

DAVID Y. IGE
GOVERNOR



BONNIE KAHAKUI
ACTING ADMINISTRATOR

STATE OF HAWAII
STATE PROCUREMENT OFFICE

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 586-0554
email: state.procurement.office@hawaii.gov
<http://spo.hawaii.gov>
Twitter: [@hawaiispo](https://twitter.com/hawaiispo)

January 22, 2021

TO: Executive Departments/Agencies City and County of Honolulu
 Department of Education Honolulu City Council
 Hawaii Health Systems Corporation Honolulu Board of Water Supply
 Office of Hawaiian Affairs Honolulu Authority for Rapid Transportation
 University of Hawaii County of Hawaii
 Public Charter School Commission Hawaii County Council
 and Schools County of Hawaii-Department of Water Supply
 House of Representatives County of Maui
 Senate Maui County Council
 Judiciary County of Maui-Department of Water Supply
 County of Kauai
 Kauai County Council
 County of Kauai – Department of Water

FROM: Bonnie Kahakui, Acting Administrator *Bonnie A. Kahakui*

SUBJECT: **Change No. 4**
 SPO Price List Contract No. 20-08
 NASPO VALUEPOINT UNMANNED AERIAL SYSTEM SERVICES
 RFP E194-79435
 Expires: October 31, 2021

The following changes are made to the price list contract:

1. Update the point of contact for County of Maui.
2. Add subcontractors to Elevate UAS LLC vendor information page.

The current price list contract incorporating Change No. 4 is available on the SPO website: <http://spo.hawaii.gov>. Click on Price & Vendor List Contracts on the home page.

If you have any questions, please contact Matthew Chow at (808) 586-0577 or matthew.m.chow@hawaii.gov.

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**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Price List Contract No. 20-08
Includes Change No. 4
Effective: 01/22/2021

THIS SPO PRICE/VENDOR LIST CONTRACT IS FOR AUTHORIZED BUSINESS ONLY

**NASPO VALUEPOINT
UNMANNED AERIAL SYSTEM SERVICES**

RFP E194-79435
April 14, 2020 to October 31, 2021

INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Virginia is the current lead agency and contract administrator for the NASPO ValuePoint Unmanned Aerial System Services contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to twelve (12) qualified Contractors. The State of Hawaii has signed a Participating Addendum with four (4) Contractors.

The purpose of this contract is to provide service to the following categories: Emergency Support Services, Law Enforcement Support Services, Aerial Inspection or Data Mapping Services, Agricultural and Gaming Support Services and Agency Media Relations and Marketing Services.

For additional information on this contract, visit the NASPO ValuePoint website at <https://www.naspovaluepoint.org/portfolio/unmanned-aerial-vehicle-drone-services-2019-2024/>.



PARTICIPATING JURISDICTIONS listed below have signed a cooperative agreement with the SPO and are authorized to utilize this price list contract.

Executive Departments/Agencies	City and County of Honolulu
Department of Education (DOE)	Honolulu City Council
Hawaii Health Systems Corporation	Honolulu Board of Water Supply
Office of Hawaiian Affairs	Honolulu Authority for Rapid Transportation
University of Hawaii	County of Hawaii
Public Charter School Commission and Schools	Hawaii County Council
House of Representatives	County of Hawaii – Department of Water Supply
Senate	County of Maui
Judiciary	Maui County Council
Kauai County Council	County of Maui – Department of Water Supply
County of Kauai – Department of Water	County of Kauai

The participating jurisdictions are not required but may purchase from this price list contract, and requests for exception from the contract are not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINT OF CONTACT. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	Fax	E-mail
Executive	Matthew Chow	586-0577	586-0570	matthew.m.chow@hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	doeprocure@notes.k12.hi.us
HHSC	Joe Evanoff	315-7449		jevanoff@hhsc.org
OHA	Phyllis Ono-Evangelista	594-1833	594-1865	phylliso@oha.org
UH	Karlee Hisashima	956-8687	956-2093	karlee@hawaii.edu
Public Charter School Commission and Schools	Danny Vasconcellos	586-3775	586-3776	danny.vasconcellos@spcsc.hawaii.gov
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
Judiciary	Tritia Cruz	538-5805	538-5802	tritia.l.cruz@courts.hawaii.gov
C&C of Honolulu	Procurement Specialist	768-5535	768-3299	bfprocuring@honolulu.gov

Jurisdiction	Name	Telephone	Fax	E-mail
Honolulu City Council	Kendall Amazaki, Jr. Nanette Saito	768-5084 768-5085	768-5011	kamazaki@honolulu.gov nsaito@honolulu.gov
Honolulu Board of Water Supply	Procurement Office	748-5071		fn_procurement@hbws.org
HART	David Ha	768-6294		dha@honolulu.gov
County of Hawaii	Diane Nakagawa	961-8440	961-8248	Diane.Nakagawa@hawaiicounty.gov
Hawaii County Council	Diane Nakagawa	961-8440	961-8248	Diane.Nakagawa@hawaiicounty.gov
County of Hawaii- Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 x224	961-8657	kmatsumoto@hawaii.dws.org
County of Maui	Jared Masuda	463-3816		jared.masuda@co.maui.hi.us
Maui County Council	Marlene Rebugio	270-7838		marlene.rebugio@mauicounty.us
County of Maui- Department of Water Supply	Kenneth L. Bissen Holly Perdido	270-7684 270-7684	270-7136 270-7136	ken.bissen@co.maui.hi.us holly.perdido@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6349	ebarreira@kauai.gov
Kauai County Council	Lisa Ishibashi Scott Sato	241-4820 241-4810	241-6349 241-6349	lishibashi@kauai.gov ssato@kauai.gov
County of Kauai- Department of Water	Marcelino Soliz	245-5470	241-5813	msoliz@kauaiwater.org

USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

VENDORS. The following vendors are authorized to provide services in one or more of the following categories: Emergency Support Services, Law Enforcement Support Services, Aerial Inspection or Data Mapping Services, Agricultural and Gaming Support Services and Agency Media Relations and Marketing Services. They have signed a Master Agreement with the State of Virginia and a Participating Addendum with the Hawaii State Procurement Office.

Avion Solutions, Inc DroneUp, LLC Elevate UAS LLC ERUdyne, Inc

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

COMPLIANCE PURSUANT TO HRS §103D-310(c). Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Price List Contract No. 20-08. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, HHSC, OHA and UH for orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

PURCHASE ORDERS may be issued for purchases \$2,500 or more, and for Contractors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

“SPO PL CONTRACT NO. 20-08 & NASPO VALUEPOINT MASTER AGREEMENT NO. E194-79435.” shall be typed on purchase orders issued against this price list contract. For pCard purchases, the SPO PL Contract No. 20-08 and Master Agreement No. E194-79435 shall be notated on the appropriate transaction document.

STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE shall not exceed the following rates if seller elects to pass on the charges to its customers.

COUNTY	COUNTY SURCHARGE TAX RATE	STATE GET	MAX PASS-ON TAX RATE	EXPIRATION DATE OF SURCHARGE TAX RATE
C&C OF HONOLULU	0.50%	4.0%	4.7120%	12/31/2030
HAWAII	0.50%	4.0%	4.47120%	12/31/2030
COUNTY OF MAUI (including Molokai and Lanai)	0.0%	4.0%	4.1666%	No county surcharge
KAUAI	0.50%	4.0%	4.7120%	12/31/2030

The GET or use tax and county surcharge may be added to the invoice as a separate line item and shall not exceed the current max pass-on tax rate(s) for each island.

County surcharges on state general excise (GE) tax or Use tax may be visibly passed on but is not required. For more information on county surcharges and the max pass-on tax rate, please visit the Department of Taxation's website at <http://tax.hawaii.gov/geninfo/countysurcharge>.

PAYMENTS are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

Term	Description
<i>Drone or UAS</i>	Any unmanned aerial vehicle piloted by the Contractor
<i>FAA</i>	Federal Aviation Administration

CONTRACTOR REQUIREMENTS

- All Contractors and subcontractors which perform UAS flight missions are 14 CFR Part 107 Certified and provide proof upon request.
- Upon request, provide detailed information on equipment, sensors, attachments and their capabilities for UAS missions.
- Contractor shall specify which service categories the equipment they currently own or can deploy is able to support.
- Provide examples of missions.
- Purchasing department may require drone operator to receive training from the State or local emergency officials in order for them to provide support in the event of a declared emergency.

NOT INCLUDED.

- Purchase of any UAS product.
- Travel expense not included in pricing. When applicable, negotiated between the Purchasing Department and Contractor.

Contractor Awarded Categories:

	E	LE	AIM	AG	AMRMS
Avion Solutions Inc	Yes	Yes	Yes	Yes	Yes
DroneUp LLC	Yes	Yes	Yes	Yes	Yes
Elevate UAS LLC	No	No	Yes	Yes	Yes
ERUdyne Inc	No	No	No	No	Yes

E	Emergency Support Services
LE	Law Enforcement Support Services
AIM	Aerial Inspection or Mapping Data Services
AG	Agricultural and Gaming Support Services
AMRMS	Agency Media Relations and Marketing Services

The Contractor shall provide support for a variety of missions within the below defined Service Categories. The missions will be defined and coordinated between the Purchasing Department and the Contractor. The requested missions may require additional analysis or support to assist with the completion of the mission and will be coordinated between the Purchasing Department and the Contractor.

A. Emergency Support Services

- a. Emergency responses will fall within three (3) categories of response.
 - i. Rapid response times shall be responses to emergency situations required within 1 to 4 hours or as quickly as possible.
 - ii. Priority response times shall be responses to emergency situations required within 24 hours or potentially more quickly.
 - iii. Routine response times shall be responses to emergencies, which shall normally occur within 72 hours.
- b. These response hours may vary based on the specific situation and required missions and should be discussed by the Contractor and Purchasing Department.
- c. Active natural disaster support missions:
 - i. Active natural disaster support missions will involve active natural disasters as identified and declared by the Purchasing Department.
 - ii. Supporting these missions may require extended personnel support and may involve a greater degree of difficulty and danger posed to all personnel involved.
 - iii. These natural disasters may include but are not limited to:
 1. Forest fires
 2. Floods
 3. Avalanche
 4. Hurricane
 5. Earthquake
 6. Tornado
 7. Drought
 8. Nuclear emission events
 - iv. Natural disaster support services may also help bring situational awareness to First Responders and Disaster Relief teams actively working on the ground. Situational awareness may be coordinated efforts between the Purchasing Department and the Contractor to warn those on the ground of potential hazards or threats that may be out of their immediate line of sight.
 - v. Contractors may also be requested by Purchasing Department to provide post disaster relief and evaluation support services. This may involve the collection of photographs, videos, or other data in order to assess relief efforts or evaluate a disaster's effects on the area.

- vi. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:
 - 1. High definition cameras and video recording devices
 - 2. Radiation detection devices
 - 3. Aerial sonar devices
 - 4. Infrared and heat detection devices
 - 5. Night vision apparatus
 - d. Active firefighting support missions:
 - i. These missions may involve supporting local fire departments during an active fire. These fires may be in a building, vehicle, boat, or any other location that a fire may occur and be actively burning.
 - ii. Contractors shall work closely with, and solely under the direction of, local fire departments to provide aerial pictures and video to help direct efforts of fire personnel to extinguish the fire.
 - iii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:
 - 1. High definition cameras and video recording devices
 - 2. Infrared and heat detection devices
- B. Law Enforcement Support Services
- a. In order to support law enforcement agencies, Contractors may be required to provide background checks on all employees assigned to work on missions. The Contractors shall keep and maintain a list of current employees with current background checks eligible to work on law enforcement missions. The Contractors shall refer to Purchasing Department's order for guidance on what is required to support law enforcement missions.
 - b. These missions may vary greatly as requested by the law enforcement agencies to include but not limited to:
 - i. Surveillance
 - ii. Reconnaissance
 - iii. Accident support
 - iv. Accident recreation support
 - v. Search and Rescue
 - c. These missions may be highly sensitive in nature and may require the Contractor to sign a Non-Disclosure Agreement, or other legally binding agreements, as their support may directly impact an ongoing investigation.
 - d. It will be the responsibility of the requesting law enforcement agency to comply with all federal, state, and/or local laws with regard to the use of Unmanned Aerial Vehicles in support of law enforcement missions. Law enforcement agencies will not request the Contractor to violate any parts of 14 CFR Part 107, which may compromise the Contractor's ability to maintain the required FAA licenses.

- e. Contractors shall not be held responsible for performing missions under the direction of law enforcement officials if those missions are deemed to have violated federal, state, or local laws. The Contractor shall not violate any part of 14 CFR Part 107 in order to support law enforcement operations without written permission from the FAA. The Contractor must notify the requesting law enforcement agency, in writing, if they are asked to perform a mission they know will violate 14 CFR Part 107 without permission from the FAA.
 - f. These missions may require specialized equipment in order to support the mission of the Authorized User. Specialized equipment which may be requested includes but not limited to:
 - i. High definition cameras and video recording devices
 - ii. Infrared and heat detection devices
 - iii. Thermal imaging cameras
 - iv. Night vision cameras
 - v. Radiation detection devices
 - g. Search and rescue missions are typically but not exclusively initiated by local law enforcement. These missions are often highly sensitive and urgent in nature. They often involve the following:
 - i. Search and rescue missions will involve assisting an Purchasing Department with the location of lost or missing persons.
 - ii. These missions may involve a variety of terrains, weather patterns, times of day, or cover a large geographic location, in an attempt to help locate and rescue missing or lost persons.
 - iii. These missions may require specialized equipment in order to support the mission of the requesting public body. Specialized equipment which may be requested includes but not limited to:
 - 1. High definition cameras and video recording devices
 - 2. Infrared cameras
 - 3. Thermal imaging cameras
 - 4. Night vision cameras
 - 5. Radiation detection devices
- C. Aerial Inspection or Mapping Data Services
- a. These services are to the extent permitted by relevant State and local law.
 - b. Aerial Mapping Missions: To the extent legally permissible, the flyover and delivery of data files showing selected geographical features. Contractor should describe the features, standards, and methods of services it can provide, and any specialized equipment that can be provided, such as high definition cameras, video recording devices, or aerial Lidar imaging equipment.
 - c. Aerial Inspection Missions: To the extent legally permissible, aerial inspection of vehicle traffic, bridge and tunnel structures, rock and soil movements, volume of various stockpiles, including but not limited to gravel, sand, salt, and reclaimed asphalt pavement. Contractor should describe the features, standards and methods of services it can provide, and any specialized equipment that can be

provided, such as high definition cameras, video recording devices, top-mounted cameras, or thermal imaging cameras for detection of surface defects.

D. Agricultural and Gaming Support Services

a. These services may include the collection of photographs, videos, and/or data for the purpose of evaluation and/or inspection of a variety of agricultural related fields. These terrains and requested missions may vary greatly.

b. Forestry Support Service Missions:

- i. These missions may be used for the detection and/or monitoring of invasive species. These species may be animals, insects, or plants.
- ii. Missions requested may also be related to overall forest health.
- iii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:

1. High definition cameras and video recording devices

c. Avalanche Threat Assessment and Monitoring Missions:

- i. These missions may be used to assess threats related to potential avalanches.
- ii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:

1. High definition cameras and video recording devices

d. Agricultural Inspection Service Missions:

- i. These missions may be used for the detection and/or monitoring of invasive species. These species may be animals, insects, or plants.
- ii. Missions requested may also be related to overall crop health.
- iii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:

1. High definition cameras and video recording devices

e. Mining Inspection Service Missions

- i. These missions may be used for the inspection of active and retired mines for structural integrity.
- ii. Missions requested may also be related toxic gas levels within the mines.
- iii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:

1. High definition cameras and video recording devices

2. Specialized sensors to measure gas levels

f. Gaming and Fisheries Support Services

- i. These missions may be used for the detection and/or monitoring of animal wildlife, their habitats, and breeding patterns.
- ii. Missions requested may be related to the detection or location of illegal hunting, poaching, or fishing activities.

- iii. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:
 - 1. High definition cameras and video recording devices
 - 2. Specialized GPS sensors
- E. Agency Media Relations and Marketing Services
 - a. These services may include, but are not limited to, the collection of photographs, videos, and/or data for the purpose of marketing and/or outreach of a variety public body activities. These activities and missions may vary greatly.
 - b. These missions may require specialized equipment in order to support the mission of the Purchasing Department. Specialized equipment which may be requested includes but not limited to:
 - i. High definition cameras and recording devices

AGENCY INSTRUCTIONS FOR REQUESTING PRICE QUOTES

1. For Emergency Support Services, purchasing shall obtain a minimum of one (1) written quotation.
2. For all other service categories, except for Emergency Support services, purchasing department shall encourage competition. The Purchasing Department shall obtain a minimum number of two (2) written quotations.
3. Uniform Request for Quotes.
 - Purchasing Department must complete all information in Section 1, Uniform Request for Quotes.
 - Contractor shall utilize the Uniform Request for Quotes form that is included in this price list contract. Price quotes submitted on another form shall be rejected by the agency.
 - Travel expense, when applicable, is negotiated between the Purchasing Department and Contractor. Both parties will agree in writing under what circumstances travel charges will be allowed. Contractor shall receive prior written approval for any per diem rates that exceed the Authorized User's noted per diem.
4. Pricing can be viewed on the NASPO URL on the vendor page. Contractor may offer state-wide promotional discounts/customer location specific discounts/bulk discounts or spot discounts which may be viewed on the contractor information page.
5. **CONSIDERATION OF QUOTES.** Purchasing Department shall consider all responsive and responsible quotes received. An award shall be made to the Contractor(s) offering the lowest price. If the lowest price does not meet the agencies specification requirement, the award may be made to the Contractor(s) whose offer represents the best value to the Purchasing Department. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria in addition to price so that the offer meeting the overall combination that best services the agency is selected. These criteria may include, in addition to others, performance, history of the vendor, quality of services, delivery, proposed technical performance, availability, and experience.
6. **Order.** Upon award, the agency may issue a purchase order and sign the Uniform Request for Quotes. Contractor shall not add additional terms and conditions to the agreement.
7. Form SPO-010, RECORD OF PROCUREMENT is optional if the total contract value is under \$5,000. If the contract value is \$5,000 or greater, form SPO-010 is required to be completed and approved by the Procurement Officer.
8. **AWARD NOTIFICATION.** After the agency issues a purchase order or executes an agreement, the agency shall notify the non-awarded Contractors who was the awarded contractor within five (5) work days.
9. Purchasing Department will work with Contractor for nonperformance issues. If Contractor fails cure within time specified, Purchasing Department will complete form SPO-012 (see Vendor and Product Evaluation on page 6) and submit with all other documentation of nonperformance to Purchasing Department's Point of Contact, who shall then email to the Executive's Point of Contact.
10. **OFFICE OF INFORMATION PRACTICES (OIP).** The OIP has created model forms that may be used to request access to a government record or to reply to a requester. To download a form go to: <http://oip.hawaii.gov/forms/>. The vendor submits a *Request to*

Access a *Government Record* form to the agency for copies of their competitor's price quotes.

The agency responds to the vendor by submitting a *Notice to Requester* form.

UNIFORM REQUEST FOR QUOTES
SPO PRICE LIST 20-08 MASTER AGREEMENT NO. E194-79435
NASPO VALUEPOINT UNMANNED AERIAL SYSTEM SERVICES

SECTION 1 - AGENCY TO COMPLETE:

DATE: _____

AUTHORIZED CONTRACTORS INVITED TO SUBMIT QUOTES:

Avion Solutions Inc DroneUp LLC Elevate UAS LLC ERUdyne Inc

GOVERNMENT AGENCY CONTACT INFORMATION:

Department: _____ Division/Agency: _____

Contact Person: _____ Phone: _____ Fax: _____

Email: _____

Address: _____

BILLING ADDRESS

Same as Contact Information

Department: _____ Division/Agency: _____

Phone: _____ Fax: _____

Address: _____

Location of site and estimated total acreage: _____

Additional pages attached

Description of services to be performed:

Additional pages attached

Service Category: Emergency Support Law Enforcement Aerial Inspection or Mapping Data
 Agricultural and Gaming Agency Media Relations and Marketing

Price Ceiling for all Services: \$ _____

QUOTE DUE DATE:

Submit Quote via: Email Fax US Postal

**UNIFORM REQUEST FOR QUOTES
SPO PRICE LIST 20-08 MASTER AGREEMENT NO. E194-79435
NASPO VALUEPOINT UNMANNED AERIAL SYSTEM SERVICES**

SECTION 2 – DEALER TO COMPLETE:

DEALER CONTACT INFORMATION:

Company Name: _____

Company Representative: _____ Title: _____

Phone: _____ Fax: _____ Email: _____

Address: _____

Quote (Price Per Hour or other pricing elements) _____

Travel: _____ (Yes or No. Travel and travel related expenses need to factor if State Acceptance)

Catalog Price per Hour \$ _____ (if applicable include discount)

Estimated Hours _____

+Quote _____ (catalog price per hour * estimated hours)

+GET \$ _____

+Additional Discounts \$ _____

= TOTAL QUOTE \$ _____ (Include details and breakdown of quotes in Additional Information and/or Additional Page Attached)

ADDITIONAL INFORMATION:

Additional Pages Attached _____

Quote shall remain firm for _____ days

All quotes shall be signed and dated by an authorized individual of the company.

Signature: _____ Date: _____

Printed Name: _____ Printed Title: _____

SECTION 3 – STATE ACCEPTANCE, if any:

By signing below, the Department/Division/Agency stated in Section 1 above has selected the Contractor stated in Section 2 above to provide services under SPO PL Contract No. 20-08.

Signature: _____ Date: _____

Printed Name _____ Printed Title: _____

CONTRACTOR CONTACT INFORMATION

Avion Solutions Inc

Master Agreement Number: E194-79435

<https://www.naspovaluepoint.org/portfolio/unmanned-aerial-vehicle-drone-services-2019-2024/avion-solutions-inc/>

For price quotes or questions, contact Avion Solutions, Inc.

Payments are made to Avion Solutions, Inc.

Avion Solutions Inc

4905 Research Drive NW

Huntsville, AL 35805-5905

Attn: Accounts Receivables C/O Richard Marks

Phone: (256) 327-7006

Email: Accounting@avionsolutions.com

Remit To:

Avion Solutions Inc

4905 Research Drive NW

Huntsville, AL 35805-5905

Vendor No. 35695400

Pricing: Go to vendor webpage and click on "Avion Price Sheet"

DroneUp LLC

Master Agreement Number: E194-79435

<https://www.naspoaluepoint.org/portfolio/unmanned-aerial-vehicle-drone-services-2019-2024/droneup-llc/>

For price quotes or questions, contact DroneUp, LLC.
Payments are made to DroneUp, LLC.

DroneUp, LLC
160 Newtown Road, Suite 302
Virginia Beach, VA 23462
Tripp Shannon
Phone: (757) 337-2125
Email: tripp.shannon@droneup.com

Remit To:
DroneUp LLC
160 Newtown Rd, Suite 302
Virginia Beach, VA 23462
Vendor No. 35606100

Pricing: Go to vendor webpage and click on "DroneUp Price List"

Elevate UAS LLC

Master Agreement Number: E194-79435

<https://www.naspo.valuepoint.org/portfolio/unmanned-aerial-vehicle-drone-services-2019-2024/elevate-uas/>

For price quotes or questions, contact Elevate UAS LLC.
Payments are made to Elevate UAS LLC.

Elevate UAS LLC
6036 SW 18th Dr
Portland, OR 97239
Cole Smith
Phone: (541) 521-6670
Email: csmith@elevateuas.com

Remit To:
Elevate UAS
6036 SW 18th Dr
Portland, OR 97239
Vendor No. 35530300

Pricing: Go to vendor webpage and click on “Elevate UAS Pricing”

Authorized Subcontractors

Island	City	Contact Info	Experience Details
Hawaii	Kailua Kona	Kevin Dorn (808) 345-5281 kevin@paradisecoasters.com	Agricultural, Photography, Utility work, Photogrammetry, hazard identification
Hawaii	Hilo	Andrew Hara (808) 769-0592 ahara@andrewhara.com	Remote grapple, lighting, photography, hazard identification
Maui	Lihue/Hana	Colin Burkardt (978) 697-3028 colin@paradisecoasters.com	Colin is a 135 Pilot with a robust background of flying twin and single engine helicopters as well as fixedwing airplanes

ERUdyne Inc

Master Agreement Number: E194-79435

<https://www.naspovaluepoint.org/portfolio/unmanned-aerial-vehicle-drone-services-2019-2024/erudyne-inc/>

For price quotes or questions, contact ERUdyne Inc.
Payments are made to ERUdyne Inc.

ERUdyne Inc
458 Keith Avenue
Kilmarnock, VA 22482
Jamie Carpenter
Phone: (804) 761-2166
Fax: (804) 577-4365
Email: James.carpenter@erudyne.com

Remit To:
ERUdyne Inc
458 Keith Avenue
Kilmarnock, VA 22482
Vendor No. 35600700

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