10K-7030-800-AP-U99584	Navion (NVN)	250W	113	480V	Ea	\$479.25	\$479.25
ARCH-M-PA2-120-730-8-T3-AP-10K-U103212	Archeon Medium (ARCH-M)	250W	122	480V	Ea	\$359.75	\$359.75
ARCH-L-PA3-160-730-8-T3-AP-10K-U103214	Archeon Large (ARCH-L)	310W	162	480V	Ea	\$485.25	\$485.25
NVN-AF-03-E-8-T3-10K-7030-AP-U99585	Navion (NVN)	310W	166	480V	Ea	\$479.25	\$479.25
ARCH-L-PA3-220-730-8-T3-AP-10K-U103216	Archeon Large (ARCH-L)	400W	222	480V	Ea	\$485.25	\$485.25

NVN-AF-04-E-8-T3R-10K-7030-AP-U99586	Navion (NVN)	400W	249	480V	Ea	\$632.50	\$632.50
	Additional Cost for 480 Volt				Ea	\$12.25	\$12.00
	Additional Cost for Fuse Block				Ea	\$9.25	\$9.25
<b>Discount for volume purchases:</b>							
<b>Quantity</b>	<b>Percentage Discount Off Unit Price</b>						
<b>50-199</b>	<b>10%</b>						
<b>200+</b>	<b>15%</b>						
<b>Manufacturer: GE</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
ERLH-0-13-C3-30-1-GRAY-A-B-I-L-055	Evolve (ERLH)	200W	111	120-240V	Ea	\$307.75	\$307.75
ERL2-0-18-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	250W	140	120-240V	Ea	\$348.25	\$348.25
ERL2-0-21-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	310W	177	120-240V	Ea	\$387.50	\$387.50
ERL2-0-28-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	400W	251	120-240V	Ea	\$524.00	\$524.00
ERLH-0-13-C3-30-1-GRAY-A-B-I-L-055	Evolve (ERLH)	200W	111	480V	Ea	\$308.75	\$308.75
ERL2-H-18-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	250W	140	480V	Ea	\$349.25	\$349.25
ERL2-H-21-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	310W	177	480V	Ea	\$386.50	\$386.50
ERL2-H-28-C3-30-1-GRAY-A-B-I-L-041	Evolve (ERL2)	400W	251	480V	Ea	\$526.00	\$526.00
	Additional Cost for 480 Volt				Ea	\$2.00	\$2.00
<b>Manufacturer: Signify</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
RFM-108W32LED3K-G2-R3M-UNIV-2C-NRC-GY3	RoadFocus Medium (RFM)	200W	108	120-240V	Ea	\$240.00	\$240.00
RFL-135W80LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	250W	136	120-240V	Ea	\$430.00	\$430.00
RFL-165W100LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	310W	156	120-240V	Ea	\$480.00	\$480.00
RFL-225W100LED3K-G2-R3M-UNIV-NRC-GY3	RoadFocus Large (RFL)	400W	243	120-240V	Ea	\$480.00	\$480.00

RFM-108W32LED3K-G2-R3M-UNIV-2C-NRC-GY3	RoadFocus Medium (RFM)	200W	108	480V	Ea	\$290.00	\$290.00
RFL-135W80LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	250W	136	480V	Ea	\$455.00	\$455.00
RFL-165W100LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	310W	156	480V	Ea	\$505.00	\$505.00
RFL-225W100LED3K-G2-R3M-HVU-NRC-GY3	RoadFocus Large (RFL)	400W	243	480V	Ea	\$505.00	\$505.00
	Additional Cost for 480 Volt				Ea	\$25.00	\$25.00
<b>Manufacturer: SolarMAX</b>							
<b>Part Number</b>	<b>Description</b>	<b>Wattage Class</b>	<b>Power Use (Watts)</b>	<b>Volts</b>	<b>Unit Of Measure</b>	<b>Non Buy America Unit Price</b>	<b>Price Federal (Buy America)</b>
SMX-68WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	200W	68	120-240V	Ea	\$182.50	\$195.00
SMX-120WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	250W	120	120-240V	Ea	\$220.00	\$230.00
SMX-166WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	310W	166	120-240V	Ea	\$230.00	\$250.00
SMX-218WiE-NV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	400W	218	120-240V	Ea	\$270.00	\$285.00
SMX-68WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	200W	68	480V	Ea	\$210.00	\$225.00
SMX-120WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	250W	120	480V	Ea	\$245.00	\$265.00
SMX-166WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	310W	166	480V	Ea	\$255.00	\$275.00
SMX-218WiE-HV-LL5-NR-3070-T302-AP-10-CUL(WS)	SMX-LL5	400W	218	480V	Ea	\$295.00	\$325.00
	Additional Cost for 480 Volt				Ea	\$25.00	\$35.00
	Additional Cost for Fuse Block				Ea	\$40.00	\$50.00
	Additional Cost for Shorting Cap				Ea	\$9.25	\$10.25

**INSURANCE REQUIREMENTS**

1. **INSURANCE OBLIGATION.** During the Term of this Master Contract, Contractor shall possess and maintain in full force and effect, at Contractor's sole expense, the following insurance coverages:
  - a. **COMMERCIAL GENERAL LIABILITY INSURANCE.** Commercial general liability insurance (and, if necessary, commercial umbrella liability insurance) covering bodily injury, property damage, products/completed operations, personal injury, and advertising injury liability on an 'occurrence form' that shall be no less comprehensive and no more restrictive than the coverage provided by Insurance Services Office (ISO) under the most recent version of form CG 00 01 in the amount of not less than \$2,000,000 per occurrence and \$4,000,000 general aggregate. This coverage shall include blanket contractual liability coverage. This coverage shall include a cross-liability clause or separation of insured condition.
  - b. **WORKERS' COMPENSATION INSURANCE.** Contractor shall comply with applicable Workers' Compensation or Industrial Accident insurance providing benefits as required by law.
  - c. **EMPLOYERS' LIABILITY (STOP GAP) INSURANCE.** Employers' liability insurance (and, if necessary, commercial umbrella liability insurance) with limits not less than \$1,000,000 each accident for bodily injury by accident, \$1,000,000 each employee for bodily injury by disease, and \$1,000,000 bodily injury by disease policy limit.
  - d. **BUSINESS TRANSPORTATION LIABILITY INSURANCE.** This insurance shall apply to all owned, non-owned and hired vehicles. Limits of liability shall not be less than \$2,000,000 combined single limit per accident.

The insurance coverage limits set forth herein are the minimum. Contractor's insurance coverage shall be no less than the minimum amounts specified. Coverage in the amounts of these minimum limits, however, shall not be construed to relieve Contractor from liability in excess of such limits. Contractor waives all rights against the State of Washington for the recovery of damages to the extent such damages are covered by any insurance required herein.

2. **INSURANCE CARRIER RATING.** Coverages provided by Contractor must be underwritten by an insurance company deemed acceptable to the State of Washington's Office of Risk Management. Insurance coverage shall be provided by companies authorized to do business within the State of Washington and rated A- Class VII or better in the most recently published edition of Best's Insurance Rating. Enterprise Services reserves the right to reject all or any insurance carrier(s) with an unacceptable financial rating.
3. **ADDITIONAL INSURED.** Commercial General Liability, Commercial Automobile Liability, and Pollution Liability Insurance shall include the State of Washington and all authorized Purchasers (and their agents, officers, and employees) as Additional Insureds evidenced by copy of the Additional Insured Endorsement attached to the Certificate of Insurance on such insurance policies.



4. **CERTIFICATE OF INSURANCE.** Prior to execution of the Master Contract, Contractor shall furnish to Enterprise Services, as evidence of the insurance coverage required by this Master Contract, a certificate of insurance satisfactory to Enterprise Services that insurance, in the above-stated kinds and minimum amounts, has been secured. In addition, no less than ten (10) days prior to coverage expiration, Contractor shall furnish to Enterprise Services an updated or renewed certificate of insurance, satisfactory to Enterprise Services, that insurance, in the above-stated kinds and minimum amounts, has been secured. Failure to maintain or provide proof of insurance, as required, will result in contract cancellation. **All policies and certificates of insurance shall include the Master Contract number stated on the cover of this Master Contract.** All certificates of Insurance and any related insurance documents shall be delivered to Enterprise Services by U.S. mail, postage prepaid, or sent via email, and shall be sent to the address or email address set forth below or to such other address or email address as Enterprise Services may specify in writing:

US Mail: Contracts & Procurement – Master Contract Insurance Certificate  
**Master Contract No. 07521 – Street Lights**  
Attn: Team Maple  
Washington Dept. of Enterprise Services  
PO Box 41411  
Olympia, WA 98504-141

Email: [DESContractsTeamMaple@des.wa.gov](mailto:DESContractsTeamMaple@des.wa.gov)

*Note:* For Email notice, the Email Subject line must state:

**Master Contract Insurance Certificate – Master Contract No. 07521  
– Street Lights**

5. **PRIMARY COVERAGE.** Contractor's insurance shall apply as primary and shall not seek contribution from any insurance or self-insurance maintained by, or provided to, the additional insureds listed above including, at a minimum, the State of Washington and/or any Purchaser. All insurance or self-insurance of the State of Washington and/or Purchasers shall be excess of any insurance provided by Contractor or subcontractors.
6. **SUBCONTRACTORS.** Contractor shall include all subcontractors as insureds under all required insurance policies. Alternatively, prior to utilizing any subcontractor, Contractor shall cause any such subcontractor to provide insurance that complies with all applicable requirements of the insurance set forth herein and shall furnish separate Certificates of Insurance and endorsements for each subcontractor. Each subcontractor must comply fully with all insurance requirements stated herein. Failure of any subcontractor to comply with insurance requirements does not limit Contractor's liability or responsibility.
7. **WAIVER OF SUBROGATION.** Contractor waives all rights of subrogation against the State of Washington and any Purchaser for the recovery of damages to the extent such damages are or would be covered by the insurance specified herein.
8. **NOTICE OF CHANGE OR CANCELLATION.** There shall be no cancellation, material change, exhaustion of aggregate limits, or intent not to renew insurance coverage, either in whole or in part, without at least sixty (60) days prior written Legal Notice by Contractor to Enterprise Services. Failure to

provide such notice, as required, shall constitute default by Contractor. Any such written notice shall include the Master Contract number stated on the cover of this Master Contract.

9. **EXTENDED REPORTING PERIOD.** If any required insurance coverage is on a claims-made basis (rather than occurrence), Contractor shall maintain such coverage for a period of no less than three (3) years following expiration or termination of the Master Contract.

TECHNICAL SPECIFICATIONS

FEDERAL REQUIREMENTS – TITLE VI

**FEDERAL REQUIREMENTS – BUY AMERICA**