

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
VECTOR SOLUTIONS AZ INC**

THIS LINKING AGREEMENT (this “Agreement”) is entered into as of this \_\_\_\_\_ day of \_\_\_\_\_, 2023, between the City of Glendale, an Arizona municipal corporation (the “City”), and Vector Solutions AZ Inc, a(n) North Carolina corporation authorized to do business in Arizona (“Contractor”), collectively, the “Parties.”

**RECITALS**

- A. On July 14, 2022, under S.A.V.E. Cooperative Purchasing Agreement, the City of Tempe entered into a contract with Contractor to purchase the goods and services described in the Unmanned Aircraft System for Police Officers, Contract Number T22-145-01 (“Cooperative Purchasing Agreement”), an excerpt of which is attached hereto as Exhibit A. The Cooperative Purchasing Agreement permits its cooperative use by other governmental agencies including the City.
- B. Section 2-149 of the City’s Procurement Code permits the Materials Manager to procure goods and services by participating with other governmental units in cooperative purchasing agreements when the best interests of the City would be served.
- C. Section 2-149 also provides that the Materials Manager may enter into such cooperative agreements without meeting the formal or informal solicitation and bid requirements of Glendale City Code Sections 2-145 and 2-146.
- D. The City desires to contract with Contractor for supplies or services identical, or nearly identical, to the supplies or services Contractor is providing other units of government under the Cooperative Purchasing Agreement. Contractor consents to the City’s utilization of the Cooperative Purchasing Agreement as the basis of this Agreement, and Contractor desires to enter into this Agreement to provide the supplies and services set forth in this Agreement.

**AGREEMENT**

NOW, THEREFORE, in consideration of the foregoing recitals, which are incorporated by reference, and the covenants and promises contained in this Linking Agreement, the parties agree as follows:

- 1. Term of Agreement. The City is purchasing supplies and/or services from Contractor pursuant to the Cooperative Purchasing Agreement. According to the Cooperative Purchasing Agreement, purchases can be made by governmental entities from the date of award, which was July 14, 2022, until the date the contract expires on July 13, 2023 unless the term of the Cooperative Purchasing Agreement is extended by the mutual agreement of the original contracting parties. The Cooperative Purchasing Agreement, however, may not be extended beyond July 13, 2027. The initial period of this Agreement, therefore, is the period from the Effective Date of this Agreement until July 13, 2023. The City may renew the term

of this Agreement for four (4) additional one-year periods until the Cooperative Purchasing Agreement expires on July 13, 2027. Glendale renewals are not automatic and shall only occur if the City gives the Contractor notice of its intent to renew. The City may give the Contractor notice of its intent to renew this Agreement 30 days prior to the anniversary of the Effective Date to effectuate such renewal.

2. Scope of Work; Terms, Conditions, and Specifications.

- A. Contractor shall provide City the supplies and/or services identified in the Scope of Work attached as Exhibit B.
- B. Contractor agrees to comply with all the terms, conditions and specifications of the Cooperative Purchasing Agreement. Such terms, conditions and specifications are specifically incorporated into and are an enforceable part of this Agreement.

3. Compensation.

- A. City shall pay Contractor compensation at the same rate and on the same schedule as provided in the Cooperative Purchasing Agreement, which is attached hereto as Exhibit C.
- B. The total purchase price for the supplies and/or services purchased under this Agreement shall not exceed sixty thousand dollars (\$60,000) annually or three hundred thousand dollars (\$300,000) for the entire term of the Agreement (initial term plus any renewals).

4. Cancellation. This Agreement may be cancelled pursuant to A.R.S. § 38-511.

5. Non-discrimination. Contractor must not discriminate against any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, marital status, sexual orientation, gender identity or expression, genetic characteristics, familial status, U.S. military veteran status or any disability. Contractor will require any Sub-contractor to be bound to the same requirements as stated within this section. Contractor, and on behalf of any subcontractors, warrants compliance with this section.

6. Insurance Certificate. A certificate of insurance applying to this Agreement must be provided to the City prior to the Effective Date.

7. E-verify. Contractor complies with A.R.S. § 23-214 and agrees to comply with the requirements of A.R.S. § 41-4401.

8. No Boycott of Israel. To the extent A.R.S § 35-393 through § 35-393.03 are applicable, the parties hereby certify that they are not currently engaged in, and agree for the duration of the Agreement to not engage in, a boycott of goods or services from Israel, as that term is defined in A.R.S § 35-393.

9. Attestation of PCI Compliance. When applicable, the Contractor will provide the City annually with a Payment Card Industry Data Security Standard (PCI DSS) attestation of compliance certificate signed by an officer of Contractor with oversight responsibility.
10. Notices. Any notices that must be provided under this Agreement shall be sent to the Parties' respective authorized representatives at the address listed below:

City of Glendale  
c/o Sgt. Laura Beeler  
6835 N 57<sup>th</sup> Drive  
Glendale, Arizona 85301

And

Vector Solutions Az Inc  
c/o Brendon Bartholomew  
5115 W Bell Road, Suite B  
Glendale, Arizona 85306

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date and year set forth above.

“City”

City of Glendale, an Arizona  
municipal corporation

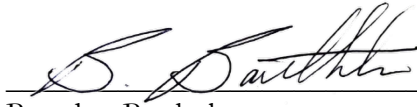
By: \_\_\_\_\_

Kevin R. Phelps  
City Manager

“Contractor”

Vector Solutions Az Inc,  
a North Carolina corporation

By: \_\_\_\_\_

  
Name: Brendon Bartholomew  
Title: President

ATTEST:

\_\_\_\_\_  
Julie K. Bower (SEAL)  
City Clerk

APPROVED AS TO FORM:

\_\_\_\_\_  
Michael D. Bailey  
City Attorney

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
VECTOR SOLUTIONS AZ INC**

**EXHIBIT A**

(City of Tempe Cooperative Purchasing Agreement, Contract Number T22-145-01)

# Contract Award Notice

Financial Services  
Procurement Office  
20 E. 6<sup>th</sup> Street  
Tempe, AZ 85281



**Contract Number:** T22-145-01  
**Description:** Unmanned Aircraft System for Police Operations

**Issue Date:** 07/14/2022

91640

## Vector Solutions

Brendon Bartholomew  
5115 W. Bell Road, Suite B  
Glendale, AZ 85306

Phone: (877)520-5521  
Cell: (480)253-680-9330  
Email: bb@vectorsolutions.us

## Award Period

**Beginning:** 07/14/2022  
**Ending:** 07/13/2023

**Potential Renewals:** 4, 1 year renewals

This Contract Award Notice is issued for the purchase of goods, materials and/or services as requested by the above noted solicitation/contract number. The contract shall remain in effect as noted in the award period block unless extended, renewed or canceled per terms and conditions of the solicitation.

It is to be noted that any contracted vendor document(s) that conflict with the language and requirements of the City's solicitation are not acceptable and will void the contract. In addition, contracted vendor is not to begin work or make delivery of awarded items until any and all required insurance and/or performance bonds are posted with the City Procurement Office.

If contracted vendor has a change of address for mailing payments and/or for mailing future bid solicitations, it is the vendor's responsibility to notify the City Procurement Officer identified with this contract and to ensure all such mailing address information is kept current.

Please note that your City of Tempe contract number should appear on all shipping documents, invoices and statements. Invoices are to be sent directly to the requesting department.

## Award Information

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE
1.	Unmanned Aircraft Solution, DJI Mavic Enterprise Advanced (NA) (SP Auto-Activated) Mfg. and Brand: DJI Mavic 2 Enterprise Advanced	1	Each	\$6,500.00
2.	Unmanned Aircraft Solution, DJI Mavic 2 Enterprise Zoom Mfg. and Brand: DJI Mavic 2 Enterprise Zoom	1	Each	\$999.00
3.	Unmanned Aircraft Solution, DJI Matrice 300 RTK Mfg. and Brand: DJI Matrice 300 RTK	1	Each	\$10,599.00
4.	Unmanned Aircraft Solution, DJI Matrice 30 Series Mfg. and Brand: DJI Matrice 30	1	Each	\$9,341.00
5.	Component, DJI, Mavic 2 Enterprise Part 2 Battery Mfg. and Brand: DJI Mavic Enterprise Part 2 Battery	1	Each	\$189.00
6.	Component, DJI, Matrice TB-60 Intelligent Flight Battery Mfg. and Brand: DJI Matrice TB60 Intelligent Flight Battery	1	Each	\$700.00
7.	Component, DJI, Matrice TB-30 Intelligent Flight Battery Mfg. and Brand: TB30 Intelligent Flight Battery	1	Each	\$329.00
8.	Component, DJI Smart Controller Mfg. and Brand: DJI Enterprise Smart Controller	1	Each	\$749.00
9.	Component, DJI, Smart Controller WB-37 Intelligent Battery Mfg. and Brand: DJI WB37 Intelligent Battery	1	Each	\$59.00
10.	Component, DJI, Matrice 300 Propeller Mfg. and Brand: DJI Matrice 300 Part 14- 2110 Propeller	1	Each	\$120.00

11.	Component, DJI Mavic Air 2 drones Intelligent Flight Battery Mfg. and Brand: DJI Mavic Air 2 Intelligent flight battery (global)	1	Each	\$115.00
12.	Component, DJI, Mavic 2 drones Enterprise Propeller Mfg. and Brand: DJI Mavic 2 Low Noise Propeller	1	Each	\$15.00
13.	Component, DJI Mavic Air 2 Propeller Mfg. and Brand: DJI Mavic Air 2 Propeller	1	Each	\$11.00
14.	Component, DJI Matrice 30 Series Smart Controller Mfg. and Brand: DJI RC Plus Controller for Matrice 30	1	Each	\$1600.00
15.	Component, DJI Matrice 30 Series Propellers Mfg. and Brand: DJI Matrice 30 Part 09 Propeller	1	Each	\$49.00
16.	Component, DJI Matrice 30 Series Batteries Mfg. and Brand: Matrice 30 Part 08 TB30 Intelligent Flight Battery	1	Each	\$329.00
17.	Extended Warranty, DJI Shield Protection, Mfg. and Brand: DJI Care Enterprise Shield Basic Renew for Mavic 2 Enterprise Zoom Length of Coverage: 1 Year from Activation	1	Each	\$189.00
<b>ITEM NO.</b>	<b>ADDITIONAL ITEMS OFFERED</b>			
1.	Unmanned Aircraft Solution, DJI Matrice 300 RTK Combo Aircraft Body (1), DJI Smart Controller Enterprise (1), TB60 Intelligent Flight Battery (2), BS60 Intelligent Battery Station (1) Mfg. and Brand: DJI Matrice 300 RTK	1	Each	\$13,199.00
2.	Unmanned Aircraft Solution, DJI Matrice 30T Series (thermal capable) Mfg. and Brand: DJI Matrice 30T	1	Each	\$13,341.00
<b>ITEM NO.</b>	<b>TRADE-IN</b>			
	<b>*Surplus trade-ins will be accepted with future purchases</b>	<b>QTY</b>	<b>UNIT</b>	<b>UNIT PRICE</b>
18.	DJI Matrice 210V2 includes "Public Safety Combo" consisting of the following items: <ul style="list-style-type: none"> <li>DJI Zenmuse Z30 Ariel Zoom Camera, 1 each</li> <li>DJI Zenmuse Xt2 Thermal Camera, 1 each</li> <li>TB-55 Intelligent Batteries, 8 each</li> <li>Matrice 210V2 Hard Case</li> <li>Warranty replacement, minimal use, in good working order</li> </ul>	1	Set	(\$10,000.00)
19.	DJI Enterprise Mavic 2 dual <ul style="list-style-type: none"> <li>Purchased &amp; activated approximately Nov 15 – Dec 29, 2019</li> <li>Minimal use, all in good working order</li> <li>Hardcase and battery</li> <li>Up to seven (7) units available within lot.</li> </ul> Indicate the price per each \$1,500.00	1	Lot	(\$10,500.00)
		<b>Tax (%8.1) if applicable</b>		
20.	Discount from Catalog or Cost Plus for Similar UAS Equipment and Components to be Purchased Over the Term of Agreement: *Excludes price protected (UPP) DJI Equipment and components*. Pricing of DJI items not covered by UPP and other manufacturers will be offered at a minimum of 10% reduction from retail pricing.	10% Discount		

*Alicia Ruiz*  
Alicia Ruiz  
Procurement Specialist

*Michael Greene*  
Michael Greene, C.P.M., CPPO  
Procurement Administrator

All terms and conditions of this Award Document are per the City's Solicitation Document

THIS IS NOT A PURCHASE ORDER



# **VECTOR**

**SOLUTIONS**

**Response to Request for Quotation 22-145**

*Unmanned Aircraft Systems (UAS) for Police Operations*

**Proposal Due Date Wednesday, June 29, 2022**

**by 3:00pm AZT**



## **REQUEST FOR QUOTATION**

### **RFQ# 22-145 UNMANNED AIRCRAFT SYSTEMS (UAS) FOR POLICE OPERATIONS**

**RFQ ISSUE DATE:**  
JUNE 8, 2022

**DEADLINE FOR INQUIRIES/QUESTIONS:**  
JUNE 21, 2022, AT 5:00 P.M. LOCAL ARIZONA TIME

**RFQ DUE DATE AND TIME:**  
JUNE 29, 3:30 P.M. LOCAL ARIZONA TIME

**ALL INQUIRIES MUST BE DIRECTED TO:**  
ALICIA RUIZ  
EMAIL: [alicia\\_ruiz@tempe.gov](mailto:alicia_ruiz@tempe.gov)  
PHONE: 480-350-8648

**SUBMITTAL LOCATION:** Due to the COVID Virus, Tempe will only accept an e-copy of the completed and signed proposal via e-mail to the following address:  
[Bids@tempe.gov](mailto:Bids@tempe.gov)

No hard copy proposals will be accepted at this time.

# Table of Contents

- Standard Terms and Conditions ..... 3
- Special Terms & Conditions and Instructions..... 10
- Scope of Work..... 14
- Questionnaire ..... 16
- Evaluation Criteria ..... 24
- Pricing Section ..... 25
- Vendor’s Offer ..... 28
- Supplier Sustainability Questionnaire ..... 29
- Checklist for Submittal..... 35

# Standard Terms and Conditions

1. **Certification:** By signing the “Vendor’s Offer”, the Offeror certifies:
  - A. The submission of the vendor’s quote Offer response did not involve collusion or other anti-competitive practices.
  - B. Offeror agrees that it will comply with section 2-603(5) of the Tempe City Code (“TCC”) and will not refuse to hire or employ or bar or discharge from employment any person or discriminate against such person in compensation, conditions, or privileges of employment because of race, color, gender, gender identity, sexual orientation, religion, national origin, familial status, age, disability, or United States military veteran status.
  - C. Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted Offer. Failure to sign the “Vendor’s Offer” or signing it with a false statement shall void the submitted quote and any resulting Contract. In addition, the Offeror may be barred from future quote and bidding participation with the City and may be subject to such further actions as permitted by law.
  - D. The Offeror agrees to promote and offer to the City only those materials and/or services as stated and allowed by this Request for Quote and resultant Contract award. Violation of this condition shall be grounds for Contract termination by the City.
  - E. The Offeror expressly warrants that it has and will continue to comply in all respects with Arizona law concerning employment practices and working conditions, pursuant to A.R.S. § 23-211, *et seq.*, and all laws, regulations, requirements, and duties relating thereto. Offeror further warrants that to the extent permitted by law, it will fully indemnify the City for any and all losses arising from or relating to any violation thereof.
  - F. Offeror agrees and covenants that it will comply with any and all applicable governmental restrictions, regulations and rules of duly constituted authorities having jurisdiction insofar as the performance of the work and services pursuant to the Contract, and all applicable safety and employment laws, rules and regulations, including but not limited to, the Fair Labor Standards Act, the Walsh-Healey Act, Arizona Executive Order No. 99-4, and the Arizona Fair and Legal Employment Act, along with all laws, rules and regulations attendant thereto. Offeror acknowledges that a breach of this warranty is a material breach of this Contract and Offeror is subject to penalties for violation(s) of this provision, including termination of this Contract. The City retains the right to inspect the documents of any and all contractors, subcontractors and sub-subcontractors performing work and/or services relating to the Contract to ensure compliance with this warranty. Any and all costs associated with City inspection are the sole responsibility of Offeror. Offeror hereby agrees to indemnify, defend and hold the City harmless for, from and against all losses and liabilities arising from any and all violations thereof.
  - G. The City Procurement Office is committed to fair and equal procurement opportunities for all firms wishing to do business with the City and encourages the participation of small and disadvantaged business.
2. **New Materials/Equipment:** Unless otherwise specifically provided in this Request for Quotation, all materials and services covered by this contract shall be completely new, of the latest model and of the most suitable grade for the purpose intended. Any and all work under this contract shall be performed in a skilled and workmanlike manner.
3. **Mistakes and Errors:** In case of error in the extension prices in the quotation, the unit price will govern. No quotation shall be altered, amended or withdrawn after the specific date and time for receiving quotations. Negligence by the vendor in preparing the quotation response confers no right for the withdrawal of the quotation after it has been opened.
4. **Award Discretion:** Unless the vendor states otherwise, the City Procurement Office reserves the right to award by individual line item, by groups of line items or as a total, whichever is deemed most advantageous to the City.

# Standard Terms and Conditions

5. **Additional Purchases:** Quote solicitations may with the consent of the awarded vendor(s)/contractor(s) be utilized to satisfy new requisition needs for similar quantities of the same product for a period up to one (1) year. Quotes that exceed \$100,000 in total cost, including tax and shipping, cannot be awarded by a Request for Quotation and should any resulting contract exceed the \$100,000 limit, the contract shall become terminated.
6. **Invoice:** A separate invoice shall be issued for each shipment and no payment will be issued prior to receipt of materials or services and correct invoice.
7. **Payment:** Payment discount periods will be computed from the date of receipt of materials or services or correct invoice, whichever is later, to the date payment warrant is mailed. Unless freight and other charges are itemized, any discount provided will be taken on full amount of invoice. Payment discounts of 30 calendar days or more will be deducted from the quote price in determining the lowest quote. However, the Procurement Officer shall be entitled to take advantage of any payment discount offered by the vendor provided payment is made within the discount period.
8. **Cooperative Use of Contract:** Any Contract resulting from this solicitation shall be for the use of the City of Tempe. In addition, public and nonprofit agencies that have entered into a Cooperative Purchasing Agreement with the City of Tempe's Department of Procurement are eligible to participate in any subsequent Contract. Additionally, this Contract is eligible for use by the Strategic Alliance for Volume Expenditures (SAVE) cooperative. See <http://www.mesaaz.gov/business/purchasing/save> for a listing of participating agencies. The parties agree that these lists are subject to change. Any such usage by other municipalities and government agencies must be in accord with the ordinance, charter and/or rules and regulations of the respective political entity.  
  
Any orders placed to, or services required from, the successful Contractor(s) will be requested by each participating agency. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The City shall not be responsible for any disputes arising out of transactions made by others. Contractor shall be responsible for correctly administering this Contract in accordance with all terms, conditions, requirements, and approved pricing to any eligible procurement unit.
9. **Calendar Days:** Periods of time shall be in calendar days unless otherwise designated.
10. **Samples:** Samples, if requested, must be furnished free of any expense and, if not destroyed or required as a future quality standard on award items, will upon request, be returned at the vendor's expense.
11. **Indemnification:** To the fullest extent permitted by law, the Contractor shall defend, indemnify and hold harmless the City, its agents, officer, officials, and employees from and against all claims, damages, losses and expenses (including but not limited to attorney's fees, court costs, and the costs of appellate proceedings), arising out of, or alleged to have resulted from the acts, errors, mistakes, omissions, work, services, or professional services of the Contractor, its agents, employees, or any other person (not the City) for whose acts, errors, mistakes, omissions, work, services, or professional services the Contractor may be legally liable in the performance of this contract. Contractor's duty to hold harmless and indemnify the City, its agents, officers, officials and employees shall arise in connection with any claim for damage, loss or expenses that is attributable to bodily injury, sickness disease, death, or injury to, impairment, or destruction of any person or property, including loss of use resulting from, caused by any acts, errors, mistakes, omissions, work, services, or professional services in the performance of this contract by Contractor or any employee of the Contractor or any other person (not the City) for whose acts, errors, mistakes, omissions, work, or services the Contractor may be legally liable. The amount and type of insurance coverage requirement set forth herein will in no way be construed as limiting the scope of indemnity in this paragraph. This provision shall survive the term of this Contract.
12. **Rejection of Quote:** The right is reserved to reject any, or all, quotes combinations or items, or lot, and to waive informalities not consistent with law.

# Standard Terms and Conditions

13. **Brand Name or Equal Specifications:** When the specification calls for “Brand Name or Equal,” the brand name product is acceptable. The use of a brand name is for the purposes of describing the standard of quality, performance, and characteristics desired and is not intended to limit or restrict competition. If an Offeror wishes to provide a material or service that is not the brand name, the equivalent material or service must meet the standard of quality of the brand name product., which is determined at the City’s sole discretion. Equivalent products will be considered upon showing the other product meets stated specifications and is equivalent to the brand name product in terms of quality, performance and desired characteristics. Products that are substantially equivalent to those brands designated will qualify for consideration. Burden of proof that the product meets the minimum standards or is equal to the brand name product is on the Offeror. The City reserves the right to reject Responses that the City deems unacceptable for any reason.
14. **Authorization:** Erasures, interlineations or other changes must be initialed by the individual signing the Request for Quotation.
15. **UCC:** This Request for Quotation and any resulting contract shall be governed by the Uniform Commercial Code, as adopted in the State of Arizona.
16. **Termination for Conflict of Interest:** This Contract is subject to the cancellation provisions of AR.S. 38-511. The City may cancel this Contract within three (3) years after its execution, without penalty or further obligation if any person significantly involved in initiating, securing, drafting or creating the Contract for the City becomes an employee or agent of the Contractor.
17. **Freight Conditions:** Prices quoted shall be F.O.B. Destination to the delivery location(s) designated herein. Contractor shall retain title and control of all goods until they are delivered and the contract of coverage has been completed. All risks of transportation and all related charges shall be the responsibility of the contractor. The City will notify the contractor promptly of any damaged goods and shall assist the contractor in arranging for inspection.
18. **Availability of Funds for the Next Fiscal Year:** Funds are not presently available for performance under this contract beyond the current fiscal year. The City’s obligation for performance of this contract beyond this fiscal year is contingent upon the availability of funds from which payment for contract purposes can be made. No legal liability on the part of the City for any payment may arise for performance under this contract beyond the current fiscal year until funds are made available for performance of this contract.
19. **Events of Default and Termination:**
  - A. In the event a party is in default then the other party may, at its option and at any time, provide written notice to the defaulting party of the default. The defaulting party will have thirty (30) days from the receipt of the written notice to cure the default; the thirty (30) day cure period may be extended by mutual agreement of the parties, but no cure period may exceed ninety (90) days. A default notice will be deemed to be sufficient if it is reasonably calculated to provide notice of the nature and extent of such default. Failure of the non-defaulting party to provide written notice of the default does not waive any rights under the Agreement. The occurrence of any one or more of the following events shall constitute a material breach of and default under the Contract.
    - i) Any failure by Contractor to pay funds or furnish materials, services and/or goods that fail to conform to any requirement of this Contract or provide personnel that do not meet Contract requirements;
    - ii) Any party’s failure to observe, perform or undertake any provision, covenant or condition of this Contract to be observed or performed by Contractor or City herein, including but not limited to failing to submit any report required herein;
    - iii) Any failure to make progress in the performance required pursuant to the Contract and/or gives either party reason to believe that the other party cannot or will not perform to the requirements of the Contract; or,

# Standard Terms and Conditions

- iv) Any failure of Contractor to commence construction, work or services within the time specified herein, and to diligently undertake Contractor's work to completion.
  - B. In the event the default has not been corrected to the non-defaulting party's satisfaction within the cure time specified, the non-defaulting party, at its option and in addition to any other remedies available by law or in equity, without further notice or demand of any kind to Contractor, may do the following:
    - i) Terminate the Contract;
    - ii) Pursue and/or reserve any and all rights for claims to damages for breach or default of the Contract; and/or,
    - iii) Recover any and all monies due from Contractor, including but not limited to, the detriment proximately caused by Contractor's failure to perform its obligations under the Contract, or which in the ordinary course would likely result therefrom, including, any and all costs and expenses incurred by the City in: (a) maintaining, repairing, altering and/or preserving the premises (if any) of the project; (b) costs incurred in selecting and retaining a substitute Contractor for the purchase of services, materials and/or work; and/or (c) attorneys' fees and costs in pursuing any remedies under the Contract and/or arising therefrom.
  - C. The exercise of any one of the City's remedies as set forth herein shall not preclude subsequent or concurrent exercise of further or additional remedies. In addition, the City shall be entitled to terminate this Contract at any time, in its discretion. The City may terminate this Contract for default, non-performance, breach or convenience, or pursuant to A.R.S. § 38-511, or abandon any portion of the project for which services have not been fully and/or properly performed by the Contractor.
  - D. Termination shall be commenced by delivery of written notice to Contractor by the City personally or by certified mail, return receipt requested. Upon notice of termination, Contractor shall immediately stop all work, services and/or shipment of goods hereunder and cause its suppliers and/or subcontractors to cease work pursuant to the Contract. Contractor shall not be paid for work or services performed or costs incurred after receipt of notice of termination, nor for any costs incurred that Contractor could reasonably have avoided.
  - E. The City, in its sole discretion, may terminate or reduce the scope of this Contract if available funding is reduced for any reason.
  - F. Whenever the City in good faith has reason to question Contractor's intent or ability to perform, the City may demand that Contractor give a written assurance of its intent and ability to perform. In the event that the demand is made, and no written assurance is given within the time period required, the City may treat this failure as an anticipatory repudiation of the Agreement.
20. **Termination for Convenience:** The City at its sole discretion may terminate this contract for convenience with 30 days advance notice to Contractor. Contractor shall be reimbursed for all appropriate costs as provided for within the contract up to the termination date specified.
21. **Quote Response Evaluation:** Awards shall be made to the responsible offeror submitting the quotation that is most advantageous to the City and conforms in all materials respects to the solicitation. The City shall be the sole judge as to the acceptability of the products and/or services offered.

Evaluation criteria will include, but are not limited to:

- A. Conformity with quote solicitation specifications, performance requirements, terms and conditions and contractual clauses;

# Standard Terms and Conditions

- B. Demonstrated performance and/or rated quality of items offered as reported in trade journals, professional reports and published testing results;
  - C. Operational and/or ergonomic compatibility with existing City resources, as applicable;
  - D. Availability of competent service and prompt delivery of supplies, parts and services;
  - E. Having legally required licenses, certifications and/or qualifications to perform the contract;
  - F. Cost considerations including item pricing; delivery, installation, operation and life cycle costs; vendor's financial capability to perform the contract; and any other cost factors that would be advantageous to the City.
  - G. Record of past performance and integrity on City and/or other public agency contracts; and
  - H. Production capability of equipment as determined by product samples, customer references, and/or City inspection.
  - I. The overall length and quality of warranty offered.
22. **Non-exclusive Contract:** Any contract resulting from this quote solicitation shall be awarded with the understanding and agreement that it is for the sole convenience of the City of Tempe. The City reserves the right to obtain like products or services from another source to secure significant cost savings or when timely delivery cannot be met by the contractor.
23. **Notices:** All notices, requests, demands, consents, approvals, and other communications which may or are required to be served or given hereunder (for the purposes of this provision collectively called "Notices"), shall be in writing and shall be sent by registered or certified United States mail, return receipt requested, postage prepaid, addressed to the party or parties to receive such notice as follows:
- A. If intended for the City, to:  
  
CITY OF TEMPE  
PROCUREMENT OFFICE  
PO Box 5002  
Tempe, Arizona 85280
  - B. If intended for the Contractor, to:  
The Contractor at the Contractor's address  
and the attention of the person named as  
provided in the offer of this contract.
- Or to such other address as either party may from time to time furnish in writing to the other by notice hereunder. Any notice so mailed shall be deemed to have been given as of the date such notice is received as shown on the return receipt. Furthermore, such notice may be given by delivering personally such notice, if intended for the City, to the City Procurement Administrator and, if intended for the contractor, to the person named in the offer of this contract, or to such other person as either party may from time to time furnish in writing to the other by notice hereunder. Any notice so delivered shall be deemed to have been given as of the date such notice is personally delivered to the other party.
24. **Offer Acceptance Period:** In order to allow for an adequate evaluation, the City requires an offer in response to this Solicitation to be valid and irrevocable for 90 days after the quote opening time and date.

# Standard Terms and Conditions

25. **Quote Opening:** Quotes shall be opened at the time and place designated on the cover page of this document. The name of each offeror, identity of the quote solicitation for which the Quote was submitted and quoted prices shall be publicly read and recorded in the presence of witnesses. Offerors will make their interest known to the Procurement Officer (prior to the scheduled opening) if they wish to be present (virtually) to witness the proposal opening. After contract award, the quotation and the evaluation documentation shall be open for public inspection.
26. **Taxes:** Include any applicable sales tax as a separate line item as indicated on the Price Section. The City is exempt from paying Federal Excise Tax. For quote evaluation purposes, the transaction (sales) Privilege Tax paid to the City of Tempe (1.8%) is considered as a pass-through cost, calculated as zero (\$0) expense when comparing pricing among competing companies that are located outside of Tempe. For information on privilege sales tax, please contact the City's Tax and License Office at 480-350-2955 or visit their web site at [salestax@tempe.gov](mailto:salestax@tempe.gov).
27. **Contracts Administration:** Contractor must notify the City Procurement Office (designated Procurement Officer) for guidance or direction of matters of contract interpretation or problems regarding the terms, conditions, or scope of this contract.
28. **Licenses:** Contractor shall maintain in current status all Federal, State and Local licenses and permits required for the operation of the business conducted by the contractor.
29. **Permits:** The contractor shall be responsible for obtaining all required permits for installations.
30. **Safety Standards:** All items supplied on this contract must comply with the current applicable Occupational Safety and Health Standards of the State of Arizona Industrial Commission, the National Electric Code, and the National Fire Protection Association Standards.
31. **Confidential Information:**
  - A. If a person believes that a quote offer or specification, contains information that should be withheld as confidential, a statement advising the Procurement Officer of this fact shall accompany the submission and the information shall be so identified wherever it appears.
  - B. The information identified by the person as confidential shall not be disclosed until the City Procurement Office makes a written determination or until after award of contract.
  - C. The City Procurement Office shall review the statement and information and shall determine in writing whether the information shall be withheld. After award of contract, all quote response information shall be available for public inspection.
  - D. If the City Procurement Office determines to disclose the information, the quote offeror shall be informed in writing of such determination. After award of contract, all quote response information shall be available for public inspection.
  - E. A simple statement that is made at the beginning of the offer that the entire offer should be held confidential or the inclusion of the word "confidential" appearing throughout the document with no specific reference to what is being specifically requested to be treated as confidential shall not be considered confidential and will not place any responsibility on the City to comply with the request.
32. **Payments - After Acceptance of Delivery:** Payment in full shall be made to the successful contractor within thirty-(30) days after receipt and acceptance of delivery by the City unless terms other than net 30 days are offered as a discount.
33. **Unauthorized Firearms & Explosives:** No person conducting business on City property is to carry a firearm or explosive of any type. Any City quote offeror, contractor or subcontractor is to honor this requirement at all times and failure to honor this requirement will result in contract cancellation. This requirement also applies to persons who maintain a concealed weapons permit. In addition to contract cancellation, anyone carrying a firearm or explosive device will be subject to police and legal action.

## Standard Terms and Conditions

34. **Contract Formation:** This Contract shall consist of this Request for Quotation and the vendor's proposal Offer submitted, as may be found responsive and approved by the City. In the event of a conflict in language between the documents, the provisions of the City's Request for Quotation shall govern. The City's Request for Quotation shall govern in all other matters not otherwise specified by the Contract between the parties. All previous contracts between the Offeror and the City are not applicable to this Contract or other resultant contracts. Any contracted vendor documents that conflict with the language and requirements of the City's solicitation are not acceptable and void the Contract.
35. **Contract Modifications:** This Request for Quotation and resultant Contract may only be modified by a written Contract modification issued by the Procurement Office and counter-signed by the Contractor. Contractors are not authorized to modify any portion of this solicitation or resulting Contract without the written approval of the Procurement Office and issuance of an official modification notice.
36. **Estimated Quantities:** This Request for Quotation references quantities as a general indication of the City's needs. The City anticipates considerable activity resulting from Contracts that will be awarded as a result of this Request for Quotation; however, the quantities shown are estimates only and the City reserves the right to increase or decrease any quantities actually acquired, in its sole discretion. No commitment of any kind is made concerning quantities and Offeror hereby acknowledges and accepts same.
37. **Interpretation of Parole Evidence:** This Contract is intended as a final expression of the agreement between the parties and as a complete and exclusive statement of the Contract unless the signing of a subsequent Contract is specifically called for in this Request for Quotation. No course of prior dealings between the parties and no usage of the trade shall be relevant to supplement or explain any term used in the Contract. Acceptance or acquiescence in a course of performance rendered under this Contract shall not be relevant to determine the meaning of the Contract, even though the accepting or acquiescing party has knowledge of the nature of the performance and opportunity to object.
38. **No Assignment:** No right or interest in this Contract shall be assigned by Contractor and no delegation of any duty of Contractor shall be made without prior written permission of the City, which consent may be granted or withheld in City's unfettered discretion.
39. **No Waiver:** No breach of default hereunder shall be deemed to have been waived by the City, except by written instrument to that effect signed by an authorized agent of the City. No waiver of any such breach or default shall operate as a waiver of any other succeeding or preceding breach or default or as a waiver of that breach or default after demand by the City for strict performance of this Contract. Acceptance of partial or delinquent payments or performance shall not constitute the waiver of any right of the City. Acceptance by the City for any materials shall not bind the City to accept remaining materials, future shipments or deprive the City of the right to return materials already accepted. Acceptance by the City of delinquent or late delivery shall not constitute a waiver of a later claim for damages and/or bind the City for future or subsequent deliveries.
40. **Provisions by Law:** Each and every provision of law and any clause required by law to be in this Contract will be read and enforced as though it were included herein, and if through mistake or otherwise any such provision is not inserted, or is not correctly inserted, then upon the application of either party the Contract will forthwith be physically amended to make such insertion or correction.

# Special Terms & Conditions and Instructions

1. **City Procurement Document:** This Request for Quotation is issued by the City Procurement Office. No alteration of any portion of this Request for Quotation document by a vendor is permitted and any attempt to do so shall result in vendor's quote being considered non-responsive. No alteration of any portion of a resultant contract is permitted without the written approval of the City Procurement Office and any attempt to do so shall be a violation of the contract. Any such action is subject to the legal and contractual remedies available to the City, inclusive of, but not limited to, contract cancellation, suspension and/or debarment of the Contractor.
2. **Contract Type:** Term with justifiable price adjustment allowed, indefinite quantity.
3. **Term of Contract:** The term of any resultant contract shall commence on the date of award and shall continue for a period of one (1) year thereafter, unless terminated, canceled or extended as otherwise provided herein. Resultant contract is non-transferable and cannot be assigned by the contractor without the approval of the City Procurement Office; and then only when all prices, discounts, terms and conditions of the original bid solicitation and contract award remains unchanged. Contract becomes terminate should the cost to the City exceed \$100,000, the ceiling amount for a contract awarded through a Request for Quotation process.
4. **Contract Renewal:** The City reserves the right to unilaterally extend the period of any resultant contract for 90 days beyond the stated expiration date. In addition, by mutual written Contract Modification, any resultant contract may be renewed for supplemental periods of up to a maximum of four (4) additional years.
5. **Delivery:** Delivery is an important consideration and will be a factor in the determination of an award. Therefore, delivery time after receipt of an order must be stated in definite terms. Should there be variations in delivery time by item; offers must be clear in regard to those variations.
6. **Price Adjustment:** The City Procurement Office will review fully documented requests for price increases after the contract has been in effect for twelve (12) months. The requested price increase must be based upon a cost increase that was clearly unpredictable at the time of the offer and can be shown to directly affect the price of the item concerned. The City Procurement Office will determine whether the requested price increase, or an alternative option, is in the best interest of the City. Advanced 30 day written notification by contractor is required for any price changes. All price adjustments will be effective on the first day of the month following approval or acceptance by the City Procurement Office. After the City approves a price increase the contractor shall not be eligible to receive an additional increase until twelve (12) months from the date of the last approved price increase.  
  
Price increase requests must be acknowledged in writing by the City Procurement Office before becoming effective. If not acknowledged within 30 days, it is the vendor's/contractor's responsibility to contact the City Procurement Office to ensure the price increase request was received.  
  
The contractor shall likewise offer any published price reduction or if applicable to contract, profit sharing price advantage to the City concurrent with its announcement to other customers. A price reduction or profit-sharing price advantage may be offered at any time during the terms of an awarded contract and shall become effective upon notice and acceptance. The City shall likewise take advantage of any special sales discounts offered to the general public, which exceeds contracted price discounts extended to the City by the vendor.  
  
If supporting documentation is required, be sure to provide the information in the sequence set forth in the quote solicitation and ensure all technical literature and/or narrative explanations fully address the specifics of the question. Vague or disorganized supportive responses that do not allow sufficient information for evaluation purposes may result in a quote response being rejected as non-responsive.
7. **Multiple Awards:** In order to ensure that any ensuing contracts will allow the City to fulfill current and future requirements, the City reserves the right to award contracts to multiple companies. The actual utilization of any contract will be at the sole discretion of the City. The fact that the City may make multiple awards should be taken into consideration by each vendor submitting a quote.

## Special Terms & Conditions and Instructions

8. **Ordering Process:** Upon award of a contract by the City Procurement Office, the City may procure the products and/or service(s) awarded by the issuance of a purchase order to the appropriate contractor. Each purchase order must cite the correct contract number. A purchase order for the awarded material and/or service that cites the correct City contract number is the only document required for the agency to order and the contractor to deliver the material and/or service.
9. **Warranty:** Each quote offer must include a complete and exclusive statement of the product warranty. Warranty offers will be relatively considered as appropriate to life cycle costing.
10. **Descriptive Literature:** All vendor quotes are to include complete manufacturers' descriptive literature regarding the equipment they propose to furnish. Literature shall be sufficient in detail in order to allow full and fair evaluation of the offer submitted. Failure to include required information or insufficient information to the quote offer response may result in the offer being rejected.
11. **Product Demonstration:** All vendors are hereby notified that demonstration units of the required products must be available in the Tempe geographic area. The City Procurement Office may arrange a time and place for product demonstrations for the purpose of evaluation. Demonstrations shall be performed at no expense to the City. Products demonstrated are to be the same model/version as quoted to the City.
12. **Product Discontinuance:** The City may award contracts for particular products and/or models of equipment as a result of this solicitation. Should a product model be discontinued by the manufacturer, the City at its sole discretion may allow the contractor to provide a substitute for the discontinued item. The contractor shall request permission to substitute a new product or model and provide the following:
  - A. A formal announcement from the manufacturer that the product or model has been discontinued.
  - B. Documentation from the manufacturer that names the replacement product model.
  - C. Documentation that provides clear and convincing evidence that the replacement meets or exceeds all specifications required by the original solicitation.
  - D. Documentation that provides clear and convincing evidence that the replacement will be compatible with all the functions or uses of the discontinued product or model.
  - E. Documentation confirming that the price for the replacement item(s) is/are the same as or less than the discontinued product model's price.
13. **Infringement of Patent or Copyright:** The contractor agrees to save, keep, bear harmless and fully indemnify the City and any of its officers and employees from any and all damages, costs, or expenses in law or equity, that may at any time arise out of or be set up for any infringement of the patent right, copyright, or trademark of any person or persons in consequences of use by the City, or by any of its officers, or agents or employees of contractor supplied materials under this quote solicitation and of which the contractor is not a patentee or signee or lawfully entitled to sell the same.

Contractor (seller) agrees to indemnify and hold harmless the City (buyer) from any and all license, royalty and proprietary fees or costs, including legal costs, which may arise out of City's (buyer's) purchase and use of good supplied by contractor (seller).

It is expressly agreed by contractor (seller) that these covenants are irrevocable and perpetual.

# Special Terms & Conditions and Instructions

## 14. Insurance:

- A. Insurance Required: Prior to commencing services under this Contract, Contractor shall procure and maintain for the duration of the Contract insurance against claims for injuries (including death) to persons and damages to property, which may arise from or in connection with the performance of the work hereunder by the Contractor, its agents, representatives, employees, subcontractors, or sub-subcontractors. For Bidders with self-insurance, proof of self-insurance with minimum limits expressed below must be submitted on proper forms for evaluation prior to award of Contract.

A Contract Award Notice or Purchase Order will not be issued to the Contractor until receipt of all required insurance documents by the City Procurement Office with such documents meeting all requirements herein. In addition, before any Contract renewal, all required insurance must be in force and on file with the City Procurement Office. Contractor must submit required insurance within ten (10) calendar days after request by the City Procurement Office or the award may be rescinded and another Contractor selected for award.

- B. Minimum Limits of Coverage: Without limiting any obligations or liabilities, the Contractor, at its sole expense, shall purchase and maintain the minimum insurance specified below with companies duly licensed or otherwise approved by the State of Arizona, Department of Insurance and with forms satisfactory to the City. Each insurer shall have a current A.M. Best Company, Inc., rating of not less than A-VII. Use of alternative insurers requires prior approval from the City.

- i. Minimum Limits of Insurance. Contractor shall maintain the following minimum limits:

a. Commercial General Liability

Commercial general liability insurance limit of not less than \$1,000,000 for each occurrence, with a \$1,000,000 general aggregate limit. The general aggregate limit shall apply separately to the services under this Contract or the general aggregate shall be twice the required per claim limit. The policy shall be primary and include coverage for bodily injury, property damage, personal injury, products, completed operations, and blanket contractual coverage, including but not limited to the liability assumed under the indemnification provisions of this Contract which coverage will be at least as broad as insurance service officer policy form CG2010 11/85 edition or any replacement thereof.

In the event the general liability policy is written on a "claims made" basis, coverage shall extend for two (2) years past completion and acceptance of the services as evidenced by annual certificates of insurance.

Such policy shall contain a "severability of interests" provision.

b. Worker's Compensation

The Contractor shall carry worker's compensation insurance to cover obligations imposed by federal and state statutes having jurisdiction of Contractor employees engaged in the performance of services; and employer's liability insurance of not less than \$100,000 for each accident, \$100,000 disease for each employee and \$500,000 disease policy limit.

In case services are subcontracted, the Contractor will require the subcontractor to provide worker's compensation and employer's liability to at least the same extent as provided by Contractor.

# Special Terms & Conditions and Instructions

c. Automobile Liability

Commercial business automobile liability insurance with a combined single life or bodily injury and property damages of not less than \$1,000,000 per accident regarding any owned, hired, and non-owned vehicles assigned to or used in performance of the Contractor services. Coverage will be at least as broad as coverage Code 1 "any auto". Insurance Service Office policy form CA0001 Y87 or any replacements thereof. Such coverage shall include coverage for loading and unloading hazards.

- C. Additional Insured: The insurance coverage, except for workers compensation and professional liability coverage, required by this Contract, shall name the City, its agents, representatives, directors, officials, employees, and officers, as additional insureds, and shall specify that insurance afforded the Contractor shall be primary insurance, and that any insurance coverage carried by the City or its employees shall be excess coverage, and not contributory coverage to that provided by the Contractor.
- D. Coverage Term: All insurance required herein shall be maintained in full force and effect until all work or service required to be performed under the terms of the Contract is satisfactorily completed and formally accepted by the City. Failure to do so shall constitute a material breach of this Contract.
- E. Primary Coverage: Contractor's insurance shall be primary insurance to the City, and any insurance or self-insurance maintained by City shall be excess of the Contractor's insurance and shall not contribute to it.
- F. Claim Reporting: Any failure to comply with the claim reporting provisions of the policies or any breach of a policy warranty shall not affect coverage afforded under the policy to protect City.
- G. Waiver: The policies, including workers' compensation, shall contain a waiver of transfer rights of recovery (subrogation) against City, its agents, representatives, directors, officers, and employees for any claims arising out of the work or services of the Contractor.
- H. Deductible/Retention: The policies may provide coverage which contains deductibles or self-insured retentions. Such deductible and/or self-insured retentions shall not be applicable with respect to the coverage provided to City under such policies. Contractor shall be solely responsible for deductible and/or self-insurance retention and City, at its option, may require Contractor to secure the payment of such deductible or self-insured retentions by a surety bond or an irrevocable and unconditional letter of credit.
- I. Certificates of Insurance: Prior to commencing work or services under this Contract, Contractor shall furnish the City with certificates of insurance, or formal endorsements as required by the Contract, issued by the Contractor's insurer(s), as evidence that policies providing the required coverages, conditions, and limits required by this Contract are in full force and effect. Such certificates shall identify this Contract number or name and shall provide for not less than thirty (30) days advance notice of cancellation, termination, or material alteration. Such certificates shall be sent directly to: Contract Administrator, City of Tempe, P. O. Box 5002, Tempe, AZ 85280.
- J. Copies of Policies: City reserves the right to request and to receive, within ten (10) working days, certified copies of any or all of the above policies and/or endorsements. City of Tempe shall not be obligated, however, to review same or to advise Contractor of any deficiencies in such policies and endorsements, and such receipt shall not relieve Contractor from, or be deemed a waiver of, City's right to insist on strict fulfillment of Contractor's obligations under this Contract.

# Scope of Work

## 1. **Purpose:**

The purpose of this Request for Quotation (RFQ) is to establish a long-term agreement with a qualified firm to provide Unmanned Aircraft Solutions (UAS) equipment and components to the Tempe Police Department and any other City departments that require these products. The Police Department will utilize the UAS assets to support first responders and provide public safety service, day, and night. The City has included a price sheet section which displays the UAS devices and related components that will be purchased on an as needed basis as part of this contract. Additional equipment may be purchased over the contract term to include surplus trade-in equipment not listed herein. The City is listing a number of surplus UAS equipment for trade-in as part of this initial purchase. The term of agreement shall be for one (1) year with the ability to mutually renew for an additional four (4) years based on performance of awarded firm.

## 2. **General Specifications:**

The City will utilize a brand name or equal specification for the UAS equipment listed herein. The brands noted contain the features and functionality that are being desired by the Tempe Police Department. Equivalent manufacturers may be submitted provided they support similar performance capabilities as those called out. It is the responsibility of the submitting firm to provide full and complete technical and descriptive literature to allow for the evaluation of any alternate products submitted. Failure to include descriptive/technical literature or insufficient information may cause the downgrading or rejection of the offer. The City shall be the sole determinant on what is considered equivalent to the brand name stated.

## 3. **Specific Specifications:**

The following brand name or equal specifications detail the UAS products being requested:

### **Drones**

- a. Unmanned Aircraft Solution, DJI Mavic 2 Enterprise Advanced (NA) (SP) Auto-Activated – As needed
- b. Unmanned Aircraft Solution, DJI Mavic 2 Enterprise Zoom – As needed
- c. Unmanned Aircraft Solution, DJI Matrice, 300 RTK – As needed
- d. Unmanned Aircraft Solution, DJI Matrice 30 Series – As needed

### **Drone components**

- e. Component, DJI Mavic 2 Enterprise Part 2 Battery – As needed
- f. Component, DJI Matrice TB-60 Intelligent Flight Battery – As needed
- g. Component, DJI Matrice TB-30 Intelligent Flight Battery – As needed
- h. Component, DJI Smart controller, to be used with the Mavic 2 Enterprise – As needed
- i. Component, DJI Smart controller WB-37 Intelligent Battery – As needed
- j. Component, DJI Matrice 300 Propeller, using standard, regular propellers – As needed
- k. Component, DJI Mavic Air 2 drones Intelligent Flight Battery – As needed
- l. Component, DJI Mavic 2 Enterprise Propeller – As needed
- m. Component, DJI Mavic Air 2 drones Propeller – As needed
- n. Component, DJI Matrice 30 Series Smart Controller – As needed
- o. Component, DJI Matrice 30 Series Propellers – As needed
- p. Component, DJI Matrice 30 Series Batteries – As needed
- q. Extended Warranty, DJI Shield Protection – As needed

# Scope of Work

## 4. Trade-in

The following items are surplus UAS equipment for trade-in as part of initial purchase:

- a. DJI Matrice 210V2 includes “Public Safety Combo” consisting of the following items:
  - DJI Zenmuse Z30 Ariel Zoom Camera, 1 each
  - DJI Zenmuse Xt2 Thermal Camera, 1 each, *640 mm x 512 mm x 13 mm and is 30Hz*
  - TB-55 Intelligent Batteries, 8 each
  - Matrice 210V2 Hard Case
  - Warranty replacement, minimal use, in good working order

Activation date of the M210 and Z30 are approximately August of 2020 (replacement unit), and the XT2 was activated January of 2020. Enterprise Shield is currently in place for the airframe through January 1, 2022.

- b. DJI Enterprise Mavic 2 dual
  - Up to seven (7) units are available. All purchased & activated approximately Nov 15 – Dec 29, 2019.
  - Minimal use, all in good working order.
  - With hard case and batteries

# Questionnaire

Questionnaire responses and supporting documentation provided will be used to evaluate the proposal. In order to evaluate an Offeror's overall experience and competence to perform the Scope of Work described herein, the City may rely on additional resources beyond the information provided.

Firms shall respond to the following questions and include this section within the offer. Tables have been included to allow the firm to enter the response. The tables will expand to fill the content.

1. Provide background information on firm to include date of origin, length of time producing similar UAS equipment, location of main office and satellite offices, percent of market that is sold to law enforcement sector, key contact personnel, general market information, etc.

Vector Solutions was established in 2014 by two veteran combat pilots with nearly 40 years of combined aviation experience flying in both military and commercial environments. CEO Luke Layman and President Brendon Bartholomew leveraged their vast flying experience to build an aerospace and defense company rooted in a culture that values our people, performance, and partners.

In 2016, Vector expanded to include a small Unmanned Aerial Systems (sUAS) segment that incorporated the lessons learned and tactics, techniques, and procedures from decades of special operations military experience. Over the years, Vector's sUAS segment has grown to support a variety of federal, state, and municipal clients across the country, including the Department of State, Department of Homeland Security, Department of Defense, Department of Agriculture, and the Department of Energy. As a provider of high-technology integration solutions, Vector has quickly become a leader in the sUAS industry. Our UAS headquarters office is in Glendale, AZ with additional locations in Apex, NC, and Niceville, FL. 90% of our UAS sales are to the Public Safety Sector. We have over 100 public safety clients across the country and over a dozen within AZ. Our Key Personnel consists of:

**KEY PERSONNEL:**

Brendon Bartholomew (President) bb@vectorsolutions.us (Arizona based)  
Janna Mortensen (UAS Program Manager) jm@vectorsolutions.us (Arizona based)  
David Glisson (UAS Tech Support) dg@vectorsolutions.us

2. Describe the UAS equipment being offered to include manufacture and model and operating capabilities for the products specified. (Separate attachments may be submitted to fully answer this question but at a minimum provide an overview in the table below):

**DJI Mavic 2 Enterprise Advance Series:**

Capture accurate details in any mission with the Mavic 2 Enterprise Advanced – a highly versatile yet compact tool that packs a whole lot of performance upgrades. With high-resolution thermal and visual cameras, the M2EA supports up to 32x digital zoom and is capable of centimeter-level positioning accuracy with the RTK module. Expand your vision with advanced dual cameras.

Make informed decisions by quickly identifying objects onsite using the M2EA's integrated high-resolution thermal sensor, which supports Spot Meter and Area Measurement.

- 640 × 512 Thermal Resolution
- 30Hz Frame Rate
- 16x Zoom
- ±2 °C Temperature Measurement Accuracy

**DJI Matrice 300 RTK Series:**

The Matrice 300 RTK is DJI's latest and most powerful commercial drone platform. Offering up to 45 minutes of usable flight time, advanced artificial intelligence capabilities, 6-direction sensing and positioning and more, the M300 RTK sets a whole new standard for commercial drones by combining intelligence with high performance and unrivaled reliability.

**Cont.**

# Questionnaire

## **DJI Matrice 30 Series:**

Powerful Flight Performance A balance of power and portability delivers higher operational efficiency 41min Max Flight Time 15 ms Wind Resistance 7000 m Service Ceiling 23 ms Max Speed Environmental Adaptability with IP55 protection the M30 can easily handle adverse weather and temperatures ranging from 20 C50 C. Safe and Reliable Dual vision and ToF sensors appear on all six sides of the aircraft keeping it and your mission safe.

**Please see the attachments for complete product information**

3. How long has the manufacturer been producing the offered UAS equipment? When were the specific models being offered under this RFP introduced to market? Provide an estimate as to how many total drones have been sold to the law enforcement industry including military from the manufacturer being represented.

DJI was founded in 2006. The Matrice 300 was released to the Northern American market in the summer of 2020, and the Mavic 2 Enterprise Advanced hit the global market in March 2021. The M30 series was released in June 2022.

DJI holds an 80% market share for drone sales in the US. Approximately 40% of all drones sold by DJI are being utilized by Public Safety organizations. As of 2020, a rough estimate based on FAA-registered drones totals around 316,800 units being utilized by law enforcement and military users in the United States.

4. Describe the specific warranty coverage and term being offered for the equipment listed as well as the component items noted. Is an extended warranty option being included?

## **DJI Care Enterprise Shield Basic**

Enterprise Shield was specially created to provide comprehensive protection for your DJI Enterprise products. Offering coverage options with *unlimited replacements* or *free repair services* for accidental damage such as crashing, water damage, or signal interference. This efficient and total accident protection service provides greater peace of mind for your entire DJI fleet. Each warranty is a 1-year term from the date of activation. This coverage offers:

- Unlimited free replacements for drones provided with Enterprise Shield
- Replacement of your aircraft even if its water damaged. Replacement units are also provided for: Crash & Collision Damage, Signal Interference, and other accidents caused by User Error.
- All shipping costs are covered for Overnight Delivery of any warranty or replacement claims

An extended warranty for all equipment and components requested in this RFQ is available for 1-year terms at prices quoted in the attached Estimate.

Additionally, Vector Solutions is offering a POC to handle all of the City's warranty needs during the warranty period. The POC will be the liaison between the City's UAS team and the equipment manufacturer to process all warranty claims.

5. What is your expected delivery time from date of purchase order?

Vector Solutions offers onsite delivery and setup within 1 business day from the purchase order. Most items can be delivered and set up on the same day the as purchase order release. Rarely, some items may require up to 14-day delivery time based on OEM production, inventory, and overseas shipment.

6. Has your firm provided complete technical and descriptive literature on the UAS equipment being offered if offering an equivalent to the brand names noted? (Information shall be sufficient to allow for the full and complete evaluation of UAS equipment offered.)

# Questionnaire

Yes \_\_\_\_\_ No \_\_\_\_\_ N/A \_\_\_\_\_

7. Describe the firm's return of merchandise policy in the event of damage discovered as part of the receiving and inspection process.

The Vector Advantage is our commitment that as the industry's leading UAS service and solutions provider, we guarantee our partners are always satisfied from start to finish. Vector Solutions will ensure that your needs are met and never leave you without support. Our return policy includes a No Questions Asked 30-Day Warranty.

8. List out three references where the same or similar UAS equipment has been sold and supported to include account name, contact person, phone number, date of purchase, and description of UAS equipment sold:

## Reference 1

City of Tempe, AZ  
Name of Department: Tempe Police Department  
Point of Contact: Sgt David Crites  
Contact Information: david\_crites@tempe.gov  
Dates of Service: 10/2019 – 10/2021  
Description of UAS Equipment Sold and Training Conducted: DJI Matrice 300 RTK, Zenmuse H20T, DJI Matrice 210, Mavic Enterprise Dual, DJI Mavic Air, DJI Zenmuse Z30, TB 60 and TB55 Intelligent Flight Batteries, DJI Mavic Enterprise battery, WB37 Intelligent Batteries, Cube 700 broadcast video encoder, Teradek, Node Modem.  
Training provided: Onsite delivery with set-up, Configuration, and initial flight training  
24-hour tech support, personal account manager to attend to all needs and inquiries

## Reference 2

City of Glendale, AZ  
Name of Department: Glendale Police Department  
Point of Contact: Sgt Laura Beeler  
Contact Information: lbeeler@glendaleaz.com  
Dates of Service: 6/2021 - Present  
Description of UAS Equipment Sold and Training Conducted: DJI Matrice 300 RTK, DJI Mavic 2 Enterprise Advanced, Mavic Mini 2, all coordinating batteries and accessories for platforms.  
Training: Part 107 training, Night training, Indoor Flight Training.  
24-hour tech support, personal account manager to attend to all needs and inquiries

## Reference 3

City of Sacramento, CA  
Name of Department: Sacramento Police Department  
Point of Contact: Sergeant Nic Fox  
Contact Information: NFox@pd.cityofsacramento.org  
Dates of Service: 4/2020 – Present  
Description of UAS Equipment Sold and Training Conducted: DJI Matrice 300 RTK, DJI Mavic 2 Enterprise Advanced, DJI Mavic 2 Enterprise Dual, DJI Matrice 210, Mavic Mini, all coordinating accessories for platforms. Zenmuse Z30, Zenmuse XT2.  
Training: Onsite delivery with set-up, Configuration, and initial flight training, Part 107 fundamentals  
24-hour tech support, personal account manager to attend to all needs and inquiries

# Questionnaire

9. Briefly discuss the quality control procedures utilized in the manufacturing process and where the units are manufactured.

DJI's factories are located in Shenzhen, China. Drone manufacturing is incredibly complicated and requires mastery over production processes such as injection molding and precision machining. The factory boasts highly sophisticated, automated assembly lines and test flights are performed on all drones before they leave the facility. Congruently, Vector Solutions offers the Vector Advantage which ensures the satisfaction of all equipment and training provided. Additionally, our firm is certified and utilizes an **ISO 9001:2015** quality assurance program.

10. A key operational objective for this type of UAS equipment is quick deployment. Briefly describe how the model offered is deployed and how long a typical deployment should take.

For a drone of its size, the M300 RTK can be deployed easily and quickly, dependent on the stored configuration; in about 120 seconds. The M300 RTK benefits from permanently attached, folding props. As an extra time-saver, the M300 RTK sits upside down in its carrying case, meaning that the payloads can be attached safely while the drone is in its box, and the batteries can be attached to the aircraft while it is in its carry case.

With the Mavic 2 Enterprise Advanced, a trained operator can unpack, prepare, and take off in under a minute.

The M30 Series offers A balance of power and portability and delivers higher operational efficiency. Its all-new design promotes extreme performance, incredible portability, and lightning-fast deployment. In fact, the DJI M30 Series deploys *even faster* than the Mavic 2 Enterprise series aircraft, well under 60 seconds.

11. Describe any recycled materials (if any) that is utilized in the UAS equipment.

There are no recycled materials used in the construction of DJI Drones and accessories.

12. Describe any additional capabilities and benefits of the proposed UAS equipment that will add value to the public safety operations in Tempe.

The City of Tempe is a leader in implementing drone technology, especially as it pertains to public safety. The City's drone program over the past 4-years has become the gold standard for public safety departments across the state and across the country. Vector Solutions is proud to have played an important role in the development and maturation of that UAS program.

The platforms proposed in this RFQ offer the City an opportunity to take the existing UAS program to the next level. The new evolution of Matrice and Mavic drones fly longer, provide higher definition images & data, are smaller & lighter, and deploy faster than any of the previous models. And, with unprecedented integration capabilities, the proposed platforms will exponentially increase the existing capabilities to provide decision-makers with the intelligence and information needed to close the decision loop faster and more efficiently.

Additionally, the partnership with Vector Solutions will help the City navigate changing and evolving UAS challenges. Vector's partnership with the City will provide 24/7 on-call tech support and consultation services, a direct line POC for the City's UAS team(s), guidance on navigating the changing regulatory environment, and access to all of Vector's aviation and UAS experience (to include BVLOS & DFR programs). Vector will work in lock step with the City of Tempe in the continuation of building the county's premiere UAS program that serves as a force multiplier for its public safety agencies, public utilities, and public services.

# Questionnaire

13. Describe how and where repairs for warranty work will be performed on equipment. Is there a local repair facility?

Vector Solutions is a local metro Phoenix-based business (Glendale). We pride ourselves on the partnerships we've formed with AZ public safety institutions. Vector can (and will upon request) perform on-site troubleshooting with the City's UAS teams. Additionally, Vector has a repair facility located in our Glendale, AZ office. Requests for service or warranty claims can be made by email, text, or phone call to any of our key personnel. All inquiries for warranty and repairs will be responded to within 1 business day. Vector's tech team will provide platform evaluation in coordination with the OEM to determine if the equipment should be repaired, warrantied, or replaced. The Vector team will provide all of these services locally to ensure minimum impact on the City's UAS team. Most warranty actions can be completed within one week, and in most cases, loaner equipment will be made available.

14. What will be the turnaround time for any warranty work performed and will a loaner UAS unit be provided in case of long lead times for repairs?

All requests for warranty and repairs will be responded to within 1 business day. Turnaround time for warranty repair is typically 7- days. Vector Solutions offers loaner equipment for all UAS platforms and payloads currently flown by Tempe PD and all equipment requested in this RFQ. Some specialty support equipment (i.e. Teradek) may not be immediately available as a loaner. However, Vector will ensure every attempt is made to keep maintenance and warranty needs from impacting the City's flight operations.

15. Describe who will perform any post warranty work needed and what location will be used and confirm turnaround time for typical repairs?

Vector Solutions will perform most post-warranty work at our Glendale, AZ certified facility. The turnaround time for repairs is incident dependent but is typically within 7 days dependent on replacement part availability. Loaner equipment will be made available if it's needed during extended repair situations.

We offer a simple process. Our repair service will start with a complete inspection of your aircraft to determine any issues and needed repairs. Once the inspection is complete, our tech team will contact the City's UAS team and provide an estimate of repair cost and needed parts. Once repair work is approved, we will complete them and also update all firmware, re-calibrate the platform, and test fly the aircraft before returning it.

16. Briefly discuss your ability to assist the Tempe Police Department's UAS program with applying for certification under 14 CFR § 91 and obtaining the appropriate waivers to establish a Drone for First Responder program.

Vector Solutions is exceptionally knowledgeable and has robust past performance in aviation, not simply drone operations. With our firm's combined 40+ years of aviation experience, we are well versed in FAA Part 107, 91 & 135 operations: standard training, operating, safety, and maintenance procedures; all pillars for building and maturing a robust DFR program. Vector will utilize our previous DFR past performance, an understanding of Tempe's current UAS program, knowledge of existing (and changing) FAA regulations, and the City's proximity to Class B airspace to maintain the integrity of the flight capabilities.

Beyond equipment and software, a successful DFR program will be built from existing Training, Operations, Safety, and Sustainment (TOSS®) policies and procedures. Vector's team of professionals will partner with the City to conduct and establish the training procedures necessary to build an effective and safe program. Additionally, we will provide the consultation to guide Tempe's UAS team thru the process of gaining COA and BVLOS approval. And, our documented UAS safety policies and procedures will assist in the establishment of a comprehensive safety program that reduces liability and provides continuity and oversight for UAS program managers. A comprehensive safety program provides the foundation for Crew Resource Management (CRM), Operations Risk Management (ORM), Safety Management Systems & Aeronautical Decision Making (ADM).

Sustainment is also a vital part of any successful long-term drone program. Maintenance, Field Care for UAS Equipment, and Warranty/Tech Support are critical to keeping your aircraft fleet airborne. Vector offers Live Tech

# Questionnaire

Support, On-call Consultation, Standard Operating Procedures Development, Tech Refresh product update support, and Rapid Acquisition Support.

Vector Solutions is immediately prepared to partner with the City of Tempe to offer a full spectrum of consultation to facilitate the acquisition of drones and accessories that match the tactical needs of the department. We do not approach drone programs in a one-size-fits-all methodology. The requirements for most departments will vary considerably based on geography, environment, mission set(s), and budget. Our team will ensure the City's needs/requirements are congruent with the UAS platforms, accessories, and software solutions that bring the most complete set of capabilities to the program.

17. Briefly describe your ability to partner with the Tempe Police Department's UAS program for continued training and the professional development of Tempe Remote Pilot's in Command (RPIC).

Vector Solutions offers expert instructor-led, AZ POST-certified drone pilot training and instruction for law enforcement professionals. Our team of aviation and public safety professionals brings superior training from instructors with thousands of hours of real-world flight and boots-on-the-ground experience, bringing the City actionable, practical, mission-specific instruction for the development of UAS pilots.

Our headquarters in Glendale, AZ offers a local training facility where we offer multiple modalities of classroom education and hands-on flying instruction. Additionally, our firm maintains strong local relationships that will allow Tempe to cross-train with other Arizona public safety departments. We are also able to perform on-site training that is convenient and relevant for the City of Tempe; utilizing schools, warehouses, and airports within the City and surrounding areas.

A few of the training courses offered include Hands-on basics flight training, practical flight fundamentals, Part-107 exam preparation course, indoor/tactical, night, and search and rescue training.

18. Describe how you plan to assist Tempe Police Department prepare for the FAA UAS Remote Identification Broadcast.

Vector Solutions has a thorough understanding of the timelines published by the FAA and the requirements mandated for compliance with the Remote ID Broadcast ruling. The final rule for compliance was published on January 15, 2021 with an effective date of April 21, 2021; full compliance is compulsory within 30 months of this date.

Vector will partner with the city of Tempe Police Department to budget for and identify/offer compliant equipment and solutions as they become available. Within the outlined 30-month compliance period, we will help transition legacy equipment and keep the city apprised of tech as it becomes available to retrofit out-of-compliance UAS platforms (software or hardware based solutions). With the understanding that the City of Tempe primarily flies DJI aircraft, Vector is in very close contact with DJI representatives, including Brendan Schulman, the company's vice president of policy and legal affairs, to prepare for the transition of legacy equipment. Although a final determination of RFID requirements has not been published by the FAA, DJI is currently testing potential solutions on most existing Enterprise platforms. Additionally, we will help the City identify timelines and availability of new platforms that will be compliant with the FAA guidance. Vector is prepared to help the City of Tempe and Tempe Police Department transition into this next phase of compliance.

19. Vector Solutions is committed to providing the solutions the City of Tempe and Tempe Police Department needs to simplify its operations and comply with FAA regulations as they evolve.

Do you agree to the Terms and Conditions of this RFQ?

Yes  No

# Questionnaire

If No, explain

N/A

20. The Tempe Police Department would like to purchase additional equipment not specifically listed in the pricing section via a discount from catalog or a cost-plus pricing model. Indicate your ability to accommodate this provision.

Vector Solutions can provide the City of Tempe & Tempe Police Department with quotes on additional equipment within 1 day of the receipt of the request. We work with many manufacturers and vendors to offer the Tempe Police department a competitive pricing model for all UAS needs. Upon contract award, Vector is prepared to offer the Tempe Police Department a catalog of equipment offered and pricing. DJI equipment protected by the DJI Uniform Pricing Policy (UPP) will be offered to the City at retail pricing. Pricing of DJI items not covered by UPP and by other manufacturers will be offered at a minimum of 10% reduction from retail pricing.

21. The City may offer surplus drone equipment for trade-in during the term of this agreement. Please confirm your approach to determining fair market value for these of types of future transactions.

Our approach to determining the fair market value of trade-in items consists of a multi-faceted process utilizing the cost and selling price of items, recent sales of comparable assets, and expert opinion to offer the Tempe Police Department a substantial and fair trade-in transaction credit.

22. Please complete the following information on the UAS equipment being offered (please use US customary measurements):

Characteristics	Mavic 2 Enterprise Advanced or equal	Matrice 300 RTK or equal	Matrice 30 Series
Weight of unit w batteries	<b>1.99lb</b>	<b>13.9lb</b>	<b>8.3lb</b>
Max takeoff weight w batteries	<b>2.4lb</b>	<b>19lb</b>	<b>8.8lb</b>
Max payload w batteries	<b>2.4lb</b>	<b>19lb</b>	<b>8.8lb</b>
Dimensions (unfolded)	<b>13x10x3.3in</b>	<b>32x26x17in</b>	<b>18x23x8.5in</b>
Hovering accuracy	Vertical 4in Horizontal 4in	Vertical 4in Horizontal 4in	Vertical 4in Horizontal 4in
Max ascent speed with no payload	16 f/s (S-Mode)	19 f/s (S-Mode)	19 f/s
Max ascent speed with payload	13 f/s (S-Mode)	16 f/s (S-Mode)	19 f/s
Max descent speed	16 f/s (S-Mode)	11 f/s (S-Mode)	26 f/s
Max horizontal speed with no payload	44mph	51mph	51 mph
Max horizontal speed with payload	31mph	38mph	38mph
Max operating height above sea level	3.7 miles	3.1 miles	3.1 miles
Max wind resistance	32 f/s	49 f/s	49 f/s
Max flight time no payload	31 minutes	55 minutes	41 minutes
Max flight time with payload	24 minutes	39 minutes	36 minutes

## Questionnaire

Operating temperature	14 to 104 degrees F	-4 to 140 degrees F	-4 to 122 degrees F
Max operating range	6.2 miles	9.32 miles	
How long to charge flight batteries?	1 hour	1 hour 10 minutes	50 minutes
Does unit have anti-collision beacon?	Yes	Yes	Yes
Describe camera utilized including resolution, MP, etc.	Uncooled VOx Microbolometer Thermal camera Resolution: 640×512 FOV: 84° Frame Rate: 30fps	FPV Camera Resolution: 960p FOV: 145° Frame Rate: 30fps	Uncooled VOx Microbolometer & FPV Camera Resolution: 1920×1080 DFOV: 161° Frame Rate: 30 fps

# Evaluation Criteria

Proposals will be reviewed by an Evaluation Committee consisting of City staff using the criteria and process outlined below.

	<b>Award Criteria</b>	<b>Weight</b>	<b>X</b>	<b>Rating</b>	<b>=</b>	<b>Points</b>
1.	Overall quality of UAS Equipment – The overall quality of the equipment proposed and its ability to meet or exceed the brand name features and functionality specified;	30	X	_____	=	_____
2.	Price – The overall price and the discounts offered of the UAS equipment and components listed; the value of the trade-in pricing offered will be evaluated separately.	25	X	_____	=	_____
3.	Experience – The experience level of the proposed Mfg. and offering vendor to service and support similar UAS products to include references; ability to assist TPD with implementation and testing, demos of future products.	30	X	_____	=	_____
4.	Warranty and Repairs – The length and quality of the warranty offered, and post warranty repair program offered;	5	X	_____	=	_____
5.	Delivery Time – The delivery time proposed;	5	X	_____	=	_____
6.	Sustainability Attributes – based on the information provided in the Supplier Sustainability Questionnaire, the committee will evaluate the sustainability profile of the company and its products.	5	X	_____	=	_____
				<b>Total</b>	<b>=</b>	_____

This proposal will be evaluated on a cumulative point system using the rating scale shown below (fractional points may be selected within this range).

### Scoring

<i>Outstanding</i>	9 - 10
<i>Good</i>	6 - 8
<i>Average</i>	3 - 5
<i>Poor</i>	1 - 2
<i>Not Addressed or Unacceptable</i>	0

To evaluate the cost portion of the above criteria, the City may elect to evaluate each firm on a percentage basis of the lowest cost offer. The formula would be: (Lowest Priced Offer/Evaluated Firm's Price) x Points Possible = Evaluation Points.

# Pricing Section

**“Return this Section with your Response”**

Firms shall price the UAS equipment and components below in accord with RFQ requirement and specifications. Equivalent may be submitted for all brand names noted below. Prices shall be FOB Destination and inclusive of freight costs.

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE
1.	Unmanned Aircraft Solution, DJI Mavic Enterprise Advanced (NA) (SP Auto-Activated) Mfg. and Brand: DJI Mavic 2 Enterprise Advanced	1	Each	\$6500
2.	Unmanned Aircraft Solution, DJI Mavic 2 Enterprise Zoom Mfg. and Brand: DJI Mavic 2 Enterprise Zoom <b>*EOL*</b>	1	Each	\$999
3.	Unmanned Aircraft Solution, DJI Matrice 300 RTK Mfg. and Brand: DJI Matrice 300 RTK/DJI Matrice 300 RTK <b>Combo*</b>	1	Each	\$10,599/ \$13,199*
4.	Unmanned Aircraft Solution, DJI Matrice 30 Series Mfg. and Brand: DJI Matrice 30/DJI Matrice 30T*	1	Each	\$9,341/ \$13,341*
5.	Component, DJI, Mavic 2 Enterprise Part 2 Battery Mfg. and Brand: DJI Mavic Enterprise Part 2 Battery	1	Each	\$189
6.	Component, DJI, Matrice TB-60 Intelligent Flight Battery Mfg. and Brand: DJI Matrice TB60 Intelligent Flight Battery	1	Each	\$700
7.	Component, DJI, Matrice TB-30 Intelligent Flight Battery Mfg. and Brand: DJI Matrice TB30 Intelligent Flight Battery	1	Each	\$329
8.	Component, DJI Smart Controller Mfg. and Brand: DJI Enterprise Smart Controller <b>*EOL*</b>	1	Each	\$749
9.	Component, DJI, Smart Controller WB-37 Intelligent Battery Mfg. and Brand: DJI WB37 Intelligent Battery	1	Each	\$59
10.	Component, DJI, Matrice 300 Propeller Mfg. and Brand: DJI Matrice 300 Part 14- 2110 Propeller	1	Each	\$120
11.	Component, DJI Mavic Air 2 drones Intelligent Flight Battery Mfg. and Brand: DJI Mavic Air 2 Intelligent flight battery (global)	1	Each	\$115
12.	Component, DJI, Mavic 2 drones Enterprise Propeller Mfg. and Brand: DJI Mavic 2 Low Noise Propeller	1	Each	\$15
13.	Component, DJI Mavic Air 2 Propeller Mfg. and Brand: DJI Mavic Air 2 Propeller	1	Each	\$11

# Pricing Section

**“Return this Section with your Response”**

14.	Component, DJI Matrice 30 Series Smart Controller Mfg. and Brand: DJI RC Plus Controller for Matrice 30	1	Each	\$1600
15.	Component, DJI Matrice 30 Series Propellers Mfg. and Brand: DJI Matrice 30 Part 09 Propeller	1	Each	\$49
16.	Component, DJI Matrice 30 Series Batteries Mfg. and Brand: Matrice 30 Part 08 TB30 Intelligent Flight Battery	1	Each	\$329
17.	Extended Warranty, DJI Shield Protection, Mfg. and Brand: DJI Care Enterprise Shield Basic Renew for Mavic 2 Enterprise Zoom Length of Coverage: 1 Year from Activation	1	Each	\$189
			<b>Subtotal</b>	\$31,893
<b>ITEM NO.</b>	<b>TRADE-IN</b>	<b>QTY</b>	<b>UNIT</b>	<b>UNIT PRICE</b>
18.	DJI Matrice 210V2 includes “Public Safety Combo” consisting of the following items: <ul style="list-style-type: none"> <li>• DJI Zenmuse Z30 Ariel Zoom Camera, 1 each</li> <li>• DJI Zenmuse Xt2 Thermal Camera, 1 each</li> <li>• TB-55 Intelligent Batteries, 8 each</li> <li>• Matrice 210V2 Hard Case</li> <li>• Warranty replacement, minimal use, in good working order</li> </ul>	1	Set	(\$10,000.00)
19.	DJI Enterprise Mavic 2 dual <ul style="list-style-type: none"> <li>• Purchased &amp; activated approximately Nov 15 – Dec 29, 2019</li> <li>• Minimal use, all in good working order</li> <li>• Hardcase and battery</li> <li>• Up to seven (7) units available within lot.</li> </ul> <p>\$1500.00 indicate the price per each</p>	1	Lot	(\$10,500.00)
			<b>Adjusted Sub-Total</b>	\$11,393
			<b>Tax (8.1%) if applicable</b>	\$922.83
			<b>Total Gross Quote</b>	\$12,315.83
20.	Discount from Catalog or Cost Plus for Similar UAS Equipment and Components to be Purchased Over the Term of Agreement <b>*Excludes price protected (UPP) DJI Equipment and components*</b>	10% Discount	<b>or</b>	Cost Plus _____ %

\* Applicable Tax 8.1 %

# Pricing Section

**“Return this Section with your Response”**

**\* State correct jurisdiction to receive sales tax on the Vendor's Offer, included in this Request for Proposal.**

Less prompt payments discount terms of 0% days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

## Ordering and Invoice Instructions

Invoices shall be issued directly to the ordering department. Invoices shall be accurate and complete including the information shown below. Failure to provide a properly documented invoice may cause a delay in receipt of payment. The City will not process an invoice for payment until it has been approved by the ordering department and forwarded to Accounts Payable. The City endeavors to process invoices within 30 days after receipt of an accurate and complete document.

Invoices shall include:

1. Line item listing of all ordered items to include description of items;
2. Unit cost and extended cost for each line item;
3. Applicable Tax;
4. Payment Terms;
5. Purchase Order Number;
6. Name of selling organization clearly stated on invoice along with address;
7. Phone number and or e-mail address for contact person to clarify invoicing questions;

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to process payments via check or P-Card.

Accounting Contacts:	Carey Alf	Letters A – H and Numbers
	Carlene Foster	Letters I – Z
	Yesenia Loredo-Flores	General AP Inquiries and AP Checks

# Vendor's Offer

**“Return this Section with your Response”**

Offeror must complete, sign, and submit this form to the Procurement Office with the proposal response. An unsigned “Vendor’s Offer”, late proposal response, and/or a materially incomplete response will be considered nonresponsive and rejected. Offeror is to type or legibly write in ink all information required below. A scanned copy of this page is acceptable.

Company Name:	Vector Solutions		
Company Purchase Order Mailing Address:			
Street Address:	5115 W. Bell Road, Suite B		
City, State, Zip:	Glendale, AZ 85306		
Contact Person:	Brendon Bartholomew	Phone Number:	877-520-5521
E-mail Address:	bb@vectorsolutions.us	Cell Number:	253-680-9330
<u>Remit to Information</u>			
Company Name (as it appears on invoice):	Vector Solutions		
Company Payment Remit to Address:			
Street Address:	5115 W. Bell Road, Suite B		
City, State, Zip:	Gendale, AZ 85306		
<u>Company Tax Information</u>			
If a Tempe-based firm, provide Tempe Transaction Privilege (Sales) Tax No.:			
<u>Payment Options</u>			
Will your company accept the City’s Master Card for payment?	Yes	<input checked="" type="checkbox"/>	No <input type="checkbox"/>
Will your company accept Payment via ACH (Automated Clearing House) for payment?	Yes	<input checked="" type="checkbox"/>	No <input type="checkbox"/>

## THIS QUOTE IS OFFERED BY

### REQUIRED SIGNATURE OF AUTHORIZED OFFEROR

By signing this Vendor’s Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.

  
\_\_\_\_\_  
Signature of Authorized Offer

06/27/22  
\_\_\_\_\_  
Date

Brendon Bartholomew  
\_\_\_\_\_  
Print or Type Name of Authorized Individual

President  
\_\_\_\_\_  
Title of Authorized Individual

# Supplier Sustainability Questionnaire

The City of Tempe is strongly committed to sustainable practices and programs that help build a vibrant and resilient community. The City accomplishes this through a variety of innovative programs, including water and energy conservation, recycling, composting, alternative transportation, sustainable business practices and environmental stewardship. Tempe recently established its 2019 Climate Action Plan (CAP) that provides a guideline for how the City will take local action on global climate change by reducing its greenhouse gas (GHG) emissions and adapting to the changing climate. The Climate Action Plan serves as a guideline for the City's path toward a sustainable and resilient future that will benefit the entire City. The City has strengthened its commitment to sustainability by adopting a new carbon neutrality goal by 2050 and a strategy of sourcing 100 percent of its electricity from renewable sources by 2035. To learn more about the City's commitment to sustainability, please visit <https://www.tempe.gov/government/sustainable-tempe>.

To further this commitment, the City has developed a Sustainable Procurement Policy that provides specific guidelines for how these important sustainable practices and programs will be reflected in contract award decisions. By partnering with companies who share these sustainability goals, the City will be able to significantly enhance sustainable outcomes.

To support these efforts, the following Supplier Sustainability Questionnaire has been developed that will allow the City to better understand your company's efforts and commitments regarding sustainable practices and initiatives. This questionnaire has two sections – a section to understand what your company is doing regarding sustainable actions and a section to understand the specific sustainable attributes of the product or service that you are offering.

Item	Question	Response
<b>Corporate Sustainable Actions</b>		
1.	What sustainability guidelines or environmental statement does your company have to guide the company as a whole? Please include a link.	<p><b>Vector Solutions is committed to doing our part to increase sustainability and decarbonization throughout our business operations. In 2020, Vector established a Sustainability Pledge, demonstrating our commitment to implementing decarbonization strategies through real business changes and innovations. In order to achieve net-zero annual carbon emissions by 2030, Vector has agreed to assess all aspects of our operations and strategize actions to neutralize remaining emissions, minimize waste, and increase recycling, and take other steps with additional, quantifiable, real, permanent, and socially-beneficial offsets. When we founded our Sustainability Pledge, one of the first steps we took was conducting an energy audit to identify ways to reduce our environmental impact and energy consumption. Our initiative themes include: General Waste Reduction, Single-Use Plastic Elimination, Sustainable Packaging and Materials Usage, Supply Chain Process</b></p>

# Supplier Sustainability Questionnaire

		Improvement, and Specific Business Process Changes.
2.	What is your company doing to be more energy efficient?	<p>Our offices utilize energy-saving strategies and energy-efficient equipment and lighting, including Energy Star lightbulbs and programmed Smart thermostats. Our daily procedures include routinely shut off of the lights and power supply strips at the end of each working day. Staff members are reminded to engage in eco-conscious, energy-efficient practices such as turning off lights when not in use and minimizing water consumption. We have also installed water faucets and drinking glasses to eliminate the need for plastic water bottles. Finally, we have eliminated two of our smallest satellite offices in the past two years and have switched our workers to remote work to reduce our consumption and impact.</p>
3.	What is your company doing to reduce greenhouse gas emissions?	<p>In a 2020 calculation of our carbon footprint, Vector realized our biggest environmental impact comes from two areas: Air Travel and Shipping. As a result, Vector carefully selects vendors who share our vision of a greener, more sustainable future and who have taken concrete measures to achieve those goals. Vector is committed to thoughtfully choosing our vendors in order to reduce our impact. We partner with FedEx as our primary shipping provider because of their goal to reach carbon neutrality by 2040, including by using electric vehicle systems and motorized pallets to enable emissions-free deliveries. Vector uses Delta Airlines as our primary airline due to their commitment to carbon reduction and removal, including by building a 25-percent more fuel-efficient aircraft fleet. We also eliminated our North Carolina office in 2020 and our Florida office in 2022 to reduce unnecessary energy use and commuter emissions.</p>
4.	What is your company doing to reduce waste transferred to landfills?	<ul style="list-style-type: none"> <li>• We have implemented Reduce, Reuse, Recycle Programs in our offices to reduce landfill waste.</li> <li>• We have gone paperless through use of digital technologies. When paper must</li> </ul>

# Supplier Sustainability Questionnaire

		<p>be used, we ensure it the paper is made of recycled material.</p> <ul style="list-style-type: none"> <li>• We have switched to re-usable office materials when possible (i.e. replacing plastic water bottles with drinking glasses and a water system).</li> <li>• We reuse our cardboard boxes, newspapers, and packaging materials from incoming deliveries for outgoing shipments when possible.</li> </ul>
5.	What is your company doing to reduce water waste?	<ul style="list-style-type: none"> <li>• Our office managers assess water-consuming systems monthly, checking for leaks and identifying potential plumbing issues before they arise.</li> <li>• Vector provides employees with a refillable bottle and provides water filtration systems in our offices to eliminate the use of water bottles.</li> <li>• We engage and inform our employees with strategic messaging to remind them to be conscientious of water use, and we invite ideas on how to conserve usage.</li> </ul>
6.	What kind of effort does your company make to reduce the use of environmentally harmful materials (such as cleaning products, etc.)?	<p>Vector only buys green, eco-friendly cleaning products and avoids the use of harsh chemicals around our office. We strive to choose sustainable products with the Safer Choice label, and we use re-usable office supplies when possible, instead of single-use paper and plastic products.</p> <p>By eliminating two of our satellite offices, we have reduced our consumption of environmentally harmful materials by eliminating the need for cleaning supplies, industrial trash bags, and other waste-contributing items which were previously used to support just a few personnel.</p>
7.	Does your company take any actions to manage the sustainability of your supply chain? If yes, please explain.	<p>Yes, Vector uses FedEx as our shipping provider due to their sustainability commitments. When Vector receives a shipment, we save the boxes and packaging materials for future re-use. We also collect boxes and packaging material from neighboring businesses for re-use. If the materials are not sufficient for re-use, we always recycle materials and we use recyclable packing. When preparing shipments, Vector is thoughtful to reduce packaging and strives to bundle items together in order to reduce the number of shipments. The Vector Advantage incentivizes our</p>

# Supplier Sustainability Questionnaire

		customers to send their items back to us for proper reuse or recycle, in order to avoid our products from ending up in a landfill.
8.	Has your company received any environmental or sustainability related independent certifications or recognitions? If yes, please explain.	<b>While Vector has not yet received any official environmental or sustainability related certifications or recognitions, Vector has plans to apply for and is on track to be recognized by the SEAL Business Sustainability Awards in 2025.</b>

Item	Question	Response
<b>Product Sustainable Attributes</b>		
1.	Has your company performed an environmental life cycle analysis on the product being offered the City? If yes, please provide documentation	While Vector has not performed an in-depth environmental life cycle analysis (LCA) of these sUAS products, published LCA reports suggest emissions from drone systems are “mainly from parts production, which include coal mining, electrical generating station operation, and parts production while the drone operation showed the least impact to all of the impact categories.” (Koiwanit, Jarotwan. (2018). Analysis of environmental impacts of drone delivery on an online shopping system. Advances in Climate Change Research. 9. 10.1016/j.accre.2018.09.001.)
2.	Can the product being offered be refurbished, recycled, or composted at the end of its life? If yes, please elaborate	The manufacturer offers a “Trade Up” Program which allows customers to send their old drones to DJI free of charge in exchange for DJI credit. The program partners will apply a factory reset, erase data, and resell, reuse, or recycle the drone as appropriate, reducing landfill waste. Sending the item to the manufacturer for disposal also helps ensure that batteries are disposed of using the appropriate methods.
3.	Does the product being offered include any recycled materials? If yes, please explain.	While the equipment offered does not include recycled materials, the

# Supplier Sustainability Questionnaire

		application of drones over the years has included waste management, and drones have been utilized to help identify and collect waste, helping clean water systems.
4.	What measures have been taken to reduce unnecessary packaging materials associated with the product being offered?	Vector reduces the number of shipments sent and the size of the shipments in order to reduce unnecessary packaging materials. Vector reuses packaging materials for shipments sent to us, and we collect boxes from neighboring businesses as well for use. We never package our items more than is necessary for safety and protection.
5.	What kind of reusable, recyclable, and/or compostable packaging materials does your company use?	Vector uses recycled cardboard and paper, as well reusable, recyclable envelopes made of recycled content. Vector reuses packaging materials from shipments sent to us, and we will reuse newspapers and other materials as appropriate. We also use Eco-friendly Green Air Pillows for our protective packaging.
6.	Has the product being offered been rated or certified by a third-party organization such as Energy Star, Green Seal, Leadership in Energy and Environmental Design (LEED), Forest Stewardship Council, etc.? If yes, please provide certification documentation.	The product being offered has not been rated or certified by a third-party organization, but drones are electric and offer an energy efficient alternative to diesel-fueled trucks and other manned vehicles.
7.	Please provide any additional information you would like to share regarding your product's sustainable attributes.	As a provider of sUAS equipment, Vector Solutions embraces the environmental benefit drones provide by offering an alternative to diesel-fueled trucks which emits less carbon-dioxide than manned vehicles. Applications of sUAS aerial photography range from studying air quality and characteristics of the atmosphere, to quickly surveying land for agriculture, disaster, or waste management. Drones have become an ally of sustainability initiatives across the globe.

Please find some helpful links below that will provide additional information, tools, and resources regarding sustainable practices:

**Greenhouse Gas Calculators:**

<https://www.epa.gov/energy/greenhouse-gases-equivalencies-calculator-calculations-and-references>

# Supplier Sustainability Questionnaire

**Sustainable Packaging:**

<https://www.epa.gov/smm/sustainable-packaging>

<https://www.epa.gov/facts-and-figures-about-materials-waste-and-recycling/containers-and-packaging-product-specific-data>

**Cleaning Products:**

<https://www.epa.gov/saferchoice>

**Tool to Measure and Track your Waste and Recycling:**

<http://www.epa.gov/smm/wastewise/measure-progress.htm>

**Water Conservation:**

<http://water.epa.gov/polwaste/nps/chap3.cfm>

# Checklist for Submittal

The following checklist has been provided to assist you in submission of your offer.

This list should not be considered complete, other information or documents may be necessary as part of your submission.

The items listed are the primary documents and information that must be completed and/or included with your response.

Please include any additional information or documents that will clarify your submittals.

This document has been issued in Word format to allow the responding firm the ability to provide requested information, answer questions and provide pricing within the actual document.

Description		Included
1.	One signed and completed copy of the quote response – only sections marked <b>“Return this Section with your Response”</b> are required but you may include supplemental materials you believe necessary to clarify your submittal.	✓
a.	Signed and Completed Vendor’s Offer Form	✓
2.	Due to the COVID Virus, please submit a single e-copy of the signed and completed proposal to <a href="mailto:Bids@tempe.gov">Bids@tempe.gov</a> . The City’s e-mail is capable of accepting up to a 10MB attachment. Please try and keep the proposal under this size limit. However, if you need to exceed 10MB, please break the proposal up into two sections and e-mail in two separate messages clearly indicating the solicitation number on the subject line and denoting Part 1 and Part 2 response. We will be unable to accept any hard copies of the proposal so please e-mail the response as noted above.	✓
3.	Quote Questionnaire	✓
4.	Pricing Section	✓
5.	Signed Addenda (if applicable)	✓
6.	Supplier Sustainability Questionnaire	✓

**Alert** – If you received this solicitation via a third-party plan-holder company and did not directly download it from the City of Tempe’s Procurement home page you might not have received any addendums that were published during the bidding period. To ensure you are notified of addendums it is critical that you download this solicitation from the City’s web site per the below link:  
<https://bids.tempe.gov/bids/>

# Addendum to Solicitation



City Procurement Office/City of Tempe • PO Box 5002 • 20 East 6th Street • Tempe, AZ 85280 • (480) 350-8324 • [www.tempe.gov/procurement](http://www.tempe.gov/procurement)

Issue Date: | 06/22/2022

This addendum will modify and/or clarify: Solicitation No.: | 22-145

and is Addendum No.: | 1

Procurement Description: | Unmanned Aircraft Systems (UAS)

The Proposal Due Date/Time remains unchanged at **Wednesday, June 29, 2022, 3:00 P.M. Local Arizona.**

The following question has been submitted with the City's response in italics:

1. Is the City open for alternate brands to be bid against the DJI specification that has been called out.
  - A. *Yes, equivalent products may be submitted provided complete technical descriptive literature is provided with submittal.*

There are no other changes at this time.

***Please ensure that you sign and submit this addendum by the solicitation due date.***

The balance of the specifications and bid solicitation instructions to remain the same. Bidders/Proposal Offerors are to acknowledge receipt and acceptance of this addendum by returning of signed addendum with bid/proposal response. Failure to sign and return an addendum prior to bid/proposal opening time and date may make the bid/proposal response non-responsive to that portion of the solicitation as materially affected by the respective addendum.

Vector Solutions

Name of Company

BB@vectorsolutions.us

Email Address

Glendale, AZ 85308

City State Zip

Brendon Bartholomew- President

By – Name and Title (Please Print)

253-680-9330

Telephone

Authorized Signature

# Matrice 300 RTK Specs

## Aircraft

- **Dimensions**
- Unfolded, propellers excluded, 810×670×430 mm (L×W×H)  
Folded, propellers included, 430×420×430 mm (L×W×H)
- **Diagonal Wheelbase**
- 895 mm
- **Weight (with single downward gimbal)**
- Approx. 3.6 kg (without batteries)  
Approx. 6.3 kg (with two TB60 batteries)
- **Max Payload**
- 2.7 kg
- **Max Takeoff Weight**
- 9 kg
- **Operating Frequency**
- 2.4000-2.4835 GHz  
5.725-5.850 GHz
- **EIRP**
- 2.4000-2.4835 GHz:  
29.5 dBm (FCC);  
18.5dBm (CE)  
18.5 dBm (SRRC);  
18.5dBm (MIC)
- 5.725-5.850 GHz:  
28.5 dBm (FCC);  
12.5dBm (CE)  
28.5 dBm (SRRC)
- **Hovering Accuracy (P-mode with GPS)**

- Vertical:  
±0.1 m (Vision System enabled)  
±0.5 m (GPS enabled)  
±0.1 m (RTK enabled)

Horizontal:  
±0.3 m (Vision System enabled)  
±1.5 m (GPS enabled)  
±0.1 m (RTK enabled)

- **RTK Positioning Accuracy**

- When RTK enabled and fixed:  
1 cm+1 ppm (Horizontal)  
1.5 cm + 1 ppm (Vertical)

- **Max Angular Velocity**

- Pitch: 300°/s, Yaw: 100°/s

- **Max Pitch Angle**

- 30° (P-mode, Forward Vision System enabled: 25°)

- **Max Ascent Speed**

- S mode: 6 m/s  
P mode : 5 m/s

- **Max Descent Speed (vertical)**

- S mode: 5 m/s  
P mode : 4 m/s

- **Max Descent Speed (tilt)**

- S Mode: 7 m/s

- **Max Speed**

- S mode: 23 m/s  
P mode : 17 m/s

- **Service Ceiling Above Sea Level**

- 5000 m (with 2110 propellers, takeoff weight ≤ 7 kg) / 7000 m (with 2195 propellers, takeoff weight ≤ 7 kg)

- **Max Wind Resistance**

- 15 m/s

- **Max Flight Time**

- 55 min

- **Supported DJI Gimbals**

- Zenmuse XT2/XT S/Z30/H20/H20T

- **Supported Gimbal Configurations**

- Single Downward Gimbal, Dual Downward Gimbals, Single Upward Gimbal, Upward and Downward Gimbals, Triple Gimbals

- **Ingress Protection Rating**

- IP45

- **GNSS**

- GPS+GLONASS+BeiDou+Galileo

- **Operating Temperature**

- -20°C to 50°C (-4°F to 122° F)

## Remote Controller

- **Operating Frequency**

- 2.4000-2.4835 GHz  
5.725-5.850 GHz

- **Max Transmitting Distance (unobstructed, free of interference)**

- NCC/FCC: 15 km  
CE/MIC: 8 km  
SRRC: 8 km
- **EIRP**
- 2.4000-2.4835 GHz:  
29.5 dBm (FCC)  
18.5dBm (CE)  
18.5 dBm (SRRC);  
18.5dBm (MIC)

5.725-5.850 GHz:  
28.5 dBm (FCC);  
12.5dBm (CE)  
20.5 dBm (SRRC)

- **External battery**
- Name: WB37  
Intelligent Battery  
Capacity: 4920 mAh  
Voltage: 7.6V  
Type: LiPo  
Energy: 37.39Wh  
Charging time (using  
BS60 Intelligent Battery  
Station): 70 minutes  
(15°C to 45°C); 130  
minutes (0°C to 15°C)
- **Built-in battery**
- Type: 18650 lithium ion  
battery (5000 mAh @  
7.2 V)  
Charging: Use a USB  
charger with  
specification of 12V /  
2A  
Rated power: 17 W  
Charging time: 2 hours  
and 15 minutes (Using  
a USB charger with  
specification of 12V /  
2A)
- **Battery Life**
- Built-in battery:  
Approx. 2.5h  
Built-in  
battery+External  
battery: Approx. 4.5h

- **USB Power Supply**
- 5 V / 1.5 A
- **Operating  
Temperature**
- -20°C to 40°C (-4 °F to  
104 °F)

#### Vision System

- **Obstacle Sensing  
Range**
- Forward/Backward/Left/Right: 0.7-40m  
Upward/Downward:  
0.6-30m
- **FOV**
- Forward/Backward/Downward: 65° (H), 50° (V)  
Left/Right/Upward:  
75°(H), 60°(V)
- **Operating  
Environment**
- Surfaces with clear  
patterns and adequate  
lighting (> 15 lux)

#### Infrared ToF Sensing System

- **Obstacle Sensing  
Range**
- 0.1-8m
- **FOV**
- 30° (±15°)
- **Operating  
Environment**
- Large, diffuse and  
reflective obstacles  
(reflectivity >10%)

#### Top and bottom auxiliary light

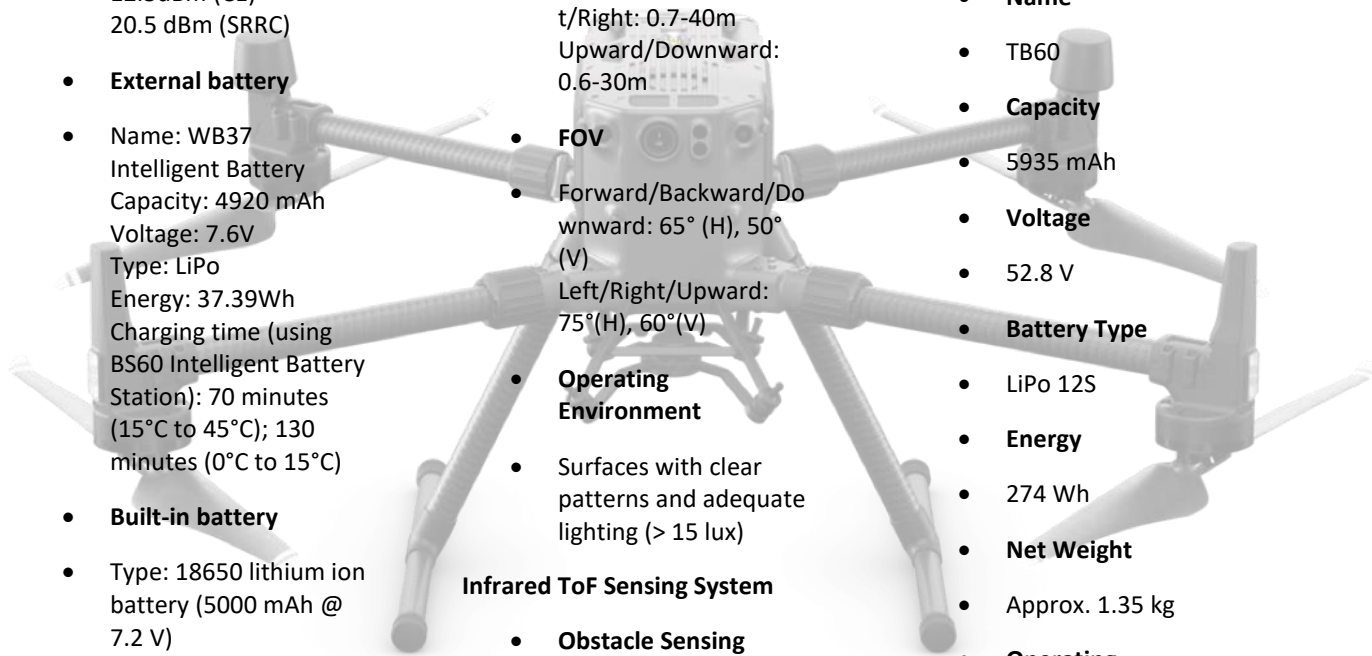
- **Effective lighting  
distance**
- 5 m

#### FPV Camera

- **Resolution**
- 960p
- **FOV**
- 145°
- **Frame rate**
- 30 fps

#### Intelligent Flight Battery

- **Name**
- TB60
- **Capacity**
- 5935 mAh
- **Voltage**
- 52.8 V
- **Battery Type**
- LiPo 12S
- **Energy**
- 274 Wh
- **Net Weight**
- Approx. 1.35 kg
- **Operating  
Temperature**
- -4°F to 122°F (-20°C to  
50°C)
- **Ideal storage  
temperature**
- 71.6°F to 86°F (22°C to  
30°C)
- **Charging Temperature**
- -4°F to 104°F (-20°C to  
40°C)  
(When the  
temperature is lower  
than 5°C, the self-  
heating function will be



automatically enabled.  
Charging in a low temperature may shorten the lifetime of the battery)

- **Charging time**

- Using BS60 Intelligent Battery Station:  
220V input: 60 minutes (fully charging two TB60 batteries), 30 minutes (charging two TB60 batteries from 20% to 90%)  
110V input: 70 minutes (fully charging two TB60 batteries), 40

minutes (charging two TB60 batteries from 20% to 90%)

### BS60 Intelligent Battery Station

- **Dimensions**

- 501\*403\*252mm

- **Net Weight**

- 8.37kg

- **Maximum Capacity**

- TB60 Intelligent Flight Battery × 8  
WB37 Intelligent Battery × 4

- **Input**

- 100-120 VAC, 50-60 Hz / 220-240 VAC, 50-60 Hz

- **Max. Input Power**

- 1070W

- **Output Power**

- 100-120 V: 750 W  
220-240 V: 992 W

- **Operating Temperature**

- -4°F to 104°F (-20°C to 40°C)



# Mavic 2 Enterprise Advanced

Capture accurate details in any mission with the Mavic 2 Enterprise Advanced – a highly versatile yet compact tool that packs a whole lot of performance upgrades. With high-resolution thermal and visual cameras, the M2EA supports up to 32× digital zoom and is capable of centimeter-level positioning accuracy with the RTK module. Expand your vision with advanced dual-cameras

## High-resolution Thermal

Make informed decisions by quickly identifying objects onsite using the M2EA's integrated high-resolution thermal sensor, which supports Spot Meter and Area Measurement.

640 × 512 Thermal Resolution

30Hz Frame Rate

16× Zoom

±2 °C Temperature Measurement Accuracy

## Zoom in to Stay Safe

Capture clear images and videos from a safe distance. The M2EA's high-resolution visual camera supports ultra zoom, so no detail is missed.

48MP Visual Camera

1/2" CMOS Sensor

4× Lossless Zoom

32× Digital Zoom

## Dual-Vision at Your Service

Tap to switch between visual, thermal, or split-view feeds for different project needs.



# DJI Matrice 30T Drone

The DJI M30T drone is equipped with a variety of high-performance sensors, is lightweight and portable, and is resistant to the effects of weather. The DJI RC PLUS enterprise remote control, as well as the newly enhanced DJI Pilot 2 flight app, are included to improve piloting efficiency and flight safety. The Matrice 30 Series (M30 or M30T) comes with a DJI RC Plus, two TB30 Intelligent Flight Batteries, one BS30 Intelligent Battery Station, and the aircraft storage case.



## Unrivaled aerial intelligence captures everything

The DJI M30T combines a laser rangefinder with wide-angle, zoom, and thermal cameras (M30T only), allowing you to collect aerial data as needed. Safe and Reliable

On all six sides of the aircraft, reliable and secure Dual-vision and ToF sensors are mounted, ensuring the aircraft's and your mission's safety. Any oncoming crewed aircraft in the area will be detected by the built-in ADS-B receiver.

## Enhanced Transmission

Thanks to four built-in antennae, OcuSync 3 Enterprise offers triple-channel 1080p video transmission and faultless switching between input sources, even in tough settings. Your connection will be strengthened by the DJI Cellular Module, an optional 4G dongle that enables for stable video transmission in tough or remote business circumstances.

## Lightweight and portable

Because of its compact and collapsible design, the M30 Series is easy to pack, transport, and deploy.



## BS30 Intelligent Battery Station

A smart, portable solution with many charging choices is offered to meet your mission requirements. The charger can simultaneously charge four pairs of TB30

Intelligent Flight Batteries and one pair of RC Plus batteries, with each pair taking under 30 minutes to charge from 20% to 90%.

## **Intelligent Flight Battery TB30**

Each battery has self-heating for cold circumstances, hot-swapping for quick turnarounds, and 400 charge cycles for increased operational efficiency.

## **DJI Cellular Mobile**

The DJI Cellular Module establishes a 4G-based communication link between the drone and the controller, as well as allowing the controller to connect to the internet.

# THE VECTOR ADVANTAGE



The Vector Advantage is our commitment that as an one of the industry leading UAS service and solutions providers, we guarantee our partners are always satisfied from start to finish. Our strategic TOSS (Training, Operations, Safety, and Sustainment) program was created to properly outfit agencies with the advantages they need to develop unmanned systems programs. Vector Aerial will ensure that your needs are met and never leave you without support.

- Quotes within 24 Hours
- No Questions Asked 30 Day Warranty
- Manufacturer Warranty Support
- 24/7 Tech Support\* – Video/Phone
- Equipment Repair
- Software Configuration
- Custom Accessories\*
- Lease Options
- Free Shipping
- Early Pay Discount
- Extended Warranty Configuration
- 72 Hour Replacement Loan\*
- Guaranteed Delivery Date\*
- Equipment Setup
- Firmware Updates
- Custom Drone Training\* (1, 3, 5 Day Options)
- Tech Refresh\*
- Consulting Services\*
- Drone as a Service\*
- Buyback Program

\*Fee based service



# THE VECTOR ADVANTAGE

For further clarification we have included descriptions of eight of our Vector Advantages. If you would like more information about these or others listed on this flyer reach out to us at 877.520.5521 or [drone@vectorsolutions.us](mailto:drone@vectorsolutions.us).

## **30 Day “No Questions Asked” Warranty**

Let Vector assume the risk for your first flight. In the first thirty days from delivery, we will guarantee that our technical support services will get you off the ground flawlessly. If an accident happens, send it back to us and we will repair or replace your equipment.

## **Consulting Services\***

When developing a program or requesting a waiver is not something you want your agency personnel to spend their time on, call us to accomplish the tasks at a fraction of the time and cost. Our full spectrum consulting services will support you in your program development and regulatory compliance.

## **Manufacturer Warranty Support**

Dealing with the OEM is oftentimes a hassle. As a preferred enterprise dealer, we will complete all of your warranty claims so you don't have to. We will report the status and ensure that you get provide expert help. As an enterprise dealer we are able to expedite the process through our dealer only channels, making your warranty claims hassle free.

## **Tech Refresh\***

Is your equipment becoming obsolete? Time for an upgrade! As part of our refresh program, we will provide replacement value for your existing equipment against the purchase of new equipment. Always have the most up to date technology when it's time for a mission.

**\*Fee Based Services**

## **Drone as a Service\***

Do you have a special event that requires an increase in capacity? Our trained and insured operators will arrive with maintained airborne vehicles assets and sensors. With robust flight experience, our operators will integrate into your operation or simply provide you the UAS service that you need.

## **Software Configuration**

Utilizing multiple software inputs to conduct your UAS operations can be quite a challenge and an impediment to getting flying on the first day. Vector will setup new accounts, configure the settings based upon your use case and preferences, and integrate with any third party software providers that you use.

## **72 Hour Loan Replacement\***

Timing is everything and downtime can result in critical losses. We stock a ready inventory of all items that we sell and can overnight replacement components, so you are always at the ready. We guarantee that we will have replacement equipment to you within 72 hours of your request. We'll keep you flying while we process your warranty claims for you.

## **Lease Options**

Certain requirements necessitate increased capacity. In cases where you need more drones available but don't want to keep them as your own, Vector offers lease options of our expertly maintained and insured in-house drone equipment. Short or long term leases are available to ensure you have the right equipment at the right time without having to completely purchase new equipment.

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
VECTOR SOLUTIONS AZ INC**

**EXHIBIT B**  
Scope of Work

**PROJECT**

Contractor will provide drones and drone accessories, which provide first response via video surveillance. See Contractor's attached Terms and Conditions.



## Terms & Conditions

Purchaser, by placing an order, makes an offer to purchase pursuant to these terms and conditions, which offer, if accepted by Vector Solutions, is accepted within the State of Arizona, and purchaser consents to the jurisdiction of the courts of the State of Arizona for the limited purpose of dispute arising between the parties resulting from this transaction and agrees that the laws of the State of Arizona shall apply.

By opening or using a product purchased from Vector Solutions, the purchaser agrees to be bound by the term and conditions of sale as set forth below. If you do not agree to the terms and conditions of sale, please ship the product back to Vector Solutions unopened within 5 days of receipt for a full refund (less shipping and handling charges).

Vector solutions makes no warranty, either expressed or implied, of merchantability or fitness for any particular purpose, and none shall be implied by law.

Final determination of suitability of any item sold for the use contemplated by purchaser is the sole responsibility of the purchaser, and Seller shall have no responsibility in connection with such determination.

Vector Solutions will not be responsible for any consequential or incidental damages resulting from the sale, non-delivery, use or improper function of any equipment purchased from us. The responsibility, if any is imposed, of Vector Solutions in regard to any item purchased shall be limited to the monetary value of the merchandise purchased.

We do not sell to those who intend to resell products offered through Vector Solutions, including dealers, resellers, exporters, wholesalers, or customers. Vector Solutions reserves the right to decline or cancel an order at any time.

Payment terms are Net 30.

**LINKING AGREEMENT  
BETWEEN  
THE CITY OF GLENDALE, ARIZONA  
AND  
VECTOR SOLUTIONS AZ INC**

**EXHIBIT C**

**METHOD AND AMOUNT OF COMPENSATION**

The method and amount of compensation is in accordance with Section 3 of this Agreement.

**NOT TO EXCEED AMOUNT**

The total amount of compensation paid to Contractor for full completion of all work required by the Project must not exceed \$60,000 annually or \$300,000 for the entire term of the Agreement.

**DETAILED PROJECT COMPENSATION**

City shall pay Contractor compensation in accordance with the rates as set forth in the City of Tempe Cooperative Purchasing Agreement, Contract Number T22-145-01.