



Hidalgo County Purchasing Department
2812 S. Business Highway 281
New Administration Building
Edinburg, Texas 78539
(956) 318-2626/ Fax: (956) 318-2629

MEMORANDUM

“SOLE SOURCE DECLARATION”

TO: Hidalgo County Commissioner’s Court

FROM: Martha L. Salazar, CPPB
Hidalgo County Purchasing Agent

DATE: August 9, 2016

RE: “Sole Source Declaration” – Drone Dynamics, LLC

Hidalgo County requires the purchase of small Unmanned Aircraft System (sUAS) and all of the associated consultation, support, equipment, control station, data links, telemetry, communications, and navigation equipment necessary to operate the unmanned aircraft.

Drone Dynamics, LLC is the single professional services company equipped to coordinate legal and regulatory compliance as well as training and certification, mission specific hardware, software and sensor systems, data processing, and storage and distribution tailored to the needs of Hidalgo County.

The Drone Dynamics Training Team is staffed by experts with deep expertise in Public Safety. The training program and certification is comprehensive and tailored to the needs of Hidalgo County. Upon successful completion of training, each student will receive a certificate of completion and with the approval of Drone Dynamics; qualified students may enroll in Drone Dynamics Instructor’s training modules. Upon completion of instructor’s coursework, graduates may conduct authorized coursework to Hidalgo County personnel only. Drone operators and instructors are required to complete annual recertification.

Drone Dynamics possesses multiple FAA Section 333 exemptions and Certificates of Authorization (COAs) which provide access to 900+ FAA approved airframes with proactive updates regarding new drone regulations and laws. The PR Campaign is focused on community transparency, thus showcasing the technological progressiveness of Hidalgo County to residents and constituents.

Although comparable small Unmanned Aircraft Systems exist, Drone Dynamics, LLC is the sole provider of comprehensive in-source and out-source services that include legal/regulatory FAA compliance, PR consultation, Drone Pilot Training and Certification program, drone flight operations, and scalable cloud-based data processing/analytics. Drone Dynamics, LLC has combined these services centered on the unique mission requirements as part of a turnkey solution. This will enable Hidalgo County to initiate and operate its own drone capabilities in support of all County departments.

Therefore, Hidalgo County requires the purchase of Drone Dynamics, LLC sUAS with options to provide “Turnkey Solutions” (i.e. any/all equipment, parts, incidentals, accessories, training and certification as well as annual recertification, software, upgrades and installation of same). Drone Dynamics, LLC will include training and certification of County departments already in possession of sUAS (all funding sources).

This Sole Source Declaration is to remain in effect unless otherwise revoked by Hidalgo County Commissioners Court.