

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division

# Contract Award Notification

Title: **Drones DJI Licensing and Streaming**

Contract Period: November 25, 2024, thru November 24, 2025, w/ (4) 1-year options  
**Ext. thru November 24, 2026, w/ (3) 1-year options**

Original Date of Issue: December 4, 2024

Date of Revision: 11/20/25

**BID No:** **RFB-RC-2024-118**

**Catalog:** **Law Enforcement**

Authorized Users: Rockland County District Attorney's Office

Address Inquires To:

Name: Claudia Moodie  
Title: Purchaser II  
Phone: (845) 364-3821  
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E-mail: [moodiec@co.rockland.ny.us](mailto:moodiec@co.rockland.ny.us)

**Description**

**This contract is to provide Drone DJI licensing and streaming**

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 24-118	0000029013	DroneSense, Inc. 2028 E. Ben White Blvd. Ste 240 PMB 4502 Austin, TX 78741 Contact: Munish Chaturvedi Justine Matthews <a href="mailto:munish.chaturvedi@versaterm.com">munish.chaturvedi@versaterm.com</a> <a href="mailto:justine.matthews@versaterm.com">justine.matthews@versaterm.com</a>	667-686-7540

<p style="text-align: center;">COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 FAX NO.: 845-364-3809</p> <p style="text-align: right;">VENDOR: <b>DroneSense Inc.</b></p>							
LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE
<b>SECTION -2 LICENSING &amp; STREAMING</b>							
2-1	Dronesense Class 2 UAS License Covers the DJI Matrice 200,300 and 30 Series, Autel Max 4 T/N Includes:software license Dronesense App and web Console for all users, unlimited viewers and pilots Dronesense DSC2 or Approved Equal	96345000000	1	YEAR	\$ 2,900.00	\$ 2,900.00	DSC2
2-2	Dronesense Class 1 UAS Licensing Covers DJI Mavic series,Autel and Parrot Includes:software license Dronesense App and web Console for all users, unlimited viewers and pilots Dronesense DSC1 or Approved Equal	96345000001	2	YEAR	\$ 1,700.00	\$ 3,400.00	DSC1
2-3	Dronesense CoPilot for Avata copilot applicationsupporting the DJI Avata -Screen Monitoring ONLY DSCP Avata or Approved Equal	96345000002	1	YEAR	\$ 900.00	\$ 900.00	DSSSO
2-4	Dronsense Advance Video Sharing quantity + amount of UAS licenses Included: within package contacts, email & text notifications Magic Video link (Sharing) DSAVS or Approved Equal	96345	4	YEAR			Included in Class 1, Class 2, and Screen Share (Copilot) licenses
2-5	Dronsense Class 2 License -DSR Add-On remote features add on drone DSC2DSR or Approved Equal	96345000003	1	YEAR	\$ 5,000.00	\$ 5,000.00	DSC2DSR
2-6	Dronsense Class 1 License -DSR Add-On remote features add on drone DSC1DSR or Approved Equal	96345000004	2	YEAR	\$ 3,500.00	\$ 7,000.00	DSC1DSR

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2-7	Dronesense Mobile streaming and Tracking (MSAT) Capability to stream video and device location into dronesense from any supported phone or tablet running the Dronesense mobile app unlimited tracked devices 1200 hours of streaming video per year DSMSAT or Approved Equal	9634500005	1	YEAR	\$ 2,400.00	\$ 2,400.00	DSMSAT
2-8	Percent Discount From, Donesense Manufacturer or Approved Equal Nationally Offered Price List For Additional Items as needed (Manufacturer bid must be for the same brand(s) offered above)	9634500006	1000	EACH	0%	0%	Government pricing included in prices shown
	Total lines 2-8					\$ 21,600.00	
	Days to Complete Delivery After Receipt of Purchase Order			DAYS 1			

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**TITLE: DRONES-DJI and LICENSING****RFB-RC-2024-118**

## PURCHASES BY OTHER

### LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: [www.rcpurchasing.com](http://www.rcpurchasing.com)
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at [www.rcpurchasing.com](http://www.rcpurchasing.com). The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

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## **SPECIFICATIONS**

### **1. SCOPE**

- 1.1. The scope of this bid is to provide the latest improved model of a DJI Matrice 350 RTK Drone, accessories, Dronesense Licensing and Paladin Watchtower software subscription as specified or approved equal for the Rockland County District Attorney's Office. The drone will be used to survey various sites and must include all equipment, options, and accessories as noted in the specification pages of this bid. Equipment furnished by supplier must meet or exceed all requirements in specifications.

### **2. GENERAL REQUIREMENTS**

- 2.1. The bidder represents that all equipment offered under this specification shall be new. USED, SHOPWORN, DEMONSTRATOR, PROTOTYPE, OR DISCONTINUED MODELS ARE NOT ACCEPTABLE.
- 2.2. The unit must be completely assembled and adjusted. All equipment including standard and supplemental equipment is to be installed and ready for continuous operation on delivery.
- 2.3. Vendor is to provide all operation manuals for drone and accessories surveillance equipment.
- 2.4. All parts not specifically mentioned, which are necessary for the unit, to be complete and ready for operation or which are normally furnished as standard equipment shall be furnished by the vendor. All parts shall conform in strength, quality, and workmanship to the accepted standards of the industry.
- 2.5. Bid responses must include copy of any licensing/subscription agreements to be considered.
- 2.6. Bids containing restrictions will not be acceptable unless Rockland County Purchasing Department deems that the restrictions conform to County of Rockland requirements.
- 2.7. The unit provided shall meet or exceed all Federal and State of NY laws, regulations, and standards in effect and applicable to equipment furnished at the time of manufacture.
- 2.8. Bidders shall furnish with the bid, or have on file with the County of Rockland, the latest printed literature and detailed specifications on equipment proposed. This literature is for information purposes only.
- 2.9. The vendor must have at least three (3) years' experience in providing specialty unmanned aircraft.
- 2.10. **If a particular make and model is bid, everything that normally is provided with that make and model must be included regardless of whether the specification calls for the item or not.**
- 2.11. The drone and accessories must be delivered after it is completed according to the manufacturer's pre-delivery inspection/service successfully. The equipment must be clean and ready for use upon delivery. All mechanical and electrical components shall be fully functional and operational.
- 2.12. Vendor is to supply on-line instruction for up to 12 months
- 2.13. A Manufacturers MSRP Price list is to be included with your bid in which all percentage discounts will be applied.
- 2.14. Percent Discount is to be entered as a whole number **EX:10%= 0.10**

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- 3.1 All items listed must be completely filled in or the bid will be considered unresponsive and rejected. All prices quoted shall be firm and fixed for the length of the contract with the exception of the Contractor offering additional discounts to the bid prices if they become available from the manufacturer. The contractor is required to pass along all additional discounts or price concessions that may be during the term of this contract.

**4. CONTRACT MWBE**

- 4.1 MWBE goals may have been set for this project. Contractors shall employ good faith efforts to provide MWBE participation.
- 4.2 Many of the orders placed for this type of equipment are processed with New York State or other Grant funds. Therefore, respondents should indicate how they intend to meet the 30% NYS MWBE Grant requirements and if their firm is currently on the list. If so, please provide a current MWBE certificate with your bid. The County encourages submissions by certified Minority and/or Women-Owned Business Enterprises.

**5. BRAND NAME**

- 5.1. **The use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition.**

**6. EQUIVALENT OR APPROVED EQUAL**

- 6.1. If submitting an alternate or approved equal machine, bidder shall submit two (2) copies of brochures/catalogs, specifications, and any other pertinent information, with the bid. This information should be attached directly behind the detailed specifications.
- 6.2. In the event that an alternate is bid, the County of Rockland reserves the right to request a demonstration of the specific model bid. Failure to furnish the demonstration would render the bid for that item as non-responsive.

**7. NOTES**

- 7.1. ***Do not make any revisions or delete any part of the Detailed Specifications. If there are any revisions and/or deletions of the Bid Documents the bid will be rejected as being non-Responsive. All questions pertaining to this Solicitation MUST be submitted in writing (see page 23 of the Bid Specifications).***
- 7.2. ***All Detailed Specifications allow submission of approved equal products. Determination of whether an item is an approved equal is the sole determination of the County of Rockland. Determination on an approved equal will be made during the evaluation process.***

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**TITLE: DRONES-DJI and LICENSING****RFB-RC-2024-118****8. WARRANTY**

- 8.1. The manufacturer's standard warranty is to apply. However, it must be not less than one year, including replacement of parts and labor. If unit is not able to be repaired during the warranty period, full replacement must be made.

**9. CONTRACT PRICE ADJUSTMENTS UPON RENEWAL**

- 9.1 The County recognizes this product has a price component that may have a commodity with changing costs. The Contractor/Supplier may request a Price Adjustment no more frequently than after the first year on renewal of this contract. A Price Adjustment request must be made in writing and include the reason for the request, documentation supporting the request (i.e., commodity increases), the current pricing, and the requested revised pricing.
- 9.2 The County will review the Price Adjustment request. If the Price Adjustment is deemed reasonable the Price Adjustment request will be accepted by written acknowledgement. If the request is not accepted the County may entirely reject the request or may counter with revised pricing. In either case the County will provide a written explanation in support of the decision.
- 9.3 The Director of Purchasing may use available indexes (e.g., CPI or PPI) to determine if the requested Price Adjustment is reasonable. Typically, a Price Adjustment that exceeds 5% will not be approved unless very unusual and significant changes have occurred in the industry.
- 9.4 In the event industry costs decline, the County shall have the right to receive, from the Contractor, a reasonable reduction in prices/pricing that reflect such cost changes in the industry. The County will make a written request to the Contractor for a Price Adjustment in writing with supporting documentation

**10. AWARD**

- 10.1. Award shall be made by Section to the lowest responsible bidder meeting the stated requirements in each section and in the best interest of the County. Bidder must bid on all lines in a section to be awarded that section.
- 10.2. The County of Rockland's District Attorney's Office along with Purchasing Department will determine if any alternate models bid will be suitable for the drones intended purpose and award will be made along with their recommendation.

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**MINIMUM SPECIFICATIONS / REQUIREMENTS  
DECONTAMINATION KITS**

**BIDDER TO NOTE COMPLY OR LIST  
ALTERNATIVE SPECIFICATION**

**DRONE and LICENSING**

**Drone and Accessories**

Matrice 350 RTK Commercial Drone To include: Zenmuse H20T , h20T Gimbel, RC Controller, WB37 intelligent Remote Battery, Carrying case, 2X Landing Gear, Pair of 2110 Propellers , screws, tools and spare Gimbel Damper and rubber Pad Cover  
 Matrice 350RTK or Approved Equal

DJI Remote Controller 3- with standard joystick for DJI Avata 2  
 DJI Controller for Avata 2 or Approved Equal

DJI GPC Hard Case Fits Goggles, DJI Motion 3 controller, motion controller 2 under drone, batteries, charging hub, GPC Lens Pen, Micro Pro, Micro SD Card Holder, 4 Spare Props, and 2 accessory cavities  
 DJI Hard case or Approved Equal

DJI D-RTK High Precision Mobile Station including: (2) Body extension Rod, Charging Hub, (2) WB37 Batteries  
 DJI -RTK or Approved Equal

DJI D-RTK 2 Tri-Pod Mobile Station DJI RTK 2 or Approved Equal

DJI WB37 Batteries  
 DJI WB37 or Approved Equal

**LICENSING**

Dronesense Class 2 UAS License Covers the DJI Matrice 200, 300 and 30 Series, Autel Max 4 T/N  
 Includes: software license Dronesense App and web Console for all users, unlimited viewers and pilots  
 Dronesense or Approved Equal

Dronesense Class 1 UAS Licensing Covers DJI Mavic series, Autel and Parrot Includes: software license Dronesense App and web Console for all users, unlimited viewers and pilots  
 Dronesense DSC1 or Approved Equal



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Dronsense Advance Video Sharing quantity + amount of UAS licenses Included: within package contacts, email & text notifications Magic Video link (Sharing) DSAVS or Approved Equal	
Dronsense Class 2 License -DSR Add-On remote features add on drone DSC2DSR or Approved Equal	
Dronsense Class 1 License -DSR Add-On remote features add on drone DSC1DSR or Approved Equal	
Dronesense Mobile streaming and Tracking (MSAT) Capability to stream video and device location into dronesense from any supported phone or tablet running the Dronesense mobile app unlimited tracked devices 1200 hours of streaming video per year DSMSAT or Approved Equal	
Dronesense CoPilot for Avata copilot application supporting the DJI Avata -Screen Monitoring ONLY DSCP Avata or Approved Equal	
<b>SUBSCRIPTION</b>	
TURN KEY PACKAGE-all-inclusive base annual subscription to include (1) modular connectivity for (1) drone to Paladin Watchtower software, FAA and BVLOS compliance review and set-up delivery unlimited storage implementation, customer support unlimited users, unlimited maintenance on the M350 repair and battery replacement	