



**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)

July 30, 2024

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

FROM: Bonnie Kahakui, Administrator 

SUBJECT: **Change No. 1**
SPO Vendor List Contract No. 25-06
**SOURCEWELL UNMANNED AND REMOTELY OPERATED VEHICLE SYSTEMS WITH
RELATED TECHNOLOGY AND SERVICES**
RFP No. 011223
Expires: March 24, 2027

The following changes are made to the vendor list contract:

1. Advexure LLC is added to the vendor list as an authorized contractor.
2. The Agency Instructions is updated.
3. The Emergency Purchase is updated.

The current vendor list contract incorporating Change No. 1 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.

TABLE OF CONTENTS

| | |
|---|----|
| INFORMATION ON SOURCEWELL..... | 3 |
| PARTICIPATING JURISDICTIONS | 4 |
| POINT OF CONTACT..... | 4 |
| USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. | 5 |
| CONTRACTORS..... | 6 |
| VENDOR CODES..... | 6 |
| COMPLIANCE PURSUANT TO HRS §103D-310(c)..... | 6 |
| PURCHASING CARD (pCard)..... | 6 |
| PURCHASE ORDERS..... | 6 |
| PAYMENTS | 6 |
| LEASE AGREEMENTS | 6 |
| STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE | 7 |
| COMPLIANCE PURSUANT TO HRS §103-53..... | 7 |
| VENDOR AND PRODUCT EVALUATION | 7 |
| PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET | 7 |
| EMERGENCY PURCHASE | 7 |
| CONTRACT INFORMATION | 8 |
| AGENCY INSTRUCTIONS | 9 |
| CONTRACTOR INFORMATION..... | 10 |
| ADVEXURE LLC..... | 11 |
| RMUS LLC..... | 12 |

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Vendor List Contract No. 25-06

Includes: Change No. 1

Effective: 07/30/2024

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

**SOURCEWELL
UNMANNED AND REMOTELY OPERATED VEHICLE
SYSTEMS WITH RELATED TECHNOLOGY AND SERVICES**

(RFP No.011223)

July 19, 2024 to March 24, 2027

INFORMATION ON SOURCEWELL

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota that facilitates a competitive public solicitation and contract award process for the benefit of its 50,000+ participating entities across the United States and Canada. Cooperative purchasing provides participating entities and suppliers increased administrative efficiencies and the power of combined purchasing volume that result in overall cost savings.

A request for competitive sealed proposals was issued and a contract was awarded to six (6) qualified Contractors.

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

| | |
|--|--|
| Executive Departments/Agencies | City and County of Honolulu (C&C Honolulu) |
| Department of Education (DOE) | Honolulu City Council |
| School Facilities Authority (SFA) | Honolulu Board of Water Supply |
| Hawaii Health Systems Corporation (HHSC) | Honolulu Authority for Rapid Transportation (HART) |
| Office of Hawaiian Affairs (OHA) | County of Hawaii |
| University of Hawaii (UH) | Hawaii County Council |
| Public Charter School Commission and Schools | County of Hawaii – Department of Water Supply |
| House of Representatives (House) | 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 |

The participating jurisdictions are not required but may purchase from this vendor 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 | G-OFS-DOE-Procurement@k12.hi.us |
| SFA | Gaudencia "Cindy" Watarida | 430-5531 | n/a | cindy.watarida@k12.hi.us |
| HHSC | Nancy Delima | 359-0994 | n/a | ndelima@hhsc.org |
| OHA | Christopher Stanley | 594-1833 | 594-1865 | chriss@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 |

| Jurisdiction | Name | Telephone | FAX | E-mail |
|---|------------------------|-------------------|----------|--|
| Judiciary | Tritia Cruz | 538-5805 | 538-5802 | tritia.l.cruz@courts.hawaii.gov |
| Honolulu City and County (C&C) | Procurement Specialist | 768-5535 | 768-3299 | bfs purchasing@honolulu.gov |
| Honolulu City Council | Kendall Amazaki, Jr. | 768-5084 | n/a | kamazaki@honolulu.gov |
| Honolulu City Council | Nanette Saito | 768-5085 | 768-5011 | nsaito@honolulu.gov |
| Honolulu Board of Water Supply | Procurement Office | 748-5071 | n/a | fn_procurement@hbws.org |
| HART | Dean Matro | 768-6246 | n/a | dean.matro@honolulu.gov |
| County of Hawaii | Diane Nakagawa | 961-8440 | n/a | Diane.Nakagawa@hawaiicounty.gov |
| Hawaii County Council | Diane Nakagawa | 961-8440 | n/a | Diane.Nakagawa@hawaiicounty.gov |
| County of Hawaii - Department of Water Supply | Ka'iulani L. Matsumoto | 961-8050 ext. 224 | 961-8657 | kmatsumoto@hawaiidws.org |
| County of Maui | Jared Masuda | 463-3816 | n/a | jared.masuda@co.maui.hi.us |
| Maui County Council | Marlene Rebugio | 270-7838 | n/a | marlene.rebugio@mauicounty.us |
| County of Maui - Department of Water Supply | Kenneth L. Bissen | 270-7684 | 270-7136 | ken.bissen@co.maui.hi.us |
| County of Kauai | Ernest Barreira | 241-4295 | 241-6297 | ebarreira@kauai.gov |
| Kauai County Council | Codie Tabalba | 241-4193 | 241-6349 | ctabalba@kauai.gov |
| County of Kauai - Department of Water | Christine Erorita | 245-5409 | 245-5813 | cerorita@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).

CONTRACTORS. The authorized contractors are listed in this vendor list contract. They have signed a Master Agreement with the State of Minnesota and a Participating Addendum with the Hawaii State Procurement Office.

Contractor:
RMUS LLC
Advexure LLC

Master Agreement Number:
011223-RMS
01122--ADX

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 Vendor List Contract No. 25-06. *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 department/agencies, excluding the DOE, SFA, 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.

Note: Vendors may not impose a transaction fee for pCard transactions.

PURCHASE ORDERS may be issued for purchases of \$2,500 or more and for vendors who either do not accept the pCard, or set minimum order requirements before accepting the pCard.

SPO VL CONTRACT NO. 25-06 & applicable **MASTER AGREEMENT NUMBER** shall be typed on purchase orders issued against this vendor list contract. For pCard purchases, the SPO Vendor List Contract No. 25-06 and the applicable Master Agreement Number shall be notated on the appropriate transaction document.

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.

LEASE AGREEMENTS are not allowed under this contract.

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% | 4.7120% | 12/31/2030 |
| COUNTY OF MAUI (including Molokai and Lanai) | 0.50% | 4.0% | 4.7120% | 12/31/2030 |
| 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>.

COMPLIANCE PURSUANT TO HRS §103-53. All state and county contracting officers or agents shall withhold final payment of a contract until the receipt of tax clearances from the director of taxation and the Internal Revenue Service. This section does not apply to contracts of less than \$25,000.

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.

EMERGENCY PURCHASE. The FEMA special provisions have been added to the contract to allow departments/agencies to make purchases during a declared disaster and seek FEMA reimbursement during a declared emergency. For more information, please visit: <https://spo.hawaii.gov/for-state-county-personnel/disaster-preparedness-procurement/fema-reimbursement/>

The following Contractors have agreed to the FEMA special provisions:

Advexure LLC
RMUS LLC

CONTRACT INFORMATION

Scope

The contract allows for unmanned and remotely operated vehicle systems with related technology and services, intended for aerial and water use in public safety, external infrastructure inspection, agriculture, and surveying applications including:

- A. Aerial Vehicles (tethered and non-tethered);
- B. Surface and Subsurface Water Vehicles; and
- C. Technology, Software, Accessories, Attachments, Training, Certification, Licensure, and Services

Contractor may include related equipment, accessories, and services to the extent that these solutions are ancillary or complementary to the equipment, products, or services being provided.

AGENCY INSTRUCTIONS

1. Registration on Sourcewell is not required.
2. Agency shall reference the Master Agreement No.
3. Agency shall obtain a quote from all contractors.
4. Freight may be added as a separate line item.
5. File the Manufacturer's Suggested Retail Price (MSRP) and Contract Price in the procurement file.
6. Basis of Award. Purchasing Agency may award on best value. 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 serves the State is selected. These criteria may include, but not limited to, the total cost of ownership, performance history of the vendor, quality of goods, warranties, services, or construction, delivery, and proposed technical performance. The agency shall justify in writing, and document kept in the procurement file, when not selecting the lowest quote.

CONTRACTOR INFORMATION

advexure

ADVEXURE LLC

Master Agreement No. 011223-ADX

Sourcewell URL: <https://www.sourcewell-mn.gov/cooperative-purchasing/011223-ADX>

Sales Contact

Ray Cruz
Customer Success Lead
9281 Irvine Blvd
Irvine, CA 92618
P: (424) 317-4453
rcruz@advexure.com

Remittance Address:

Advexure LLC
9281 Irvine Blvd
Irvine, CA 92618
Vendor Code: 370667-00

To view products: www.advexure.com

| Manufacturer | MSRP Discount | Manufacturer | MSRP Discount |
|--|---------------|--|---------------|
| Ascent Aerosystems | 0% | Colorado Drone Charger | 8% |
| Autel Robotics | 6% | DroneSense | 5% |
| Autel Robotics (Dragonfish VTOL Series only) | 10% | Emesent | 5% |
| DJI Enterprise (tethered & non-tethered options) | 6% | FoxFury Lighting Solutions | 8% |
| Elistair (tethered options) | 0% | GoProfessional Cases (GP) | 5% |
| Freefly Systems | 5% | Hoodman | 5% |
| Hylío | 1% | MicaSense | 5% |
| Inspired Flight (tethered options) | 4% | Phase One | 0% |
| Parrot | 0% | Phoenix LiDAR | 0% |
| Skydio | 0% | Pix4D | 5% |
| Teal | 0% | TRIPLTEK Tablets | 7% |
| Watts Innovations | 0% | Advexure Training | 10% |
| Wingtra | 3% | Advexure Certification Courses | 10% |
| Deep Trekker | 0% | Autel Robotics Authorized Certifications | 15% |
| Qysea | 5% | Advexure Program Consulting | 20% |
| Airdata | 5% | Advexure Repairs | 10% |
| AVSS | 5% | | |

RMUS LLC
Master Agreement No. 011223-RMS

Sourcewell URL: <https://www.sourcewell-mn.gov/cooperative-purchasing/011223-RMS>

Sales Contact

Mike Elliott
RMUS Pacific Sales
595 N 1250 West STE 3
Centerville, UT 84014
sales@rmus.com
P: (800) 793-3548
F: (385) 222 7847

Remittance Address:

RMUS LLC
595 North 1250 West Suite 3
Centerville, UT 84014
Vendor Code: 368443-00

To view products: www.rmus.com

RMUS is a leading Unmanned Solutions provider in North America. We are a one-stop-shop for sales, support and training. RMUS offers drones, robotics, and accessories to the government, education, and nonprofit agencies participating in Sourcewell in an effort to make purchasing simple and more affordable. RMUS or Rocky Mountain Unmanned Solutions was founded in 2014 and has offices in Salt Lake City, Utah and a support and training team member located in Hawaii.

| Manufacturer | MSRP Discount | Manufacturer | MSRP Discount |
|----------------------------------|----------------------|-----------------------------|----------------------|
| AARONIA Drone Detection Solution | 2.00% | GPC Cases | 2.00% |
| Propeller Aeropoints | 2.00% | Parrot | 1.00% |
| AgEagle eBee | 2.00% | Pix4d Software | 4.00% |
| Airdata Software | 5.00% | Real Time Robotics HERA | 2.00% |
| Autel | 3.00% | RMUS OGI Solution | 3.00% |
| Boston Dynamics | 0.25% | RMUS Online Training Center | 10.00% |
| Colorado Drone Chargers | 2.00% | Skycatch | 3.00% |
| Deep Trekker | 1.00% | Skydio | 0.50% |
| DJI Consumer | 1.00% | BluVec Counter Drone System | 2.00% |
| DJI Enterprise | 5.00% | Seecore Software | 4.00% |
| Elistair Tether Systems | 2.00% | OFIL Daycore | 2.00% |
| Foxfury Light Accessories | 2.00% | Idea Forge | 2.50% |
| | | Sony Airpeak | 2.00% |