

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division

# Contract Award Notification

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

Contract Period: August 21, 2023 through February 20, 2024 w/ (6) six-month options

Original Date of Issue: August 28, 2023

Date of Revision:

**BID No:** **RFB-RC-2023-063**

Authorized Users: Rockland County Highway Dept.

Address Inquiries To:

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Title: Purchaser II  
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**Description**

**This contract is to provide the latest improved model, of DJI Matrice 350 package and accessories.**

Contract #	Vendor Number	Contractor & Address	Telephone No.
BID 23-063	0000027706	FLYMOTION, LLC 4416 Eagle Falls Place Tampa, FL 33619 Contact: Ethan Bailey <a href="mailto:e.bailey@flymotionus.com">e.bailey@flymotionus.com</a> <a href="mailto:sales@flymotionus.com">sales@flymotionus.com</a>	800-548-5844  <b>FAX:</b> 813-441-7697

**DRONE AND ACCESSORIES -R.C. HIGHWAY**

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: FLYMOTION, LLC

LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE
1	<b>DRONE DJI Matrice 350RTK Combo SP</b> DJI Matrice 350 RTK Worry Free Basic : Including •1x Matrice 350 Aircraft Body •2x TB65 Intelligent Flight Battery •1x WB37 Intelligent Battery •1x RC Plus •1x Carry Case •2x Landing Gear •2x Matrice 350RTK 2110 Propellers(Pair) •1x Cleaning Tool •4x Spare Gimbal Damper •1x Rubber Port Cover •1x Enterprise Care Basic •2x Landing Gear DJI Matrice 350RTK AS SPECIFIED OR APPROVED EQUAL	03596000013	1	EACH	\$11,142.55	\$11,142.55	Matrice 350 RTK Combo (SP)
2	<b>DJI ZENMUSE P1(SP)-</b> Zenmuse P1 with 35mm camera and DJI Enterprise Care, Basic B combo, Sensor size 35 x9x24mm Zenmuse P1(SP) or Approved Equal	03596000014	1	EACH	\$5,937.50	\$5,937.50	DJI Zenmuse P1 (SP)
3	<b>DJI ZENMUSE L1-</b> LiDAR surveying Mapping Camera with 450M max range with high accuracy vertical 5cm, horizontal 10cm and high Density point cloud 240,000 effective points. DJI Zenmuse L1 or Approved Equal	03596000015	1	EACH	\$8,115.85	\$8,115.85	DJI Zenmuse L1 (SP)
4	<b>DJI RC Smart Controller-</b> With 7 inch widescreen DJI RC dual control mode IP54 weather rated DJI Smart Controller or Approved Equal	03596000016	1	EACH	\$1,520.00	\$1,520.00	DJI RC Plus Smart Controller
5	<b>PIX 4D Survey-Perpetual license</b> For LiDAR large Scale Mapping PIX 4D Survey license or Approved Equal	03596000017	1	EACH	\$3,990.00	\$3,990.00	Pix4D Survey + Matic Perpetual License

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VENDOR: FLYMOTION, LLC							
LINE NO.	DESCRIPTION	ITEM NUMBER	EST. QTY.	UNIT	UNIT PRICE	EXTENDED PRICE	BRAND NAME AND PRODUCT CODE
6	<b>DJI TERRA PRO</b> (Perpetual license for 1 Device) DJI Terra Pro or Approved Equal	03596000018	1	EACH	<b>\$3,800.00</b>	<b>\$3,800.00</b>	Terra Pro
7	<b>GPC-DJI Matice Matice 300 Case</b> Pelican Style rugged carrying case with foam inserts GPC DJI 300 or Approved Equal	03596000019	1	EACH	<b>\$925.00</b>	<b>\$925.00</b>	GPC M300
8	<b>DJI TB65</b> Intelligent Flight Battery DJITB65 od Approved Equal	03596000020	6	EACH	<b>\$665.00</b>	<b>\$3,990.00</b>	TB65
9	<b>DJI W37</b> Intelligent Flight Battery (CrystalSky/Cendence) DJIW37 od Approved Equal	03596000021	1	EACH	<b>\$56.05</b>	<b>\$56.05</b>	WB37
10	<b>THREE (3) Day on-site training for up to five staff members on all items.</b>	03596000022	1	EACH	<b>\$0.00</b>	<b>\$0.00</b>	FM 3 Day Training
11	<b>EXTENDED WARRANTY (2YEAR) "DJI CARE PLAN " FOR DJI MATRICE 350 and ZENMUSE items above 1,2 AND 3 WHICH PROVIDES COVERAGE AMOUNT EQUAL TO THE MARKET PRICE OF YOUR AIRCRAFT FOR REPAIR PARTS AND LABOR. ( Full replacement if unable to be repaired)</b>	03596000023	1	EACH	<b>\$2,435.80</b>	<b>\$2,435.80</b>	DJI Care Renew (L1, P1, M350)
12	<b>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)</b>	03596000024	1	EACH	<b>\$0.00</b>	<b>\$0.00</b>	Included with Sensors & M300
13	<b>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)</b>	03596000025	5000	Percent Discount	5% Discount on DJI Equipment		
<b>Total for Lines #1 and Line #13</b>						<b>\$41,912.75</b>	

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## 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**

**A Virtual Pre-Bid via Microsoft Teams will be hosted on June 29, 2023, at 11:00 a.m. - To Participate select the link below.**

**Microsoft Teams Meeting Link:** [CLICK HERE TO JOIN MEETING](#)

Meeting ID: 231 437 943 493  
Passcode: Wt9cCR

**1. SCOPE**

1.1. The scope of this bid is to provide the latest improved model, of DJI Matrice 350 package and accessories as specified or approved equal for the Rockland County Highway Department. The drone will be used for survey various highway 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. 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.

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.

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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

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 23 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

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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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**DETAILED MINIMUM SPECIFICATIONS**

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

- **DJI Matice 350RTK Combo SP**
- **DJI Matice 350 RTK Worry Free Basic Combo**

**Matrice 350 RTK: Including**

- 1x Matrice 350 Aircraft Body
- 2x TB65 Intelligent Flight Battery
- 1x WB37 Intelligent Battery
- 1x RC Plus
- 1x Carry Case
- 2x Landing Gear
- 2x Matice 350RTK 2110 Propellers(Pair)
- 1x Cleaning Tool
- 4x Spare Gimbal Damper
- 1x Rubber Port Cover
- 1x Enterprise Care Basic
- 2x Landing Gear

**Additional Items**

- 6x TB65 Intelligent Flight Battery
- 1x WB37 Intelligent Battery-Crystal Sky/Cendence

**Zenmuse P1 (SP)**

- Zenmuse P1 w/35mm lens and DJI Care Enterprise Basic B Combo
- Sensor Size (still) 35 x9x24mm Full Frame
- Sensor Size max video recording area 34x19mm
- Pixel size 4.4um
- Effective Pixels-45MP



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**DETAILED MINIMUM SPECIFICATIONS**

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

**DJI Zenmuse L1**

- LiDAR Surveying Mapping Camera
- Measurement Range 450m Max
- High Accuracy Vertical 5cm Horizontal 10cm
- High Density point cloud 240,000 effective points

**DJI RC Smart Controller**

- A-7 inch widescreen DJI RC Plus dual control mode. IP54 weather rated.

**GPC DJI Matice 300 Case**

Matice 300 pelican style rugged carrying case with foam insert to fit all accessories.

**Pix 4D Survey + Matic Perpetual license**

To leverage power of both photogrammetry and terrestrial LiDAR for fast terrestrial, corridor, and large scale mapping with PIX4D Matic functionality.

**DJI TERRA PRO(Perpetual License, (1 Device)**

- Automatic Flight Planning and Data Capture
- Real Time mapping and Detailed 3D models
- 2D and 3D Measurement tools
- Annotation
- Phot Inspection
- Aircraft Capability

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

**3 Day Training (Client Location) familiarity with everything the Matic 350RTK and Zenmuse P1 & L1 capabilities. Instructor is to travel to our location for an in- depth introductory course for up to 5 students**

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