



# PALADIN



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Divyaditya Shrivastava

Paladin Drones Inc.

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San Luis Procurement Department, AZ:

This letter serves the purpose to attest, to the best of our knowledge and due diligence, Paladin Drones Inc. is currently a Sole Source provider of a product and service that is unavailable in the Drone Industry and/or the United States at the timestamped date of this letter. This Sole Source also specifically states that our product and service shares no likeness or comparable specific characteristics.

#### SPECIFIC DESCRIPTION OF SOLE SOURCE PRODUCT OR SERVICE:

The Paladin EXT LTE Module provides the market an adaptable, drone agnostic, cellular-based module that is able to connect drones to a cellular network. No other company has such a device that is accessible to the United States. The uniqueness of this product allows clients to operate drones on LTE Cellular networks rather than the native controller which operates on a radio frequency (RF). Furthermore this device allows users to operate the drone autonomously and remotely via the Paladin Watchtower software system. Please see the below which highlights additional key features of the Paladin EXT LTE Module:

- o LTE Cellular Remote Operational Controls
- o Streaming over LTE Cellular
- o Dock Integration
- o SMS Notifications
- o Autonomous Flight

Beyond the EXT Module which is the flagship product that is core to our Sole Source, there are two additional highlights of our offering that makes Paladin unique:

1). **ADS-B Receiver:** Paladin is the only company in the United States that built a separate ADS-B Receiver box to detect manned aircraft within a 20 miles radius of airspace, as part of our integrated solution. This unit is not attached to a drone and does not affect drone performance. This unit is installed on a rooftop and picks up manned aircrafts in real time. This is in part one of the main reasons that the FAA issued Paladin one of the first ADS-B BVLOS waivers in the County. No other DFR companies have their own ADS-B Receiver box, but rather attempt to integrate a third party or use software. With the ADS-B receiver being separate from the drone, this ensures top quality of flight and no added weight to the drone itself, resulting in a potential impact of the flights.

2). **All-in-One Solution:** We are the only DFR company to offer an all inclusive package, manufactured operating system by Paladin, which includes: obtaining a Part 91 COA & FAA waivers, unlimited training, unlimited users, unlimited data storage, and annual battery replacements. Other DFR companies will either help obtain a Part 107 individual pilots license or charge for data / video recording storage fees, pilots.

While there are other drone distributors and providers, Paladin offers a unique offering that differentiates it from having a competitive edge over its competitors, but rather as a Sole Source provider. Paladin also does not consider any claims from vendors which propose "roadmap" items as valid claims to discredit Sole Source agreements.

If there are any additional questions or materials that can be provided, please do not hesitate to let us know.

Sincerely,

Divyaditya Shrivastava, CEO

*Divyaditya Shrivastava*

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