

**COUNTY OF ROCKLAND**  
**Department of General Services**  
**Purchasing Division**

# Contract Award Notification

Title: **DJI Drones, Accessories & Subscription**

Contract Period: **December 16, 2024 thru December 15, 2025 (Section 1) w/ 1-yr option  
(Section 2) w/ (4) 1-yr options**

Original Date of Issue: December 23, 2024

Date of Revision:

**BID No:** **RFB-RC-2024-134**

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

Authorized Users: United States Agencies, Other States & Political Subdivisions Therein,  
Local Governments, School Districts & Non-Profit Agencies

Address Inquires To:

Name: Richard Ryan  
Title: Purchaser II  
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**Description**

**This contract is to provide DJI Drones, Accessories and Subscription licensing**

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 24-134	0000029015	Paladine Drones Inc. 10200 Richmond Ave. Ste 272 Houston, TX 77042 Contact: Kal Kadah <a href="mailto:kal.kadah@paladindrones.io">kal.kadah@paladindrones.io</a>	770-900-7643

**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**

**VENDOR: Paladines Drones, Inc.**

LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE
<b>SECTION ONE</b>							
1-1	DJI Matrice 350 RTK Commercial Drone To include: Zenmuse H20T , h20T Gimbel, RC Controller, WB37 intellegent Remote Battery, Carrying case, 2X Landing Gear, Pair of 2110 Propellars , screws, tools and spare Gimbel Damper and rubber Pad Cover Matrice 350RTK or Approved Equal	03596000031	1	EACH	\$ 11,000.00	\$ 11,000.00	NP-015
1-2	DJI Remote Controller 3- with standard joystick for DJI Avata 2 DJI Controller for Avata 2 or Approved Equal	03596000032	1	EACH	\$ 200.00	\$ 200.00	NP-029
1-3	DJI Fox Fury DJI Avata 2 Light Kit to include:(1) DJI Avata 2 Mount (2) D10 Light Heads (2) Micro USB Cables, (1) D3060 Light Head, (1) USB C Cable, (1) D series Flat Mounting Pad , (1) 5915 VHB tape DJI Fox Fury or Approved Equal	03596000033	1	EACH	\$ 170.00	\$ 170.00	NP-030
1-4	DJI GPC Hard Case Fits Goggles, DJI Motion 3 controller,motion controller 2 under drone, batteries, charging hub, GPC Lens Pen, Micro Pro, Micro SDCard Holder,4 Spare Props, and 2 accessory cavities DJI Hard case or Approved Equal	03596000034	1	EACH	\$ 250.00	\$ 250.00	NP-031
1-5	DJI D-RTK High Precision GNSS Mobile Station including: (2) Body extension Rod, Charging Hub, (2) WB37 Batteries DJI -RTK or Approved Equal	03596000035	1	EACH	\$3,600.00	\$ 3,600.00	NP-004
1-6	DJI D-RTK 2 Tri-Pod Mobile Station DJI RTK 2 or Approved Equal	03596000036	1	EACH	\$250.00	\$ 250.00	NP-005
1-7	DJI WB37 Batteries DJI WB37 or Approved Equal	03596000037	2	EACH	\$59.00	\$ 118.00	NP-006

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**VENDOR: Paladines Drones, Inc.**

1-8	DJI M3T Dual Camera system extended flight time Thermal with DJI care for 1 year DJI M3T or Approved Equal	03596000038	2	EACH	<b>\$3,000.00</b>	<b>\$ 6,000.00</b>	NP-016
1-9	DJI Mavic 3 enterprise RTK module DJI Mavic 3 RTK Enterprise Module or Approved Equal	03596000039	2	EACH	<b>\$700.00</b>	<b>\$ 1,400.00</b>	NP-025
1-10	DJI Avata 2 to include: Googles and DJI motion 3 also DJI care for 1 year DJI Avata 3 or Approved Equal	03596000040	1	EACH	<b>\$1,000.00</b>	<b>\$ 1,000.00</b>	NP-020
1-11	DJI Zenmuse H30T Five Module Camera includes (1) H30T Gimbal and Camera (1) Linear Professional 1066x UHS micro SDXC memory card 64GB (1) Storgae Case and (1) Cleansing Cloth DJI Zenmuise H30T or Approved Equal	03596000041	1	EACH	<b>\$9,400.00</b>	<b>\$ 9,400.00</b>	NP-022
1-12	CZI LP35 Searchlight and Broadcasting System designed for DJI Matice 350 CZI LP35 or Approved Equal	03596000042	1	EACH	<b>\$3,600.00</b>	<b>\$ 3,600.00</b>	NP-023
1-13	DJI Mavic Battery kit Includes (1) 100W Battery -(1) USB Type-C to C cable DJI Mavic Battery kit or Approved Equal	03596000043	2	EACH	<b>\$650.00</b>	<b>\$ 1,300.00</b>	NP-024
1-14	GPC DJI D-RTK Ground Station Bag DJI Ground Station Bag or Approved Equal	03596000044	1	EACH	<b>\$250.00</b>	<b>\$ 250.00</b>	NP-026
1-15	GPC DJI D-RTK 2 Tripod Bag or Approved Equal	03596000045	1	EACH	<b>\$80.00</b>	<b>\$ 80.00</b>	NP-027
1-16	DJI Avata2 Propellers (Pair) (b) M2-B7mm Screw DJI Avata 2 or Approved Equal	03596000046	1	EACH	<b>\$10.00</b>	<b>\$ 10.00</b>	NP-028
1-17	DJI TB 65 Intelligent Flight Battery for DJI Matice 300 RTK& DJI Matice 350 RTK DJI TB 65 or Approved Equal	03596000047	4	EACH	<b>\$700.00</b>	<b>\$ 2,800.00</b>	NP-002
1-18	CZI GL10 Gimbal Spotlight for Mavic 3 Enterprise CZI GL 10 or Approved Equal	03596000048	2	EACH	<b>\$1,400.00</b>	<b>\$ 2,800.00</b>	NP-033

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							
VENDOR: Paladines Drones, Inc.							
1-19	DJI Speaker for Mavic 3 Enterprise DJI or Approved Equal	03596000049	2	EACH	\$160.00	\$ 320.00	NP-032
1-20	DJI Firehouse Tech Avata FPV Tactical Light Kit DJI or approved Equal	03596000050	1	EACH	\$200.00	\$ 200.00	NP-035
1-21	Percent Discount From, DJI Manufacturer or Approved Equal Nationally Offered Price List For Additional Items as needed (Manufacturer bid must be for the same brand(s) offered above)	03596000051	2000	Percent Discount	8%	\$ 1,840.00	NP-000
	Section 2 - Subscription						
2-1	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.	95635000000	1	YEAR	\$ 19,000.00	\$ 19,000.00	P1-001
	Days to Complete Delivery After Receipt of Purchase Order			60 DAYS			

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: DJI DRONES, ACCESSORIES and  
 SUBSCRIPTION**

**RFB-RC-2024-134**

## 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 Drones, accessories, 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. PRICE

- 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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## **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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<b>MINIMUM SPECIFICATIONS / REQUIREMENTS DECONTAMINATION KITS</b>	<b>BIDDER TO NOTE COMPLY OR LIST ALTERNATIVE SPECIFICATION</b>
<b><u>DRONE and SUBSCRIPTION</u></b>	
<b>Drone and Accessories</b>	
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 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	
DJI 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	

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DJI Fox Fury DJI Avata 2 Light Kit to include:(1) DJI Avata 2 Mount (2) D10 Light Heads (2) Micro USB Cables, (1) D3060 Light Head, (1) USB C Cable, (1) D series Flat Mounting Pad , (1) 5915 VHB tape DJI Fox Fury 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 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	
DJI M3T Dual Camera system extended flight time Thermal with DJI care for 1 year DJI M3T or Approved Equal	
DJI Mavic 3 enterprise RTK module DJI Mavic 3 RTK Enterprise Module or Approved Equal	
DJI Avata 2 to include: Googles and DJI motion 3 also DJI care for 1 year DJI Avata 3 or Approved Equal	
DJI Zenmuse H30T Five Module Camera includes (1) H30T Gimbal and Camera (1) Linear Professional 1066x UHS micro SDXC memory card 64GB (1) Storage Case and (1) Cleansing Cloth DJI Zenmuse H30T or Approved Equal	

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CZI LP35 Searchlight and Broadcasting System designed for DJI Matice 350 CZI LP35 or Approved Equal	
DJI Mavic Battery kit Includes (1) 100W Battery -(1) USB Type-C to C cable DJI Mavic Battery kit or Approved Equal	
GPC DJI D-RTK Ground Station Bag DJI Ground Station Bag or Approved Equal	
GPC DJI D-RTK 2 Tripod Bag or Approved Equal	
DJI Avata2 Propellers (Pair) (b) M2-B7mm Screw DJI Avata 2 or Approved Equal	
DJI TB 65 Intelligent Flight Light for DJI Matice 300RTk& DJI Matice 350 RTK DJI TB 65 or Approved Equal	
CZI GL10 Gimbal Spotlight for Mavic 3 Enterprise CZI GL 10 or Approved Equal	
DJI Speaker for Mavic 3 Enterprise DJI or Approved Equal	
DJI Firehouse Tech Avata FPV Tactical Light Kit DJI 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	

**INSURANCE: THE BID NUMBER IS TO APPEAR ON ALL INSURANCE CERTIFICATES**

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.