

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Drone and Accessories-R.C. Sheriff**

Contract Period: December 8, 2022 through May 7, 2023 w/ (6) six-month options

Original Date of Issue: December 8, 2022

Date of Revision:

BID No: **RFB-RC-2022-133**

Authorized Users: Rockland County Sheriff's Office

Address Inquiries To:

Name: Richard Ryan
Title: Purchaser II
Phone: (845) 364-3817
Fax: (845) 364-3809
E-mail: ryanri@co.rockland.ny.us

Description

This contract is to provide the latest improved model, of DJI Zenmuse H20T along with Matrice 300 package and accessories.

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 22-133	0000027706	Flymotion, LLC 4416 Eagle Falls Place Tampa, FL 33619 Contact: Ethan Bailey e.bailey@flymotionus.com	800-441-5844 FAX: 813-441-7697

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

LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE	Vendor
1	DRONE AIRCRAFT, DJI ZENMUSE H20T WITH SINGLE DJI Zenmuse H20T •Includes 1 year DJI Care Enterprise Basic •23x Hybrid Zoom & thermal imaging in a single package •12mp wide and 20 mp zoom cameras •1200m Laser Range Finder •"Night Scene" IR-Cut Mode •All-New AI features •IP44 Rating S-DJI-ZH20T AS SPECIFIED OR APPROVED EQUAL	03596000001	1	EACH	\$ 9,809.00	\$ 9,809.00	DJI H20T	FLYMOTION
2	MATRICE 300 PACKAGE •1x Matrice 300 Aircraft Body •2x DJI Smart Controller Enterprise •8x (Total) TB60 Intelligent Flight Battery •1x BS60 Intelligent Battery Station •1x GPC Matrice 300 Case •1x (Year) DJI Care Enterprise SEE COMPLETE SPECIFICATIONS ON PAGE OF BID SPECS DJI-MATRICE 300 PACKAGE (B-NB-M300-PRM) OR APPROVED EQUAL	03596000002	1	EACH	\$ 20,139.99	\$ 20,139.99	DJI Matrice 300 RTK Combo (SP) DJI TB60 DJI Matrice 300 Smart Controller Foxfury Rugo M300 Dual and upward gimbal connector	FLYMOTION

<p>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>								
LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE	Vendor
3	<p>Wingsland Z15 Gimbal Spotlight</p> <p>Wingsland Z15 Gimbal Spotlight</p> <p>The Wingsland Z15 is a bright, 3-axis stabilized gimbal spotlight with high power beads. Powered by DJI SkyPort, it has an operating range of up to 150 m and can be easily integrated onto DJI Matrice 200 Series V1 and V2 drones, lighting the space at night or in lowlight conditions for users in firefighting, emergency response, law enforcement and beyond. DJI Wingsland S-DJI-Z15-SLT or Approved Equal</p>	03596000003	1	EACH	\$ 1,118.00	\$ 1,118.00	CZN GL60 Plus 6972073120302	FLYMOTION
4	<p>Loudspeaker for Matrice 300 / Matrice 200 V2 Series.</p> <ul style="list-style-type: none"> •Compatible with M300 & M200 V2 Series • Heard for almost 1,000 feet <p>DJI-S-NB-M300SPK or Approved Equal</p>	03596000004	1	EACH	\$ 1,166.38	\$ 1,166.38	Digital Voice Broadcasting System MP130 V2 6972073120289	FLYMOTION
5	<p>Airdata Fleet Management + Streaming Bundle</p> <p>DJI -V-AD-EELS-120 or Approved Equal</p>	03596000005	1	EACH	\$ 0.00	\$ 0.00	Airdata Free Trial	FLYMOTION
6	<p>One (1) Day on-site training for up to six officers on items 1 & 2</p>	03596000006	1	EACH	\$ 0.00	\$ 0.00	FM UTAC	FLYMOTION
7	<p>Firmware Upgrade Service</p> <p>Activation of the product(s), upgrading to the latest available firmware, and delivered ready to fly</p> <p>V-NB-FIRM-UPG-or Approved Equal</p>	03596000007	1	EACH	\$ 0.00	\$ 0.00	FM Assembly	FLYMOTION
8	<p>Lifetime Customer Care & Technical Support Via Phone, Email & Chat</p>	03596000008	1	EACH	\$ 0.00	\$ 0.00	FLYMOTION 1st year complimentary	FLYMOTION

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LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE	Vendor
9	Enterprise Concierge Assist-vendor to assist in product repairs even if extended warranty not procured S-ECA-EUAS or Approved Equal	03596000009	1	EACH	\$ 0.00	\$ 0.00	FLYMOTION 1st year complimentary	FLYMOTION
10	WARRANTY (1 YEAR) DJI CAREPLAN SERVICE PLAN," FOR DJI MATRICE 300 and ZENMUSE H20T Items 1 AND 2 DRONES WHICH PROVIDES COVERAGE AMOUNT EQUAL TO THE MARKET PRICE OF YOUR AIRCRAFT FOR REPAIR SERVICE WITH FOR PARTS AND LABOR. (Full Replacement if unable to be repaired)	03596000010	1	EACH	\$ 0.00	\$ 0.00	DJI Complimentary	FLYMOTION
11	EXTENDED WARRANTY (2YEAR) "DJI CARE PLAN " FOR DJI MATRICE 300 and ZENMUSE H20T Items 1 AND 2 DRONES WHICH PROVIDES COVERAGE AMOUNT EQUAL TO THE MARKET PRICE OF YOUR AIRCRAFT FOR REPAIR PARTS AND LABOR. (Full replacement if unable to be repaired)	03596000011	1	EACH	\$ 1,898.00	\$ 1,898.00	DJI Care Refresh H20T + M300	FLYMOTION
12	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)	03596000012	2000	Percent Discount	\$ 0.00	\$ 0.00	DJI	FLYMOTION
	Total for Lines #1 and Line #12			SUB-TOTAL		\$ 34,131.37		FLYMOTION
	Days to Complete Delivery After Receipt of Purchase Order			DAYS	10			

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

TITLE: Drone and Accessories-R.C. Sheriff**RFB-RC-2022-133**

SPECIFICATIONS

1. SCOPE

- 1.1. The scope of this bid is to provide the latest improved model, of DJI Zenmuse H20T along with Matrice 300 package and accessories as specified or approved equal for the Rockland County Sheriff's Office Intel Department. The drone will be used for surveillance 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. 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. 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.
- 2.6. 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.
- 2.7. The vendor must have at least three (3) years' experience in providing specialty unmanned aircraft.
- 2.8. **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.**
- 2.9. 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.
- 2.10. Vendor is to supply one (1) day training session on all systems for up to six (6) R.C. Sheriff's Intel staff including current manufacturers MSRP Price list in which all percentage discounts will be applied.
- 2.11. Percent Discount is to be entered as a whole number **EX:10%= 0.10**

3. BRAND NAME

- 3.1. **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.**

4. EQUIVALENT OR APPROVED EQUAL

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- 4.1. 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.
- 4.2. 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.

5. NOTES

- 5.1. ***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 20 of the Bid Specifications).***
- 5.2. ***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.***

6. WARRANTY

- 6.1. 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.

7. CONTRACT PRICE ADJUSTMENTS UPON RENEWAL

- 7.1 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 once each quarter (3 -month period). 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.
- 7.2 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.
- 7.3 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.
- 7.4 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

8. AWARD

- 8.1. Award shall be made by item to the lowest responsible bidder meeting the stated requirements.

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TITLE: Drone and Accessories-R.C. Sheriff**RFB-RC-2022-133****DETAILED
MINIMUM SPECIFICATIONS****BIDDER TO LIST MODEL NUMBERS AND
NOTE COMPLY OR LIST ALTERNATIVE
SPECIFICATIONS****DJI Zenmuse H20T(S-DJI-H20T)**

- Includes 1 -year DJI Care Enterprise Basic
- 23x Hybrid Zoom & thermal imaging in a single package
- 12mp wide and 20 MP zoom cameras
- 1200m Laser Range Finder
- "Night Scene" IR-Cut Mode
- All-New AI features
- IP44 Rating

Matrice 300 Premium Package(S-DJI-300)

- 1x Matrice 300 Aircraft Body
- 2x DJI Smart Controller Enterprise
- 8x (Total) TB60 Intelligent Flight Battery
- 1x BS60 Intelligent Battery Station
- 1x GPC Matrice 300 Case
- 1x (Year) DJI Care Enterprise
- 1x Matrice 300 Dual gimbal module
- 1x Fox Fury M300 Directional Nighttime Anti-Collision Strobe Lights
- 1x Matrice 300 Upward Gimbal Module
- 2x Smart Controller Enterprise Monitor Mounting Kit
- 4x (Total) WB37 Intelligent Battery
- 2x 2110 Propeller (CW)
- 2x 2110 Propeller (CCW)
- 2x Mobile Device Holder
- 1x Drone Landing Pad
- 1x USB Charger
- 1x USB-C Cable
- 2x Landing Gear
- 1x (Pair) Spare RC Stick Cover
- 2x Spare Propeller Holder
- 4x Spare Gimbal Damper
- 1x USB Cable with Double A Ports)
- 1x Vision System Calibration Plate
- 1x Carrying Case
- 1x Smart Controller Lanyard
- 1x Rubber Port Cover Set
- 1x BS60 Power Cable

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TITLE: Drone and Accessories-R.C. Sheriff**RFB-RC-2022-133****DETAILED
MINIMUM SPECIFICATIONS****BIDDER TO LIST MODEL NUMBERS AND
NOTE COMPLY OR LIST ALTERNATIVE
SPECIFICATIONS****Wingsland Z15 Gimbal Spotlight (CP. QT00002497.01)**

The Wingsland Z15 is a bright, 3-axis stabilized gimbal spotlight with high power beads. Powered by DJI SkyPort, it has an operating range of up to 150 m and can be easily integrated onto DJI Matrice 200 Series V1 and V2 drones, lighting the space at night or in lowlight conditions for users in firefighting, emergency response, law enforcement and beyond.

**Loudspeaker for Matrice 300 / Matrice 200 V2 Series
(S-NB300SPK)**

- Perfect for Public Safety Agencies
- Can be heard for almost 1,000 feet
- Easy to integrate and operate
- Compatible with M300 & M200 V2 Series

Firmware Upgrade Service

- Activation of the product(s), upgrading to the latest available firmware, and must be delivered ready to fly.

Enterprise Concierge Assist

Customer care team to make sure that the aftersales experience is as seamless as the original transaction. Vendor to assist through the Enterprise Care deductible process (if applicable) as well as any warranty or not warranty related issues.

1 Day Free Hardware Training To ensure familiarity with everything the M300 and Zenmuse S-DJI H20T can do, Instructor is to travel to our location for an in- depth introductory course on both the M300 and S-DJI H20T.

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RFB-RC-2022-133

**DETAILED
MINIMUM SPECIFICATIONS**

**BIDDER TO LIST MODEL NUMBERS AND
NOTE COMPLY OR LIST ALTERNATIVE
SPECIFICATIONS**

Airdata Fleet Management + Streaming Bundle - 1
Drone (Free Trial)

AirData is a fleet management and drone data platform that provides flight intelligence, advanced analytics, and maintenance recommendations to commercial pilots and drone program managers. This Airdata + Streaming bundle covers up to 1 drone and includes 20 hours of streaming capabilities. This service is only for 1 month but can be renewed for an additional fee.

**Lifetime Customer Care & Technical Support Via Phone,
Email & Chat**
