



**CITY OF NOVI CITY COUNCIL  
JULY 11, 2022**

**SUBJECT:** Approval to award bid for the purchase of a drone for the Novi Police Department to NOAR Technologies, the lowest bidder in the amount of \$35,494.

**SUBMITTING DEPARTMENT:** Public Safety – Police Department

|                               |                           |
|-------------------------------|---------------------------|
| <b>EXPENDITURE REQUIRED</b>   | <b>\$35,494</b>           |
| <b>AMOUNT BUDGETED</b>        | <b>\$35,770</b>           |
| <b>APPROPRIATION REQUIRED</b> | <b>N/A</b>                |
| <b>LINE ITEM NUMBER</b>       | <b>101-301.00-982.076</b> |

**BACKGROUND INFORMATION:**

Included in the 2022-23 Budget was the purchase of a drone. The Novi Police Department currently has one small police drone that is primarily designed for entry into homes, that is used by the multi-jurisdictional Special Response Team (SRT). Although this drone works well for its intended purpose (primarily indoors), for outdoor work, a larger drone with a longer flight time, and the ability to handle some weather, including some wind, is appropriate.

The use of drones has proven valuable to assist police agencies. The drone being purchased is specifically suited for outdoor use, for the missions that the uniform division officers and sergeants routinely engage in, including for the search of missing children, as well as the missing vulnerable adults and children, and suspects who flee on foot. Also, for use at situations like barricaded gunmen, or other scenes, where it may be useful to safely see around the offender's home.

An Invitation for Bids was placed on the Michigan Intergovernmental Trade Network (MITN) website on June 13, 2022 with bids due on June 28, 2022. Three bids were received with NOAR Technologies being the lowest bidder. Noar Technologies is a local, metro-Detroit vendor and has been the vendor to the Oakland County Sheriff's Office for their drone program, and they have had good success with using them.

**RECOMMENDED ACTION:** Approval to award bid for the purchase of a drone for the Novi Police Department to NOAR Technologies, the lowest bidder in the amount of \$35,494.



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**MEMORANDUM**



**TO:** KRISTIE GRUENWALD  
COMMANDER  
**FROM:** KEITH A. WUOTINEN, LIEUTENANT  
**SUBJECT:** DRONE BID: RECOMMENDATION  
**DATE:** JUNE 28, 2022

BACKGROUND:

Included in the 2022-23 Budget Year was the purchase of a police drone. The RFP bid (Request for Proposal) was sent out over BidNet/MITN, and the results of the bid were received on June 28, 2022.

The bid was prepared with the two packages in mind, one being the Matrice 300, and one being the Matrice 30T. The Matrice 30T is a newer version of the DJI public safety drone that is designed to work together as a pair, with interoperability of controllers, handoff capabilities, and enhanced weather capabilities.

It is the Matrice 30T that is recommended for purchase.

RECOMMENDATION:

Three companies bid on the packages, with one bidder, Noar Technologies, being the lowest bidder. In addition, Noar Technologies is a local, metro-Detroit vendor, located in Clawson, Michigan, and has been the vendor to the Oakland County Sheriff's Office for their drone program, and they have had good success with using them.

They confirmed that they accept the normal purchase order process for ordering and payment, and all items they have in stock, except for the backpacks, which will be ordered with expedited delivery, upon award.

The following items from the bid are recommended for purchase:

|   |                      |                           |
|---|----------------------|---------------------------|
| (2) DJI Matrice 30T Drone- Worry Free Plus Combo: | \$13,965.00          | \$27,930.00               |
| (12) TB30 Intelligent Drone Batteries:            | \$329.00             | \$3,948.00                |
| (4) WB37 Controller Batteries                     | \$59.00              | \$236.00                  |
| (2) BS30 Intelligent Battery Stations             | \$999.00             | \$1,998.00                |
| (2) Backpack: GPC-DJI-M30-BP                      | \$495.00             | \$990.00                  |
| (4) 1671 Propeller (CW) set                       | \$49.00              | \$196.00                  |
| (4) 1671 Propeller (CCW) set                      | \$49.00              | \$196.00                  |
| (1) Training Class Part 107 (2-days/15 people)    | \$Free with purchase | \$Free                    |
| <b>Total:</b>                                     |                      | <u><b>\$35,494.00</b></u> |

**CITY OF NOVI  
DRONE AND ACCESSORIES PURCHASE  
6/28/2022 10:00**

| ALTERNATE 2 PRICING  | Great Lakes Air Operations |                                  | Gresco Supply        |                         | NOAR Technologies |                  |
|--|----------------------------|----------------------------------|----------------------|-------------------------|-------------------|------------------|
|  | UNIT COST                  | TOTAL                            | UNIT COST            | TOTAL                   | UNIT COST         | TOTAL            |
| 2 DJI Matrice 30T Worry-Free Plus Combo (Includes all items specified) | \$ 14,700                  | \$ 29,400                        | \$ 14,700            | \$ 29,400               | \$ 13,965         | \$ 27,930        |
| 2 DJI Care Enterprise Plus Renew                                       | \$ 2,780                   | \$ 5,560                         | \$ 2,780             | \$ 5,560                | \$ 2,780          | \$ 5,560         |
| 12 TB30 Intelligent Drone Battery                                      | \$ 329                     | \$ 3,948                         | \$ 329               | \$ 3,948                | \$ 329            | \$ 3,948         |
| 4 WB37 Intelligent Controller Battery                                  | \$ 59                      | \$ 236                           | \$ 59                | \$ 236                  | \$ 59             | \$ 236           |
| 2 BS30 Intelligent Battery Station                                     | \$ 999                     | \$ 1,998                         | \$ 999               | \$ 1,998                | \$ 999            | \$ 1,998         |
| 2 GPC-DJI-M30-BP (Go Professional Cases) Backpack                      | \$ 495                     | \$ 990                           | \$ 495               | \$ 990                  | \$ 495            | \$ 990           |
| 4 1671 Propeller (CW) for M30T (2 per set)                             | \$ 49                      | \$ 196                           | \$ 49                | \$ 196                  | \$ 49             | \$ 196           |
| 4 1671 Propeller (CCW) for M30T (2 per set)                            | \$ 49                      | \$ 196                           | \$ 49                | \$ 196                  | \$ 49             | \$ 196           |
| Training Class: Part 107: 2 days of training up to 15 people/on site   | \$ -                       | \$ -                             | \$ 450               | \$ 2,250                | \$ -              | \$ -             |
| Training Class: Operational: 1 day of training up to 15 people/on site | \$ 225                     | \$ 3,375                         | \$ 450               | \$ -                    | \$ 1,800          | \$ 1,800         |
| <b>GRAND TOTAL</b>   |                            | <b>\$ 45,899</b>                 |                      | <b>\$ 44,774</b>        |                   | <b>\$ 42,854</b> |
| Warranty information   | Days to Ship -             | Upon order if in stock           | Days to Ship -       | 7 Days                  | Days to Ship -    | n/a              |
|  | Discount                   | \$ 6,750 For discounted training | Discount             | For discounted training | Discount          | \$ 5,070         |
|  | Per Manufacturer           |                                  | See link in comments |                         | Attached to bid   |                  |

\* PACKAGE COMES WITH WARRANTY  
\*\* ADDITIONAL TRAINING OVER FIVE TRAINING.

\$ 42,854  
(5,560)  
(1,800)

635,494

CITY OF NOVI  
 DRONE AND ACCESSORIES PURCHASE  
 6/28/2022 10:00

*MODEL NOT SELECTED*

| ALTERNATE 1 PRICING |  | Great Lakes Air Operations |                        | Gresco Supply        |                         | NOAR Technologies |                  |
|---------------------|--|----------------------------|------------------------|----------------------|-------------------------|-------------------|------------------|
| QTY                 | DESCRIPTION  | UNIT COST                  | TOTAL                  | UNIT COST            | TOTAL                   | UNIT COST         | TOTAL            |
| 1                   | DJI Matrice 300 (includes all items specified)   | \$ 13,199                  | \$ 13,199              | \$ 13,199            | \$ 13,199               | \$ 12,539         | \$ 12,539        |
| 1                   | Zenmuse H20N (as specified)  | \$ 13,949                  | \$ 13,949              | \$ 13,949            | \$ 13,949               | \$ 13,949         | \$ 13,949        |
| 1                   | Zenmuse H20T SP Hybrid Multi-Sensor Solution (as specified)  | \$ 12,208                  | \$ 12,208              | \$ 12,208            | \$ 12,208               | \$ 12,208         | \$ 12,208        |
| 6                   | Matrice 300 Series-TB60 Intelligent Drone Battery  | \$ 700                     | \$ 4,200               | \$ 700               | \$ 4,200                | \$ 700            | \$ 4,200         |
| 2                   | WB37 Intelligent Battery   | \$ 59                      | \$ 118                 | \$ 59                | \$ 118                  | \$ 59             | \$ 118           |
| 1                   | Matrice 300 Series, PART 10, Dual Gimbal Connector   | \$ 250                     | \$ 250                 | \$ 250               | \$ 250                  | \$ 250            | \$ 250           |
| 1                   | Matrice 300 Series upward Gimbal Connector   | \$ 210                     | \$ 210                 | \$ 210               | \$ 210                  | \$ 210            | \$ 210           |
| 1                   | Airworx Unmanned Solutions GL60 Spotlight/Searchlight for Matrice  | \$ 2,499                   | \$ 2,499               | \$ 2,250             | \$ 2,250                | \$ 2,500          | \$ 2,500         |
| 1                   | 2nd Year Enterprise Shield Support Package (DJI Enterprise Basic Renew) Additional Year Free Ground Shipping on all Repairs; Up to two replacement drones; support | \$ 899                     | \$ 899                 | \$ 899               | \$ 899                  | \$ 899            | \$ 899           |
|                     | Training Class: Part 107: 2 days of training up to 15 people/on site   | \$ -                       | \$ -                   | \$ 450               | \$ 2,250                | \$ -              | \$ -             |
|                     | Training Class: Operational: 1 day of training up to 15 people/on site   | \$ -                       | \$ -                   | \$ 450               | \$ -                    | \$ 1,800          | \$ 1,800         |
|                     | <b>GRAND TOTAL</b>   |                            | <b>\$ 47,532</b>       |                      | <b>\$ 49,533</b>        |                   | <b>\$ 48,673</b> |
|                     | Warranty information   | Days to Ship -             | Upon order if in stock | Days to Ship -       | 7 Days                  | Days to Ship -    | n/a              |
|                     |  | Discount                   | \$ 10,125              | Discount             | For discounted training | Discount          | \$ 4,260         |
|                     |  | Per Manufacturer           |                        | See link in comments |                         | Attached to bid   |                  |

**NOAR**  
**Technologies**  
**Bid**





cityofnovi.org

**CITY OF NOVI**

**DRONE AND ACCESSORIES PURCHASE**

**BID FORM**

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

**Company Name** NOAR Technologies

**ALTERNATE 1 PRICING**

| QTY  | DESCRIPTION  | UNIT COST | TOTAL            |
|--|--|-----------|------------------|
| 1  | DJI Matrice 300 (Includes all items specified)   | \$ 12,539 | \$ 12,539        |
| 1  | Zenmuse H20N (as specified)  | \$ 13,949 | \$ 13,949        |
| 1  | Zenmuse H20T SP Hybrid Multi-Sensor Solution (as specified)  | \$ 12,208 | \$ 12,208        |
| 6  | Matrice 300 Series-TB60 Intelligent Drone Battery  | \$ 700    | \$ 4,200         |
| 2  | WB37 Intelligent Battery   | \$ 59     | \$ 118           |
| 1  | Matrice 300 Series, PART 10, Dual Gimbal Connector   | \$ 250    | \$ 250           |
| 1  | Matrice 300 Series upward Gimbal Connector   | \$ 210    | \$ 210           |
| 1  | Airworx Unmanned Solutions GL60 Spotlight/Searchlight for Matrice  | \$ 2,500  | \$ 2,500         |
| 1  | 2nd Year Enterprise Shield Support Package (DJI Enterprise Basic Renew) Additional Year Free Ground Shipping on all Repairs; Up to two replacement drones; support | \$ 899    | \$ 899           |
|  | Training Class: Part 107: 2 days of training up to 15 people/on site   | \$ 0      | \$ 0             |
|  | Training Class: Operational: 1 day of training up to 15 people/on site   | \$ 1,800  | \$ 1,800         |
| <b>GRAND TOTAL</b>   |  | <b>\$</b> | <b>\$ 48,673</b> |
| All items can ship immediately except Airworx Spotlight. Spotlight will be ordered with expedite delivery upon awarded bid |  |           | Days to Ship     |
| Quoted price includes 5% discount on drone and free FAA 107 training ( \$4,260 Value )                                     |  |           | Discount         |
| ****Please provide all warranty information  |  |           |                  |

**ALTERNATE 2 PRICING**

| QTY  | DESCRIPTION  | UNIT COST* | TOTAL        |
|--|--|------------|--------------|
| 2  | DJI Matrice 30T Worry-Free Plus Combo (Includes all items specified)   | \$ 13,965  | \$ 27,930    |
| 2  | DJI Care Enterprise Plus Renew (second year)                           | \$ 2,780   | \$ 5,560     |
| 12   | TB30 Intelligent Drone Battery   | \$ 329     | \$ 3,948     |
| 4  | WB37 Intelligent Controller Battery                                    | \$ 59      | \$ 236       |
| 2  | BS30 Intelligent Battery Station                                       | \$ 999     | \$ 1,998     |
| 2  | GPC-DJI-M30-BP (Go Professional Cases) Backpack                        | \$ 495     | \$ 990       |
| 4  | 1671 Propeller (CW) for M30T (2 per set)                               | \$ 49      | \$ 196       |
| 4  | 1671 Propeller (CCW) for M30T (2 per set)                              | \$ 49      | \$ 196       |
|  | Training Class: Part 107: 2 days of training up to 15 people/on site   | \$ 0       | \$ 0         |
|  | Training Class: Operational: 1 day of training up to 15 people/on site | \$ 1,800   | \$ 1,800     |
| <b>GRAND TOTAL</b>   |  | \$         | \$ 42,854    |
| All items can ship immediately except GPC Backpacks. Backpacks will be ordered with expedite delivery upon awarded bid |  |            | Days to Ship |
| Quoted price includes 5% discount on drone and free FAA 107 training ( \$5070 Value )                                  |  |            | Discount     |
| ****Please provide all warranty information  |  |            |              |

We acknowledge receipt of the following Addenda: \_\_\_\_\_ (please indicate numbers)

**EXCEPTIONS TO SPECIFICATIONS (all exceptions must be noted here):**  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**COMMENTS:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



**NON-IRAN LINKED BUSINESS**

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

**THIS BID SUBMITTED BY:**

Company (Legal Registration) NOAR Technologies

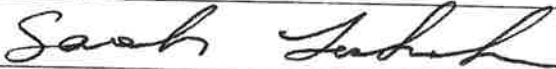
Address 303 E 14 Mile Rd

City Clawson State MI Zip 48073

Telephone (248) 906-2375 Fax \_\_\_\_\_

Representative's Name Sarah Laskaska

Representative's Title Client Solutions Specialist

Authorized Signature 

E-mail sarah@noartech.com

Date 6/16/22



## Warranty Information

- **DJI Warranty Service - What is Covered**

Under this Limited Warranty, DJI warrants that each DJI product that you purchase will be free from material and workmanship defects under normal use in accordance with DJI's published product materials during the warranty period. The warranty period for a product starts on the day such product is delivered, If you cannot provide invoice or other valid proof of purchase, then the warranty period will start from 90 days after the shipping date that shows on the product, unless otherwise agreed upon between you and DJI.

### WARRANTY PERIOD OF MAIN PARTS

- Aircraft Body – 12 Months
- Antenna (Transmission Antenna and D-RTK Antenna) – 12 Months
- Propellers – no Warranty
- Smart Controller Enterprise – 12 Months
- Intelligent Flight Battery (TB60) – 12 Months and less than 200 charge cycles
- WB37 Battery – 12 Months
- BS60 Intelligent Battery Station – 12 Months
- Upward Gimbal Connector – 6 Months
- Downward Single Gimbal Connector – 6 Months
- Downward Dual Gimbal Connector – 6 Months
- Carrying Case – 3 Months

248.906.2375  
NOARtechnologies.com  
303 E 14 Mile Rd - Clawson MI 48017

**NAVIGATE. CONNECT. INSPIRE.**



# Proposal

**ADDRESS**

City of Novi  
 Attn: Keith Wuotinen  
 45175 Ten Mile Road  
 Novi, MI 48375  
 kwuotinen@cityofnovi.org

**SHIP TO**

City of Novi  
 Attn: Keith Wuotinen  
 45175 Ten Mile Road  
 Novi, MI 48375  
 kwuotinen@cityofnovi.org

**PROPOSAL #** 061322-M300

**DATE** 06/13/2022

| ACTIVITY  | QTY | RATE      | AMOUNT     |
|---|-----|-----------|------------|
| <b>MATRICE 300 RTK (NA) Combo (SP)</b><br>M300 RTK is the first ever DJI product that integrates modern aviation features, advanced AI capabilities, 6 Directional Sensing and Positioning System, a UAV health management system, and an impressive 55 minutes' flight time. Alongside AES-256 encryption and an IP45 weather resistant enclosure, the drone platform comes built-in with an all-new OcuSync Enterprise transmission system, which provides a triple-channel 1080p video transmission signal reaching up to 15 km away. More versatile than ever before, the M300 RTK can support up to 3 payloads simultaneously and has a maximum payload capability of up to 2.7 kg.<br><br>In the Box:<br>Aircraft Body*1<br>DJI Smart Controller Enterprise *1 (High-Brightness touch screen, built in 5.5 inch 1920x1080p display) (Internal battery and WB37 port give the smart controller a combined 4.5 hours of battery life)<br>USB Charger *1<br>USB-C Cable *1<br>TB60 Intelligent Flight Battery *2 (Drone Batteries) (55 Minute Flight Time with no Payload)<br>WB37 Intelligent Battery *1 (Battery for Smart Controller)<br>2110 Propeller (CW) *2<br>2110 Propeller (CCW) *2<br>Landing Gear *2<br>Spare Stick Cover (pair) *1<br>Spare Propeller Holder *2<br>Spare Gimbal Damper *4<br>USB Cable (with Double A Ports) *1<br>Vision System Calibration Plate *1<br>Carrying Case *1<br>Smart Controller Lanyard *1<br>Rubber Port Cover (Set) *1<br>Screws and Tools<br>BS60 Intelligent Battery Station *1" (Can charge 8x TB60, 4x WB37)<br><br>1 Year Enterprise Shield Support Package<br>Support Package Includes:<br>-1 Year of Free Ground Shipping on all Repairs<br>-Significantly Reduced Repair Costs<br>-Up to 2 Replacements | 1   | 13,199.00 | 13,199.00T |

| ACTIVITY | QTY | RATE | AMOUNT |
|----------|-----|------|--------|
|----------|-----|------|--------|

-Enterprise Grade Support

1st replacement \$799

2nd replacement \$899

M300RTK Compatible payloads: XT2, Z30 & H20 Series

(M300 is not compatible with X4S, X5S or X7 sensors)

**Preferred Client Discount\***

|   |         |          |
|---|---------|----------|
| 1 | -660.00 | -660.00T |
|---|---------|----------|

5% Law Enforcement Discount

**Enterprise Shield Basic Renew (M300 RTK)**

|   |        |         |
|---|--------|---------|
| 1 | 899.00 | 899.00T |
|---|--------|---------|

Product replacement fee: Once payment for Enterprise Shield Basic Renew coverage is made, you can enjoy one replacement within your coverage period. Each replacement requires a small additional replacement fee.

Logistics and taxes: If your location is not within the coverage area of Enterprise Shield Basic Renew, when using this service plan, DJI will cover the logistic fees for your device to be shipped to the coverage area within your country. Postage fees and taxes incurred from shipping to the customer's area are not covered by DJI. DJI is entitled to refuse to provide service for circumstances not meeting the above conditions.

There are no hidden costs for accidental damage replacement service apart from fees mentioned above.

\$799 for the replacement.

**Zenmuse H20T SP**

|   |           |            |
|---|-----------|------------|
| 1 | 12,208.00 | 12,208.00T |
|---|-----------|------------|

The Zenmuse H20 series offers DJI's first ever Hybrid multi-sensor solution, allowing to capture any kind of images for industrial applications and public safety missions where efficient time management and immediate access to multiple layers of visions are paramount. The H20 Series is IP44 rated which protects enclosures from splashes of water from any direction.

Includes optical zoom camera, fixed lens camera, laser range finder, and thermal radiometric camera.

Optical Zoom Camera:

-1/1.7" CMOS ,

-20 MP,

- Equivalent Focal Length: 31.7-556.2mm

-23XHybrid Optical Zoom

Fixed Lens Camera:

-1/2.3" CMOS

-12MP

- Equivalent Focal Length: 22 mm

Laser Range Finder:

-Wavelength: 905nm

-Range: 3-1200 m

Thermal Radiometric Camera:

-2X, 4X,8X digital zoom

-640x512 Resolution 30Hz

-Focal Length: 13.5 mm

\*Not compatible with M200 Series

Enterprise Shield Support Package Includes:

-2 Years of Free Ground Shipping on all Repairs

-Significantly Reduced Repair Costs

| ACTIVITY  | QTY | RATE      | AMOUNT     |
|---|-----|-----------|------------|
| -Up to 2 Replacements<br>-Enterprise Grade Support  |     |           |            |
| 1st replacement \$859<br>2nd replacement \$969  |     |           |            |
| ** Price Includes 1st yr as well as Second yr renewal **  |     |           |            |
| <b>Zenmuse H20N (NA) SP</b><br>20 MP Zoom Camera; 12 MP Wide Camera<br>1200 m LRF; Starlight Night Vision<br>640 x 512 px Radiometric Thermal Camera (2x/8x zoom)<br>DJI Enterprise Shield Support (DJI Care Enterprise Basic)  | 1   | 13,949.00 | 13,949.00T |
| ** Price Includes 1st yr as well as Second yr renewal **  |     |           |            |
| <b>MATRICE 300 Series - TB60 Intelligent Drone Battery</b><br>-Spare batteries for M300 Series<br>-Self-heating<br>-55 minute flight time (no payload)  | 6   | 700.00    | 4,200.00T  |
| <b>WB37 Intelligent Battery</b><br>Compatible with Cendence, CrystalSky M300 Smart controller, & D-RTK Base Stations  | 2   | 59.00     | 118.00T    |
| <b>MATRICE 300 SERIES-PART10-Dual Gimbal Connector</b>  | 1   | 250.00    | 250.00T    |
| <b>MATRICE 300 SERIES Upward Gimbal Connector</b>   | 1   | 210.00    | 210.00T    |
| <b>Airworx Unmanned Solutions GL60 Spotlight/Searchlight for Matrice</b><br>- Adjustable light intensity 1 – 100%<br>- Fully gimbaled<br>- Syncs with secondary payload/camera<br>- Strobe/disorienting flash mode<br>- Focused beam<br>- 4000 lumen output<br>- 1-year standard defect warranty  | 1   | 2,500.00  | 2,500.00T  |
| <b>Custom Training - Onsite</b><br>Comprehensive class covering all areas of the FAA Part 107 Certification test. Fully prepares students to take their exam, with in depth explanations of topics such as airspace classification, sUAS rules and regulations, AWOS weather reports, aircraft loading, and airport procedures. Diagrams and reference maps will be used showing the same type of questions that will be on the exam. Copies of the FAA Airman Knowledge Testing Supplement are provided, and allow students to get used to the reference material available to them during the test. A full 60 question pretest is given at the beginning and end of the class, and pretest worksheets are prepared for each topic allowing students to track their progress and focus on specific areas of study. | 2   | 1,800.00  | 3,600.00T  |
| Dates: 2 day class, TBD<br>Time: 9:00 AM – 4:00 PM<br>Price: \$1,800/ day for up to 15 people   |     |           |            |
| <b>Preferred Client Discount*</b><br>Free FAA107  | 2   | -1,800.00 | -3,600.00T |
| <b>Custom Training - Onsite</b><br>One day of Custom M300, H20T, and H20N Field training  | 1   | 1,800.00  | 1,800.00T  |
| Date: TBD<br>Price: \$1,800/ day for up to 15 people  |     |           |            |

**Indemnity**

By signing this proposal you are agreeing to indemnify NOAR Technologies and hold it harmless from and against any loss, damage, claim or demand whatsoever arising out of the resale of the Products.

| ACTIVITY  | QTY | RATE | AMOUNT |
|---|-----|------|--------|
| Limitation. In no event shall NOAR Technologies be liable for indirect, consequential or incidental damages (including damages for loss of business profits, business interruption, loss of business information and the like) arising out of the use of, or inability to use, said product.  |     |      |        |
| <b>NOAR Unboxing</b>  | 1   | 0.00 | 0.00T  |
| NOAR Unboxing: An un-boxing, at our HQ or yours, with a DJI Certified - NOAR UAV expert to ensure your new unit(s) pass NOAR's quality inspection and provide an overview of the components and initial set up. This will include any necessary firmware updates, software installation and licensing deployment. We will ensure that your device and essential workflow software installations are complete for a seamless integration and adoption. |     |      |        |
| Law Enforcement Package Combo – Includes local technical support, drone registration, firmware installation, Insurance activation and Local Law Enforcement discount.   |     |      |        |

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|   |          |                    |
|---|----------|--------------------|
| Terms & Conditions:   | SUBTOTAL | 48,673.00          |
| All quoted prices are subject to change   | TAX      | 0.00               |
| Standard payment terms are Prepay - Unless other terms have been agreed upon (pending credit approval)                        | TOTAL    | <b>\$48,673.00</b> |
| All applicable taxes will be included on the invoice  |          |                    |
| We accept Visa, MasterCard and Amex   |          |                    |
| Important Note:   |          |                    |
| The use and/or access of products and/or services from NOAR Technologies are subject to certain Autodesk terms and conditions |          |                    |

Accepted By

Accepted Date





# Proposal

**ADDRESS**

City of Novi  
 Attn: Keith Wuotinen  
 45175 Ten Mile Road  
 Novi, MI 48375  
 kwuotinen@cityofnovi.org

**SHIP TO**

City of Novi  
 Attn: Keith Wuotinen  
 45175 Ten Mile Road  
 Novi, MI 48375  
 kwuotinen@cityofnovi.org

**PROPOSAL #** 061522-M30T

**DATE** 06/15/2022

| ACTIVITY  | QTY | RATE      | AMOUNT     |
|---|-----|-----------|------------|
| <b>Matrice 30T SP Plus</b><br>MATRICE 30T SP<br><br>-Sensors that detect obstacles in six directions<br>-The IP55 weather rating ensures that you are protected from the elements.<br>-Operating temperatures range from -20 C to 50 C.<br>-Emergency landing capability with three propellers<br>-Four-antenna Enterprise transmission with OcuSync 3<br>-The smart BS30 charging case allows for rapid battery charging from 20% to 90% in 30 minutes.<br><br>Zoom Camera<br>- 1/2" CMOS<br>- 48mp<br>- Focal Length: 113-405mm<br><br>Wide Camera<br>-1/2" CMOS<br>- 12mp<br>- Focal Length: 24mm<br><br>Thermal Camera<br>- Focal Length: 40mm<br>- Uncooled VOx Microbolometer Thermal Imager<br><br>Includes:<br>1x DJI Matrice 30<br>1x BS30 Intelligent Battery Station<br>1x DJI RC Plus<br>2x TB30 Batteries<br>1x WB37 Battery<br>1x1671 Propeller (CW)<br>1x 1671 Propeller (CCW)<br>1x USB-C Cable<br>1xUSB-C to USB-C Cable<br>1x Aircraft storage case<br>1x DJI Care Enterprise Plus (1 Year) | 2   | 14,700.00 | 29,400.00T |
| <b>Preferred Client Discount*</b>   | 2   | -735.00   | -1,470.00T |

| ACTIVITY  | QTY | RATE      | AMOUNT     |
|---|-----|-----------|------------|
| 5% Law Enforcement Discount   |     |           |            |
| <b>MATRICE 30 Series - TB30 Intelligent Drone Battery</b>   | 12  | 329.00    | 3,948.00T  |
| -Spare batteries for M30 Series   |     |           |            |
| -Self-heating   |     |           |            |
| -41 minute flight time  |     |           |            |
| <b>WB37 Intelligent Battery</b>   | 4   | 59.00     | 236.00T    |
| Compatible with Cendence, CrystalSky M300 Smart controller, M30 Smart Controller & D-RTK Base Stations  |     |           |            |
| <b>MATRICE 30 SERIES-PART02-BS30 Intelligent Battery Station (NA)</b>   | 2   | 999.00    | 1,998.00T  |
| <b>MATRICE 30 Series Propeller</b>  | 4   | 49.00     | 196.00T    |
| (CW) 2 Per Set  |     |           |            |
| <b>MATRICE 30 Series Propeller</b>  | 4   | 49.00     | 196.00T    |
| (CCW) 2 Per Set   |     |           |            |
| <b>GPC-DJI-M30-BP</b>   | 2   | 495.00    | 990.00T    |
| DJI MATRICE 30 BACKPACK   |     |           |            |
| <b>CP.QT.00005774.01</b>  | 2   | 2,780.00  | 5,560.00T  |
| DJI Care Enterprise Plus Renew ( M30T ) NA  |     |           |            |
| <b>Custom Training - Onsite</b>   | 2   | 1,800.00  | 3,600.00T  |
| Comprehensive class covering all areas of the FAA Part 107 Certification test. Fully prepares students to take their exam, with in depth explanations of topics such as airspace classification, sUAS rules and regulations, AWOS weather reports, aircraft loading, and airport procedures. Diagrams and reference maps will be used showing the same type of questions that will be on the exam. Copies of the FAA Airman Knowledge Testing Supplement are provided, and allow students to get used to the reference material available to them during the test. A full 60 question pretest is given at the beginning and end of the class, and pretest worksheets are prepared for each topic allowing students to track their progress and focus on specific areas of study.<br>Dates: 2 day class, TBD<br>Time: 9:00 AM – 4:00 PM<br>Price: \$1,800/ day for up to 15 people |     |           |            |
| <b>Preferred Client Discount*</b>   | 2   | -1,800.00 | -3,600.00T |
| Free FAA107 Training  |     |           |            |
| <b>Custom Training - Onsite</b>   | 1   | 1,800.00  | 1,800.00T  |
| One day of Custom M30T Field training<br>Date: TBD<br>Price: \$1,800/ day for up to 15 people   |     |           |            |
| <b>Indemnity</b><br>By signing this proposal you are agreeing to indemnify NOAR Technologies and hold it harmless from and against any loss, damage, claim or demand whatsoever arising out of the resale of the Products.  |     |           |            |

Limitation. In no event shall NOAR Technologies be liable for indirect, consequential or incidental damages (including damages for loss of business profits, business interruption, loss of business information and the like) arising out of the use of, or inability to use, said product.

|  |          |                    |
|--|----------|--------------------|
| Terms & Conditions:  | SUBTOTAL | 42,854.00          |
| All quoted prices are subject to change  | TAX      | 0.00               |
| Standard payment terms are Prepay - Unless other terms have been agreed upon (pending credit approval) | TOTAL    | <b>\$42,854.00</b> |

All applicable taxes will be included on the invoice  
We accept Visa, MasterCard and Amex

**Important Note:**

The use and/or access of products and/or services from NOAR Technologies are subject to certain Autodesk terms and conditions

**Drone**

**Bid**

**Package**



**NOTICE - CITY OF NOVI**  
**INVITATION TO BID**  
**DRONE AND ACCESSORIES PURCHASE**

**IMPORTANT DATES**

|                         |  |
|-------------------------|--|
| Bid Issue Date          | Monday June 13, 2022   |
| Last Date for Questions | Friday June 17, 2022 by 12:00 P.M.<br>Please submit all questions via email to:<br>Tracey Marzonie, Purchasing<br>tmarzonie@cityofnovi.org |

**Response Due Date** **Tuesday, June 28, 2022 by 10 A.M.**

Upload to the MITN website at [www.mitn.info](http://www.mitn.info).

**DESCRIPTION:**

The City of Novi will receive bids for two different types of drones and their accessories according to the specifications of the City. Bidders may bid on one or both of the Alternates.

**NOTICE TO BIDDERS**

The City of Novi officially distributes bid documents through the Michigan Intergovernmental Trade Network (MITN). **Copies of bid documents obtained from any other source are not considered official copies.** The City of Novi cannot guarantee the accuracy of any information not obtained from the MITN website and is not responsible for any errors contained by any information received from alternate sources. Only those vendors who obtain bid documents from the MITN system are guaranteed access to receive addendum information, if such information is issued. If you obtained this document from a source other than the source indicated, it is recommended that you register on the MITN site, [www.mitn.info](http://www.mitn.info) and obtain an official copy.

## **INSTRUCTIONS**

### **QUESTIONS**

Please email all questions to the staff member listed above. Please write the name of the bid in the subject line. If you write anything else in the subject line, your email may be deleted as spam. Vendors/contractors are specifically directed not to contact any other City staff. Unauthorized contact of any City department employee may result in rejection of submittal.

### **TYPE OF CONTRACT**

If a contract is executed as a result of the bid, it stipulates a fixed price for products/ services.

### **CHANGES TO THE BID/ADDENDA**

Should any prospective Bidder be in doubt as to the true meaning of any portion of the ITB, or should the Bidder find any patent ambiguity, inconsistency, or omission therein, the Bidder shall make a written request (via email) for official interpretation or correction. Such request shall be submitted to the staff member indicated above. The individual making the request shall be held responsible for its prompt delivery.

Such interpretation or correction, as well as any additional Bid provisions that the City may decide to include, will be made as an addendum, which will be posted on the MITN website at [www.mitn.info](http://www.mitn.info). Any addendum issued by the City shall become part of the ITB and subsequent contract and shall be taken into account by each bidder in preparing its bid. Only written addenda is binding. It is the Bidder's responsibility to be sure they have obtained all addenda. Receipt of all addenda must be acknowledged on bid form.

### **BID SUBMITTALS**

Proposals must be uploaded to the MITN ([www.mitn.info](http://www.mitn.info)) website by the due date and time. Allow sufficient time to go through the uploading process. The MITN system will not allow for late submittals. This responsibility rests entirely with the bidder respondent, regardless of delays resulting from the uploading process.

Submit as a single file, in DOC, DOCX, PDF, or JPG format with a size limitation of 20MB. If the file size exceeds 20 MB, please upload in 20 MB increments. PDF is preferred.

Due to security risks associated with some file formats, the following file types are not able to be opened by the City: DOCM, DOT, XLS, XLSM, XLSB, XLT, PPT, PPTM, TIF, or RTF. All of these formats can contain malicious code. The City will not accept ZIP files. Alternatively, you could convert these files to PDF.

**For assistance on how to upload, contact MITN directly at (800) 835-4603.**

As this ITB is being made available by electronic means, the proposer accepts full responsibility to ensure that no changes are made to the ITB documents. In the event of conflict between a version of the ITB submitted by proposer, the version maintained by the City of Novi Purchasing Department shall govern.

FAILURE TO SUBMIT PRICING ON THE BID FORM PROVIDED BY THE CITY OF NOVI MAY CAUSE THE BID TO BE CONSIDERED NON-RESPONSIVE AND INELIGIBLE FOR AWARD.

### **SUBMISSION OF BID**

To be considered, bids must be submitted as specified in the Notice page, on or before the specified time and date. There will be no exceptions to this requirement. Faxed, emailed, or telephone bids are not acceptable.

Bids must be signed by an Authorized Representative of the submitting company on the enclosed form when one is provided. Bids must show unit and total prices when requested. In case of mistakes in price extension, unit pricing shall govern. *ANY CHANGES MADE ON THE BID FORM MUST BE INITIALED OR YOUR BID MAY BE CONSIDERED NON-RESPONSIVE.*

A bid may be withdrawn by giving written notice to the Purchasing Manager before the stated due date/closing time. After the stated closing time, the bid may not be withdrawn or canceled for a period of One Hundred and Twenty (90) days from closing time.

Bidders are expected to examine all specifications and instructions. Failure to do so will be at the bidder's risk.

Failure to include in the bid all information requested may be cause for rejection of the bid.

No bid will be accepted from, or contract awarded to any person, firm, or corporation that is in arrears or is in default to the City of Novi upon any debt or contract, or that is in default as surety or otherwise, or failed to perform faithfully any previous contract with the City.

### **INELIGIBILITY OF IRAN LINKED BUSINESS**

Under 2012 PA 517, an Iran Linked Business, as defined therein, is not eligible to contract with the City and shall not submit a bid.

### **CONSIDERATION OF BIDS**

In cases where items are requested by a manufacturer's name, trade name, catalog number or reference, it is understood that the bidder/proposer intends to furnish the item so identified or an item of "equal" quality and value as determined by the City of Novi.

Reference to any of the above is intended to be descriptive, but not restrictive, and only indicates articles that will be satisfactory. Bids of "equal" quality and value will be considered, provided that the bidder states in his/her bid what he/she proposed to



furnish, including literature, or other descriptive matter which will clearly indicate the character of the item covered by such bid.

The Purchasing Manager hereby reserves the right to approve as an "equal", any item proposed which contains minor or major variations from specification requirements, but which may comply substantially therewith.

### **RESPONSIVE BIDS**

All pages and the information requested herein shall be furnished completely in compliance with instructions. The manner and format of submission is essential to permit prompt evaluation of all bids on a fair and uniform basis. Unit prices shall be submitted if space is provided on bid form. In cases of mistakes in extension, the unit price shall govern. Accordingly, the City reserves the right to declare as non-responsive, and reject an incomplete bid if material information requested is not furnished, or where indirect or incomplete answers or information is not provided. Any exceptions to the specifications must be noted on the bid form.

### **EXCEPTIONS**

The City will not accept changes or exceptions to the bid documents/specifications unless Contractor indicates the change or exception in the "Exceptions" section of the bid form. If Contractor neglects to make the notation on the bid form but writes it somewhere else within the bid documents and is awarded the contract, the change or exception will not be included as part of the contract. The original terms, conditions and specifications of the bid documents will be applicable during the term of the contract.

### **CONTRACT AWARD**

The contract will be awarded to that responsible, responsive bidder whose bid, conforming to this solicitation, will be most advantageous to the City of Novi. Qualifications, experience, references, comparable projects, price, previous experience with vendor/contractor, delivery, and other factors will be considered in the evaluation process and award of contract. The City reserves the right to accept any or all alternative bids and award the contract to other than the lowest bidder, to waive any irregularities or informalities or both; to reject any or all bids; and in general to make the award of the contract in any manner deemed by the City, in its sole discretion, to be in the best interest of the City of Novi.

After contract award, a summary of total price information for all submissions will be posted on the MITN website at [www.mitn.info](http://www.mitn.info).

### **VENDOR DISQUALIFICATION**

The City maintains the right to disqualify vendors under the following conditions:

1. In addition to any other remedies authorized by law, a vendor may be disqualified from bidding on any City contracts for up to three (3) years if it has been determined that the vendor, after award of the contract:
  - (a) Failed to provide the service or supplies required;

- (b) Provided the service or supplies in an untimely manner causing delays and interference;
  - (c) Lacked financial resources and the ability to satisfactorily perform the contract or provide the services or supplies;
  - (d) Exhibited poor quality of performance in delivering the service;
  - (e) Delivered poor quality of goods;
  - (f) Failed to comply with laws and ordinances relating to the contract performance;
  - (g) Defaulted on its quotations;
  - (h) Such other action what leads the City to believe that the contractor's duties will not comport or comply with the bid requirements.
2. Vendors who are listed on the Excluded Parties List System at [www.sam.gov](http://www.sam.gov)

## **GENERAL CONDITIONS**

### **NO EXCLUSIVE CONTRACT**

Contractor agrees and understands that the contract shall not be construed as an exclusive agreement and further agrees that the City may, at any time, secure similar or identical products/services at its sole option. The Contractor will not be reimbursed for any anticipatory profits should the City exercise this option.

### **NOTICE TO BIDDERS**

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### **TAX EXEMPT STATUS**

It is understood that the City of Novi is a governmental unit, and as such, is exempt from the payment of all Michigan State Sales and Federal Excise taxes. Do not include such taxes in the bid prices. The City will furnish the successful bidder with tax exemption certificates when requested. The City's tax-exempt number is 38-6032551.

The following exception shall apply to installation projects: When sales tax is charged to the successful bidder for materials to be installed during the project, that cost shall be included in the "Complete for the sum of" bid price and not charged as a separate line item. The City is not tax exempt in this case and cannot issue an exemption certificate.

### **FREIGHT CHARGES/SHIPPING/HANDLING**

All bid/proposal pricing is to be F.O.B. destination.

### **INVOICING**

Invoices may be mailed to: City of Novi, Attn: Finance Department, 45175 Ten Mile Road, Novi, MI 48375, OR emailed to: [invoices@cityofnovi.org](mailto:invoices@cityofnovi.org). *This email is to be used for invoices and statements only and not for any other type of communication or sales. We are unable to respond to any inquiries from this email.*

### **CONTRACT TERMINATION**

The City may terminate and/or cancel this contract (or any part thereof) at any time during the term, any renewal, or any extension of this contract, upon thirty days (30) days written notice to the Contractor, for any reason, including convenience without incurring obligation or penalty of any kind. The effective date for termination or cancellation shall be clearly stated in the written notice.

**TRANSFER OF CONTRACT/SUBCONTRACTING**

The successful bidder will be prohibited from assigning, transferring, converting or otherwise disposing of the contract agreement to any other person, company or corporation without the expressed written consent of the City of Novi. Any subcontractor, so approved, shall be bound by the terms and conditions of the contract. The contractor shall be fully liable for all acts and omissions of its subcontractor(s) and shall indemnify the City of Novi for such acts or omissions.

**ACCEPTANCE OF BID CONTENT**

Should a contract ensue, the contents of the bid of the successful Bidder may become contractual obligations. Failure of a contractor to accept these obligations may result in cancellation of the award.

**DISCLOSURE**

All documents, specifications, and correspondence submitted to the City of Novi become the property of the City of Novi and are subject to disclosure under the provisions of Public Act No. 442 of 1976 known as the "Freedom of Information Act". This Act also provides for the complete disclosure of contracts and attachments hereto. This means that any informational material submitted as part of this ITB is available without redaction to any individual or organization upon request.

**ECONOMY OF PREPARATION**

Bids should be prepared simply and economically, providing a straightforward and concise description of the bidder's ability to meet the requirements of the bid. Emphasis should be on completeness and clarity of content. Included in the response must be a point by point response to the Requirements and other sections of the bid.

The City of Novi is not liable for any costs incurred by bidders prior to issuance of a contract.

**INDEPENDENT PRICE DETERMINATION**

By submission of a bid, the offeror certifies, and in case of a joint bid, each party hereto certifies as to its own organization, that in connection with the bid:

- (a) The prices in the bid have been arrived at independently without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other offeror or with any other Competitor; and
- (b) No attempt has been made or will be made by the offeror to induce any other person or firm to submit or not submit a bid for the purpose of restricting competition.

Each person signing the bid certifies that:

- (c) He is the person in the offeror's organization responsible within that organization for the decision as to prices being offered in the bid and that he has not participated and will not participate in any action contrary to (a) and (b) above; or

(d) He is not the person in the offeror's organization responsible within that organization for the decision as to prices being offered in the bid but that he has been authorized in writing to act as agent for the persons responsible for such decisions in verifying that such persons have not participated, and will not participate, in any action contrary to (a) and (b) above, and that as their agent, does hereby so certify; and that he has not participated, and will not participate in any action contrary to (a) and (b) above.

A bid will not be considered for award if the sense of the statements required in the bid has been altered so as to delete or modify the above.

**EQUAL EMPLOYMENT OPPORTUNITY**

The Contractor shall comply with Executive Order 11246 of Sept. 24, 1965, entitled "Equal Employment Opportunity", as amended by Executive Order 11375 of October 13, 1967, and as supplemented in Department of Labor regulations (41 CFR chapter 60).

**COPELAND "ANTI-KICKBACK" ACT**

The Contractor shall comply with the Copeland "Anti-Kickback" Act (18 U.S.C. 874) as supplemented in Department of Labor regulations (29 CFR part 2). (Applies to contract and subgrants for construction or repair)

**DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION**

The Contractor shall comply with the provisions of 24 CFR Part 24 that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract. Additionally, the Consultant shall not use, directly or indirectly, any of the funds provided by this contract to employ, award contracts to, or otherwise engage the services of, or fund any contractor/subcontractor during any period that the contractor/subcontractor is debarred, suspended or ineligible under the provisions of 24 CFR Part 24.

**NON-DISCRIMINATION**

The Contractor shall not discriminate against any employee or applicant for employment with respect to hire, tenure, terms, condition or privileges of employment on a matter directly or indirectly related to employment, because of race, color, religion, national origin, age, sex, height, weight, or marital status pursuant to the Elliot Larsen Civil Rights Act, 1976, P.A. 453. The Agency and the Municipality shall also comply with the provisions of the Michigan Handicappers Civil Rights Act, 1976, P.A. 220 and the Federal Rehabilitation Act of 1973, P.A. 93-112, 87 Stat. 394, which require that no employee or client or otherwise qualified handicapped individual shall, solely by reason of his/her handicap, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving Federal Assistance. No person shall, on the grounds of race, creed, color, sex, age, national origin, height, weight, handicap, or marital status be excluded from participation in, be denied the proceeds of, or be subject to discrimination in the performance of this contract. The Consultant further covenants that it will comply with the Civil Rights Act of 1973, as amended; and the Michigan Civil Rights Act of 1976 (78. Stat. 252 and 1976 PA 453) and will require a similar covenant on the part of any consultant or sub-consultant employed in the performance of this contract.



**CITY OF NOVI**  
**DRONE AND ACCESSORIES PURCHASE**  
**SPECIFICATIONS**

**ALTERNATE 1**

DJI Matrice 300 Drone Combo and Airworx Unmanned Solutions GL60 Spotlight per the specifications below. Brand name only-NO SUBSTITUTIONS. All items must be brand new, in original packaging, with factory seals intact.

**DJI Matrice 300 Combo – Qty 1 combo including the items below:**

**Combo Unit:**

1. Aircraft Body (1)
2. DJI Smart Controller Enterprise (1) – (High-Brightness touch screen, built in 5.5-inch 1920x1080p display) (Internal battery and WB37 port give the smart controller a combine 4.5 hours of battery life)
3. USB Charger (1)
4. USB-C Cable (1)
5. TB60 Intelligent Flight Battery (2) – (Drone Batteries) (55 Minute Flight Time with no Payload)
6. WB37 Intelligent Battery (1) – (Battery for Smart Controller)
7. 2110 Propeller, CW (2)
8. 2110 Propeller, CCW (2)
9. Landing Gear (2)
10. Spare Stick Cover, pair (1)
11. Spare Propeller Holder (2)
12. Spare Gimbal Damper (4)
13. USB Cable with Double A Ports (1)
14. Vision System Calibration Plate (1)
15. Carrying Case (1)
16. Smart Controller Lanyard (1)
17. Rubber Port Cover, Set (1)
18. Screws and Tools
19. BS60 Intelligent Battery Station (1) – (Can charge Bx TB60, 4x WB37)
20. 1 Year Enterprise Shield Support Package (DJI Care Enterprise Basic)  
1 Year Free Ground Shipping on all Repairs; Up to 2 replacement drones; support



**Additional Requested Items:**

1. Zenmuse H20T SP Hybrid Multi-Sensor Solution – Qty. 1
  - a. Optical Zoom Camera:
    - 1/1.7" CMOS, 20 MP
    - 23X Hybrid Optical Zoom
  - b. Fixed Lens Camera:
    - 1/2.3" CMOS, 12 MP
  - c. Laser Range Finder:
    - Wavelength: 905nm; Range: 3-1200 m
  - d. Thermal Radiometric Camera:
    - 2X, 4X,8X digital zoom; 640 x 512 Resolution 30 Hz
  - e. DJI Enterprise Shield Support (DJI Care Enterprise Basic)
  - f. DJI Enterprise Shield Support- Renew (DJI Care Enterprise Basic Renew)
2. Zenmuse H20N (Night Vision) - Qty. 1
  - a. 20 MP Zoom Camera; 12 MP Wide Camera
  - b. 1200 m LRF; Starlight Night Vision
  - c. 640 x 512 px Radiometric Thermal Camera (2x/8x zoom)
  - d. DJI Enterprise Shield Support (DJI Care Enterprise Basic)
  - e. DJI Enterprise Shield Support- Renew (DJI Care Enterprise Basic Renew)
3. Matrice 300 Series – TB60 Intelligent Drone Battery – Qty. 6
4. WB37 Intelligent Battery – Qty. 2
5. Matrice 300 Series, PART10, Dual Gimbal Connector – Qty. 1
6. Matrice 300 Series upward Gimbal Connector – Qty. 1
7. Training Class: Operational Training with drone, cameras, all accessories
  - a. One full 8-hour class, in-person on site at Novi PD, up to 15 people in class
8. Training Class: FAA Part 107
  - a. Two full 8-hour days, in-person on site at Novi PD, up to 15 people in class

**Airworx Unmanned Solutions GL60 Spotlight/Searchlight for Matrice (compatible with DJI M300 and M210v2) – Qty. 1**

1. Adjustable light intensity 1 – 100%; Focused beam
2. Fully gimballed; Syncs with secondary payload/camera
3. Strobe/disorienting flash mode; 4000 lumen output
4. 1-year standard defect warranty

## **ALTERNATE 2**

DJI Matrice 30T Drone Worry-Free Plus Combo per the specifications below. Brand name only-NO SUBSTITUTIONS. All items must be brand new, in original packaging, with factory seals intact.

### **DJI Matrice 30T Worry-Free Combo – Qty 2 Each combo including the items below:**

#### **Combo Unit:**

1. Aircraft Body (1)
2. DJI RC Plus Remote Controller (1) – (Internal battery and WB37)
3. USB to USB C Cable (1)
4. USB-C Cable (1)
5. TB30 Intelligent Flight Battery (2) – (DJI branded Drone Batteries)
6. WB37 Intelligent Battery (1) – (DJI branded Battery for Smart Controller)
7. 1671 Propeller, CW (2)
8. 1671 Propeller, CCW (2)
9. DJI BS30 Battery Station (1)
10. DJI Hard Carrying Case (1)
11. Screws and Tools
12. 1 Year DJI Care Enterprise Plus
  - 1 Year Free Ground Shipping on all Repairs; Sharing service, unlimited free replacements

#### **Additional Requested Items:**

1. TB30 Intelligent Drone Battery – Qty. 12
2. WB37 Intelligent Battery – Qty 4
3. BS30 Intelligent Battery Station – Qty. 2
4. 1671 Propeller (CW) for M30T (2 per set): Qty. 4 sets
5. 1671 Propeller (CCW) for M30T (2 per set): Qty. 4 sets
6. (GPC-DJI-M30-BP) Backpack for M30T: Qty. 2
7. DJI Care Enterprise Plus Renew (M30T): Qty 2
8. Training Class: Operational Training with drone, cameras, all accessories
  - a. One full 8-hour class, in-person on site at Novi PD, up to 15 people in class
9. Training Class: FAA Part 107
  - a. Two full 8-hour days, in-person on site at Novi PD, up to 15 people in class



**CITY OF NOVI  
INSURANCE REQUIREMENTS  
ATTACHMENT A**

1. The Contractor shall maintain at its expense during the term of this Contract, the following insurance:
  - a. **Worker's Compensation** insurance with the Michigan statutory limits and Employer's Liability insurance with minimum limits of **\$100,000** (One Hundred Thousand Dollars) each accident.
  - b. **Commercial General Liability Insurance** – The Contractor shall procure and maintain during the life of this contract, Commercial General Liability Insurance, Personal Injury, Bodily Injury and Property Damage on an "Occurrence Basis" with limits of liability not less than **\$1,000,000** (One Million Dollars) per occurrence combined single limit.
  - c. **Automobile Liability** insurance covering all owned, hired and non-owned vehicles with Personal Protection insurance to comply with the provisions of the Michigan No Fault Insurance Law including Residual Liability insurance with minimum bodily injury limits of **\$1,000,000** (One Million Dollars) each person and **\$1,000,000** (One Million Dollars) each occurrence and minimum property damage limits of **\$1,000,000** (One Million Dollars) each occurrence.
2. All policies shall name the Contractor as the insured and shall be accompanied by a commitment from the insurer that such policies shall not be canceled or reduced without at least thirty (30) days prior notice date to the City; alternately, contractor may agree to provide notice of such cancellation or reduction.
3. The City of Novi shall be named as Additional Insured for General Liability and Auto Liability. Certificates of Insurance evidencing such coverage shall be submitted to City of Novi, Purchasing Department, 45175 Ten Mile Road, Novi, Michigan 48375-3024 prior to commencement of performance under this Contract and at least fifteen (15) days prior to the expiration dates of expiring policies. A current certificate of insurance must be on file with the City for the duration of the contract. Said coverage shall be PRIMARY COVERAGE rather than any policies and insurance self-insurance retention owned or maintained by the City. Policies shall be issued by insurers who endorse the policies to reflect that, in the event of payment of any loss or damages, subrogation rights under those contract documents will be waived by the insurer with respect to claims against the City
4. The Contractor shall be responsible for payment of all deductibles contained in any insurance required hereunder.

5. If, during the term of this Contract, changed conditions or other pertinent factors should in the reasonable judgment of the City render inadequate insurance limits, the Contractor will furnish on demand such additional coverage as may reasonably be required under the circumstances. All such insurance shall be effected at the Contractor's expense, under valid and enforceable policies, issued by the insurers of recognized responsibility which are well-rated by national rating organizations and are acceptable to the City.
6. If any work is sublet in connection with this Contract, the Contractor shall require each subcontractor to effect and maintain at least the same types and limits of insurance as fixed for the Contractor.
7. The provisions requiring the Contractor to carry said insurance shall not be construed in any manner as waiving or restricting the liability of the Contractor under this contract.
8. The City has the authority to vary from the specified limits as deemed necessary.

#### **ADDITIONAL REQUIREMENTS**

#### **HOLD HARMLESS/INDEMNITY**

1. The Contractor agrees to fully defend, indemnify and hold harmless the City, its City Council, its officers, employees, agents, volunteers and contractors from any claims, demands, losses, obligations, costs, expenses, verdicts, and settlements (including but not limited to attorney fees and interest) resulting from:
  - A. Acts or omissions by the Contractor, its agents, employees, servants and contractors in furtherance of execution of this Agreement, unless resulting from the sole negligence and tort of the City, its officers, employees, agents and contractors.
  - B. Violations of state or federal law involving whether administrative or judicial, arising from the nature and extent of this Agreement.
  - C. The Contractor agrees to defend the City from and against any and all actions or causes of action, claims, demands or whatsoever kind or nature arising from the operations of the Contractor and due to the acts or omissions of the Contractor or its agents, including, but not limited to, acts of omissions alleged to be in the nature of gross negligence or willful misconduct. The Contractor agrees to reimburse the City for reasonable attorney fees and court costs incurred in the defense of any actions, suits, claims or demands arising from the operations of the Contractor under this Agreement due to the above-referenced acts or omissions.
2. The Contractor agrees that it is its responsibility and not the responsibility of the City

of safeguard the property and materials used in performing this Contract. Further the Contractor agrees to hold the City harmless for any loss of such property and materials used in pursuant to the Contractor's performance under this Contract.

3. The Contractor shall not discriminate against any employee, or applicant for employment because of religion, race, color, national origin, age, sex, height, weight, handicap, ancestry, place of birth, sexual preference or marital status. The Contractor further covenants that it will comply with the Civil Rights Act of 1973, as amended; and the Michigan Civil Rights Act of 1976 (78. Stat. 252 and 1976 PA 453) and will require a similar covenant on the part of any consultant or subcontractor employed in the performance of this contract.



**CITY OF NOVI**  
**DRONE AND ACCESSORIES PURCHASE**  
**BID FORM**

We, the undersigned as bidder, propose to furnish to the City of Novi, according to the specifications, terms, conditions and instructions attached hereto and made a part thereof:

**Company Name** \_\_\_\_\_

**ALTERNATE 1 PRICING**

| <b>QTY</b>                                  | <b>DESCRIPTION</b>   | <b>UNIT COST</b> | <b>TOTAL</b> |
|---|--|------------------|--------------|
| 1   | DJI Matrice 300 (Includes all items specified)   | \$               | \$           |
| 1   | Zenmuse H20N (as specified)  | \$               | \$           |
| 1   | Zenmuse H20T SP Hybrid Multi-Sensor Solution (as specified)  | \$               | \$           |
| 6   | Matrice 300 Series-TB60 Intelligent Drone Battery  | \$               | \$           |
| 2   | WB37 Intelligent Battery   | \$               | \$           |
| 1   | Matrice 300 Series, PART 10, Dual Gimbal Connector   | \$               | \$           |
| 1   | Matrice 300 Series upward Gimbal Connector   | \$               | \$           |
| 1   | Airworx Unmanned Solutions GL60 Spotlight/Searchlight for Matrice  | \$               | \$           |
| 1   | 2nd Year Enterprise Shield Support Package (DJI Enterprise Basic Renew) Additional Year Free Ground Shipping on all Repairs; Up to two replacement drones; support | \$               | \$           |
|   | Training Class: Part 107: 2 days of training up to 15 people/on site   | \$               | \$           |
|   | Training Class: Operational: 1 day of training up to 15 people/on site   | \$               | \$           |
| <b>GRAND TOTAL</b>                          |  | \$               | \$           |
|   |  | Days to Ship     |              |
|   |  | Discount         |              |
| ****Please provide all warranty information |  |                  |              |

**ALTERNATE 2 PRICING**

| QTY   | DESCRIPTION  | UNIT COST    | TOTAL |
|---|--|--------------|-------|
| 2   | DJI Matrice 30T Worry-Free Plus Combo (Includes all items specified)   | \$           | \$    |
| 2   | DJI Care Enterprise Plus Renew (second year)                           | \$           | \$    |
| 12  | TB30 Intelligent Drone Battery   | \$           | \$    |
| 4   | WB37 Intelligent Controller Battery                                    | \$           | \$    |
| 2   | BS30 Intelligent Battery Station                                       | \$           | \$    |
| 2   | GPC-DJI-M30-BP (Go Professional Cases) Backpack                        | \$           | \$    |
| 4   | 1671 Propeller (CW) for M30T (2 per set)                               | \$           | \$    |
| 4   | 1671 Propeller (CCW) for M30T (2 per set)                              | \$           | \$    |
|   | Training Class: Part 107: 2 days of training up to 15 people/on site   | \$           | \$    |
|   | Training Class: Operational: 1 day of training up to 15 people/on site | \$           | \$    |
| <b>GRAND TOTAL</b>                          |  | \$           | \$    |
|   |  | Days to Ship |       |
|   |  | Discount     |       |
| ****Please provide all warranty information |  |              |       |

**We acknowledge receipt of the following Addenda:** \_\_\_\_\_  
 (please indicate numbers)

**EXCEPTIONS TO SPECIFICATIONS (all exceptions must be noted here):**

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**COMMENTS:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**NON-IRAN LINKED BUSINESS**

By signing below, I certify and agree on behalf of myself and the company submitting this proposal the following: (1) that I am duly authorized to legally bind the company submitting this proposal; and (2) that the company submitting this proposal is not an "Iran linked business," as that term is defined in Section 2(e) of the Iran Economic Sanctions Act, being Michigan Public Act No. 517 of 2012; and (3) That I and the company submitting this proposal will immediately comply with any further certifications or information submissions requested by the City in this regard.

**THIS BID SUBMITTED BY:**

Company (Legal Registration) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Representative's Name \_\_\_\_\_

Representative's Title \_\_\_\_\_

Authorized Signature \_\_\_\_\_

E-mail \_\_\_\_\_

Date \_\_\_\_\_