

**CITY COUNCIL MINUTES**

**February 14, 2022**

**Standard Purchasing Resolution 2: Award to Low Bidder Meeting Specifications – sUAS/Drone with Camera – Police Department**

Resolution #2022-02-028-J-4a

RESOLVED, That Troy City Council hereby **AWARDS** a contract to the low bidder meeting specifications *NOAR Technologies of Clawson, MI*, for the purchase of a DJI Matrice 300 RTK with Zenmuse H20T camera for an estimated total cost of \$27,240.30 at the unit prices contained in the bid tabulation opened January 20, 2022, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

BE IT FURTHER RESOLVED, That the award is **CONTINGENT** upon contractor's submission of properly executed contract documents, including insurance certificates and all other specified requirements.

**PURCHASE ORDER**

No. 2022-00001080

DATE: 03/04/2022

PAGE: 1 of 1

FOB DESTINATION

Ship To

CITY OF TROY  
Police  
500 W BIG BEAVER RD  
TROY, MI 48084

Bill To

CITY OF TROY  
Police  
500 W BIG BEAVER RD  
TROY, MI 48084

COUNCIL RESOLUTION

2022-02-028-J-4a

INSTRUCTIONS

Return to Department

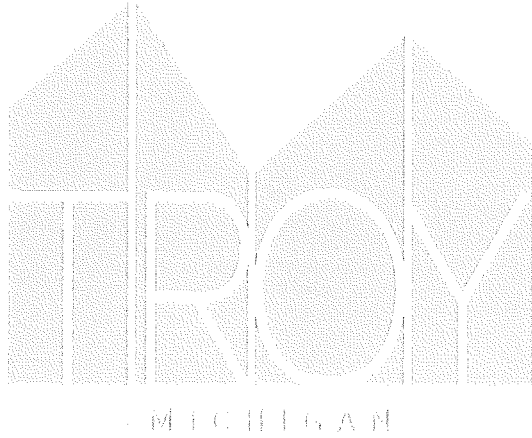
VENDOR NO. 173420

**CHANGE ORDER**

Vendor

NOAR TECHNOLOGIES  
303 EAST FOURTEEN MILE ROAD  
CLAWSON, MI 48017

QUANTITY	UNIT	DESCRIPTION	UNIT COST	TOTAL COST
1	Lump Sum	POLICE DEPT-sUAS/Drone with Camera DJI Matrice 300 RTK with Zenmuse H20T camera and onsite training as per bid specifications ITB-COT 22-01.	27,240.3000	\$27,240.30



Entered By: Emily Frontera

\$27,240.30

Special Instructions:

City Council Award Date 2/14/2022

TERMS & CONDITIONS

1. Purchases of Municipalities are exempt from State Sales and Federal Excise Taxes.
2. Prior to acceptance, vendor agrees to provide City with information under the Right-to-Know Law, P.A. 1986, No. 80, and fully comply with all terms and conditions of the Michigan Occupational Safety and Health Act, MCL 408.1001, et seq. including vendor shall provide City with an "MSDS". Vendor also agrees to be responsible for all required labeling.
3. In cases of emergency/disaster, the City can purchase up to six(6) times the order amount for a period of six(6) months at the price contained in the contract.
4. Purchase Orders are signed electronically based upon computer generated "on-line" authorized approvals. Authentic signatures are on file in the City of Troy Purchasing Department.

NOTICE: The City could put the vendor on notice that vendors will be held financially responsible for any claims or awards made against the City as a result of the vendor's action. If the City has to defend the initial lawsuit, the City will bring in the vendor as a co-defendant or sue the vendor, either as the result of settling a claim or the conclusion of the lawsuit.

I HEREBY CERTIFY THAT THIS ORDER IS PROPERLY AUTHORIZED AND APPROVED.

*Emily Frontera*

CITY OF TROY  
 BID TABULATION  
 DRONE - SMALL UNMANNED AERIAL VEHICLE

VENDOR NAME:	FOCUS CAMERA	NOAR TECHNOLOGIES	VOLATUS AEROSPACE	ADORAMA INC.
CITY:	Brooklyn, NY	Clawson, MI	Wilmington, DE	New York, NY
CHECK NUMBER:	Not Included	9202248142	Not Included	116198110
CHECK AMOUNT:		\$1,500.00		\$1,500.00

**PROPOSAL: To furnish DRONE/(SMALL UNMANNED AERIAL SYSTEM)**

Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1. DJI Matrice 300 RTK sUAS/Drone - To include "in the box": the aircraft body, DJI smart controller enterprise, USB-charger, USBC cable, (2) TB60 Intelligent Flight battery, WB37 Intelligent battery (battery for smart controller), 2110 propeller (CW)(pair), 2110 (CCW) (pair), landing gear, spare stick cover (pair), (2) spare propeller holder, (4) spare gimbal damper, USB cable (with double A ports), visual system calibration plate, carrying case, smart controller lanyard, rubber port cover, screws and tools, BS60 Intelligent battery station.	1	\$10,200.00	\$10,200.00	\$11,879.10	\$11,879.10	\$13,199.00	\$13,199.00	\$12,539.05	\$12,539.05
2. DJI Enterprise Shield - Basic Support Package for DJI Matrice 300 RTK	1	\$900.00	\$900.00	INCLUDED		\$0.00	\$0.00	Included in Item 1	
3. Zenmuse H20T Camera - Optical zoom camera (20MP zoom camera) / Fixed lens camera (12MP wide camera) / Laser range finder (1200m LRF) / Thermal radiometric camera (640x512 px 30Hz, 2x/4x/8x digital zoom).	1	\$9,999.00	\$9,999.00	\$10,088.10	\$10,088.10	\$11,209.00	\$11,209.00	\$10,648.55	\$10,648.55
4. DJI Enterprise Shield-Basic Support Package for Zenmuse H20T	1	Included in Line 3		INCLUDED		\$0.00	\$0.00	Included in Item 3	
5. DJI Matrice 300 Series – TB60 Intelligent Drone Battery	6	\$680.00	\$4,080.00	\$630.00	\$3,780.00	\$700.00	\$4,200.00	\$665.00	\$3,990.00
6. WB37 Intelligent Battery	1	\$55.00	\$55.00	\$53.10	\$53.10	\$59.00	\$59.00	\$56.05	\$56.05
7. Staff training with equipment from vendor – The expectations of this training is not for certification but a familiarization on how to properly deploy, operate, care for equipment that is purchased.	1	NO TRAINING		\$1,440.00	\$1,440.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00
<b>TOTAL PRICE:</b>		<b>\$25,234.00</b>		<b>\$27,240.30</b>		<b>\$28,667.00</b>		<b>\$30,233.65</b>	

AUTHORIZED DEALER: or N	Y	Y	Y	Y
WARRANTY:	Standard warranty that comes with product	DSI Manufacture Warranty Included	1 Year	Manufacturer's warranties included with products
CONTACT INFORMATION: Name(s):	Igal Avshalom	Sarah Laskaska	Joseph Scapenotta	Andrea Simmon
Hours of Operation:	9 AM - 6 PM EST	8 - 5	10 AM - 6 PM	9 AM-6 PM M-Th 9 AM-2 PM F eastern time
24 Hour Phone #:	718-431-7978	248-906-2375	516-732-8996	NOT SPECIFIED
ABLE TO PROVIDE TRAINING: or N	N	Y	Y	Y
REFERENCES: or N	Y	Y	Y	Y
PAYMENT TERMS:	NET 30	NET 30	30 DAYS	NET 30
DELIVERY DATE:	15 Days	48 hours after PO receipt	2/20/2022	7 to 15 days ARO
ALL OR NONE AWARD: or N	Y	N	Y	N
ACKNOWLEDGMENT: or N	Y	Y	Y	Y
EXCEPTIONS:	NONE	NONE	NONE	NONE
FORMS: or N	Y	Y	Missing Proposer's Sworn and Notarized Familial Disclosure	Y

**Low bidder meeting specifications**

Attest:  
 (\*Bid Opening conducted via Zoom)  
 Michael Villerot  
 Laurence Schehr  
 Andrew Chambliss  
 Heather Chomiak

Emily Frontera  
 Purchasing Manager



**CITY OF TROY  
 BID PROPOSAL PAGE**

ITB-COT 22-01  
 Page 1 of 4

The undersigned proposes to furnish **DRONE/(SMALL UNMANNED AERIAL SYSTEM)**, in accordance with the specifications, which are to be considered an integral part of this proposal, at the following prices:

PROPOSAL: To furnish **DRONE/(SMALL UNMANNED AERIAL SYSTEM)**

The undersigned, as bidder, declares that he/she has examined the specifications, including related documents and hereby proposes to furnish and deliver the supplies as specified in the bid proposal documents, at the prices stated below

**NO SUBSTITUTES OR ALTERNATES WILL BE ACCEPTED**

	<b>Description</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Extension</b>
1.	<b>DJI Matrice 300 RTK sUAS/Drone</b> - To include "in the box": the aircraft body, DJI smart controller enterprise, USB-charger, USB-C cable, (2) TB60 Intelligent Flight battery, WB37 Intelligent battery (battery for smart controller), 2110 propeller (CW)(pair), 2110 (CCW) (pair), landing gear, spare stick cover (pair), (2) spare propeller holder, (4) spare gimbal damper, USB cable (with double A ports), visual system calibration plate, carrying case, smart controller lanyard, rubber port cover, screws and tools, BS60 Intelligent battery station.	1	\$11,879.10	\$11,879.10
2.	<b>DJI Enterprise Shield-Basic Support Package for DJI Matrice 300 RTK</b>	1	included	0
3.	<b>Zenmuse H20T Camera</b> - Optical zoom camera (20MP zoom camera) / Fixed lens camera (12MP wide camera) / Laser range finder (1200m LRF) / Thermal radiometric camera (640x512 px 30Hz, 2x/4x/8x digital zoom).	1	\$10,088.10	\$10,088.10
4.	<b>DJI Enterprise Shield-Basic Support Package for Zenmuse H20T</b>	1	included	0
5.	<b>DJI Matrice 300 Series – TB60 Intelligent Drone Battery</b>	6	\$ 630	\$3780
6.	<b>WB37 Intelligent Battery</b>	1	\$53.10	53.10
7.	<b>Staff training with equipment from vendor</b> – The expectations of this training is not for certification but a familiarization on how to properly deploy, operate, care for equipment that is purchased.	1	\$1440	\$1440
<b>Total Price</b>			\$ 27,240.30	

**NOTE:** Include all delivery costs, handling, packaging, and service charges in the unit price.

**UNIT PRICES:** Unit prices prevail. The City of Troy Purchasing Department will correct all mathematical errors.

**AUTHORIZED DEALER:**  Our company is an authorized distributor of this equipment  
 Our company is not an authorized distributor of this equipment.

**STATE WARRANTY:** DSL manufacture warranty included

**COMPANY NAME:** Noar Technologies

**CONTRACT FORMS:**

Bidders should complete and sign the Legal Status of Bidder, Non-Collusion Affidavit, Certification regarding Debarment, the Certification regarding "Iran Linked Business" and the Familial Disclosure Forms and return with your bid proposal

**CERTIFIED/CASHIER'S CHECK OR MONEY ORDER:**

Each bid must be accompanied by a Certified or Cashier's Check, or Money Order in the amount of \$1,500.00 as security for acceptance of the Contract. **BID BONDS ARE NOT ACCEPTABLE. A pdf version of this Certified/Cashier's Check or Money Order must be included with your Electronic Bid Submission Response.**

**ADDITIONAL INFORMATION:**

For questions about the specifications, please contact **Sergeant Michael Villerot** at 248-524-3458 or at [M.Villerot@troymi.gov](mailto:M.Villerot@troymi.gov) between the hours of 8:00 AM and 4:30 PM, Monday through Friday.

**DELIVERY:**

Items are to be F.O.B. delivered, freight paid to: ATTN: Sergeant Michael Villerot, Troy Police Department 500 W. Big Beaver, Troy MI 48084 (**Inside delivery required**).

**DOWN-PAYMENTS OR PREPAYMENTS:**

Any bid proposal submitted which requires a down-payment or prepayment prior to delivery and full acceptance of the item(s) as being in conformance with specifications will not be considered for award.

**AWARD:**

The evaluation and award of this bid shall be a combination of factors, including but not limited to: cost, professional competence, equipment as specified, warranties, and the correlation of the proposal submitted to the needs of the City of Troy.

The City of Troy reserves the right to award this bid to the lowest responsible bidder(s) meeting specifications for the purchase of Drone/(Small Unmanned Aerial System) to combine the items in whatever manner is deemed to be in the City of Troy's best interest; to reject low bids which have major deviations from the specifications; to accept a higher bid which has only minor deviations.

**LOCAL PREFERENCE:**

The City of Troy reserves the right to award a contract to a local business, one which pays City of Troy taxes (real and/or personal), if the bid of a local vendor is within 5% of the lowest responsive and responsible non-local bidder, then the local vendor is given one chance to match the low bid.

**PURCHASE ORDER:**

After approval of the successful bidder(s) by the Troy City Council, the purchase order issued from the City of Troy will create a bilateral contract between the parties and commit the successful bidder(s) to perform the contract in accordance with specifications. The Purchase orders will be released upon the City's acceptance of the specified insurance. A contract document/ agreement will not be issued.

**CONTACT INFORMATION:**

Name(s): Sarah Laskaska 24 Hr. Phone No. 248-906-2375

Hours of operation: 8-5

COMPANY NAME: NOAR Technologies

**TRAINING:**

Our company is able to provide training for this equipment

Our company is unable to provide training for this equipment

**REFERENCES:**

Please list at least three (3) Police departments with at least 75 uniformed employees that have had similar work completed by your company.

COMPANY: Genesee CO Sheriff Dept  
ADDRESS: 1002 South Saginaw St Flint MI  
CONTACT: LT Nick Preece PHONE: 810-257-3422  
EMAIL: npreece@geneseecountyMI.gov

COMPANY: Sterling Heights Police Department  
ADDRESS: 40333 Dodge Park Rd Sterling Heights MI  
CONTACT: Sgt John Carion PHONE: 586-446-2800  
EMAIL: jcarion@sterling-heights.net

COMPANY: Shelby Township Police Dept  
ADDRESS: 52530 Van Dyke Shelby Twp MI  
CONTACT: Sgt Terry Hogan PHONE: 586-731-2101 ex 308  
EMAIL: thogan@shelbytwp.org

COMPANY NAME: NOAR Technologies

**SIGNATURE PAGE**

**PRICES:**

Prices shall remain firm for 60 days or bid award, whichever comes first, except the successful bidder(s) whose prices shall remain firm through delivery and final acceptance as operational in accordance with specifications.

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE: Sarah Laskeska

**NOTE:**

The undersigned has checked carefully the bid figures and understands that he/she shall be responsible for any error or omission in this bid offer and is in receipt of all addenda as issued.

TAX ID#: 27-1992874

COMPANY NAME: NOAR Technologies

ADDRESS 303 E 14 Mile rd CITY Clawson STATE MI ZIP 48017

PHONE NUMBER 248-906-2375 FAX NUMBER \_\_\_\_\_

REPRESENTATIVE'S NAME Sarah Laskeska  
(Print)

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE Sarah Laskeska

PAYMENT TERMS: Net 30 WARRANTY: Manufacturers Warranty on equipment

E-MAIL: Sarah@noartech.com DELIVERY DATE: 48 hours after PO receipt

**EXCEPTIONS:**

Any exceptions, substitutions, deviations, etc., from the City specifications and this proposal must be stated below. The reason(s) for the exceptions, substitutions, and/or deviations are an integral part of this bid proposal offer:

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

Check this box if your bid is not to be broken up by item and based on an all or none award.

**ACKNOWLEDGEMENT:**

I, Sarah Laskeska, certify that I have read the **Instructions to Bidders** (Pages) and that the bid proposal documents contained herein were obtained directly from the City's Purchasing Department or MITN website, [www.bidnetdirect.com/city-of-troy-mi](http://www.bidnetdirect.com/city-of-troy-mi) and is an official copy of the Authorized Version.

SIGNATURE OF AUTHORIZED COMPANY REPRESENTATIVE: Sarah Laskeska

IMPORTANT: All City of Troy purchases require a SAFETY DATA SHEET, where applicable, in compliance with the MIOSHA "Right to Know" Law. Please include a copy of any relevant SDS at the time of bid submission.

U.S. FUNDS: All prices quoted are to be in U.S. Currency.



# Proposal

**ADDRESS**

City of Troy  
 500 W Big Beaver Rd  
 Troy, MI 48084

**PROPOSAL #** 010522-M300  
**DATE** 01/05/2022

ACTIVITY	QTY	RATE	AMOUNT
Solicitation Number: ITB-COT 22-01			
<b>Shipping Note</b>	1	0.00	0.00T
**All quoted items are in stock and available for shipping immediately upon award of bid. **			
<b>MATRICE 300 RTK (NA) Combo (SP)</b>	1	13,199.00	13,199.00T
<p>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.</p> <p>In the Box:            Aircraft Body*1            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)            USB Charger *1            USB-C Cable *1            TB60 Intelligent Flight Battery *2 (Drone Batteries) (55 Minute Flight Time with no Payload)            WB37 Intelligent Battery *1 (Battery for Smart Controller)            2110 Propeller (CW) *2            2110 Propeller (CCW) *2            Landing Gear *2            Spare Stick Cover (pair) *1            Spare Propeller Holder *2            Spare Gimbal Damper *4            USB Cable (with Double A Ports) *1            Vision System Calibration Plate *1            Carrying Case *1            Smart Controller Lanyard *1            Rubber Port Cover (Set) *1            Screws and Tools            BS60 Intelligent Battery Station *1" (Can charge 8x TB60, 4x WB37)</p> <p>1 Year Enterprise Shield Support Package            Support Package Includes:            -1 Year of Free Ground Shipping on all Repairs</p>			



ACTIVITY	QTY	RATE	AMOUNT
-Significantly Reduced Repair Costs -Up to 2 Replacements -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)			
<b>Zenmuse H20T SP</b> 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.	1	11,209.00	11,209.00T
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: -1 Year of Free Ground Shipping on all Repairs -Significantly Reduced Repair Costs -Up to 2 Replacements -Enterprise Grade Support  1st replacement \$859 2nd replacement \$969			
<b>MATRICE 300 Series - TB60 Intelligent Drone Battery</b> -Spare batteries for M300 Series -Self-heating -55 minute flight time (no payload)	6	700.00	4,200.00T
<b>WB37 Intelligent Battery</b> Compatible with Cendence, CrystalSky M300 Smart controller, & D-RTK Base Stations	1	59.00	59.00T
<b>Preferred Client Discount*</b> Law Enforcement Discount - 10%	1	-2,866.70	-2,866.70T
<b>Onsite Training</b>	1	1,600.00	1,600.00

ACTIVITY	QTY	RATE	AMOUNT
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One day of Custom Law Enforcement Drone Training for up to 12 students.

Training focuses on piloting skills coupled with training in UAS safety and general UAS program operations. Students will be exposed to the equipment, tools, and techniques necessary to make their sUAS program fulfill the desired mission sets. All instruction will be consistent with the FAA's current rules and regulations.

Date: TBD

Time: 9am - 4pm

Location: NOAR HQ OR City of Troy PD

**Preferred Client Discount\***

1 -160.00 -160.00

Law Enforcement Discount - 10%

**On-site Consulting**

NOAR Unboxing: An un-boxing, at our HQ or yours, with a DJI Certified - NOAR UAV expert to ensure your new units 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. Estimated at 2 hours of onsite technical support.

**Indemnity**

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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.

**NOAR Support**

NOAR Technologies provides complimentary technical support for all clients that partner with NOAR for hardware and software purchases.

Terms & Conditions:	SUBTOTAL	27,240.30
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>\$27,240.30</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



**Legal Status of Bidder:**

The Bidder shall fill out the appropriate form and strike out the other two:

\_\_\_\_\_

A **corporation** duly organized and doing business under the laws of the State of Michigan for whom Sarah Laskaske, bearing the office title of Client solutions rep, whose signature is affixed to this proposal, is duly authorized to execute contracts.

\_\_\_\_\_

A **partnership**, all members of which, with addresses, is:

N/A

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

AN **INDIVIDUAL**, WHOSE SIGNATURE IS AFFIXED TO THE PROPOSAL:

N/A

\_\_\_\_\_



CITY OF TROY  
OAKLAND COUNTY, MICHIGAN  
NON-COLLUSION AFFIDAVIT

TO WHOM IT MAY CONCERN:

Sarah Laskaska, being duly sworn deposed, says that he/she  
(Print Full Name)

is Client Solutions Rep. The party making the foregoing proposal or bid,  
(State Official Capacity in Firm)

that such bid is genuine and not collusion or sham; that said bidder has not colluded, conspired, connived, or agree, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding and has not in any manner directly or indirectly sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or any other bidder, or to fix any overhead, profit, or cost element of said bid price, or that of any other bidder, or to secure the advantage against the City of Troy or any person interested in the proposed contract; and that all statements contained in said proposal or bid are true.

Sarah Laskaska  
SIGNATURE OF PERSON SUBMITTING BID

Kimberly Ann Frantz  
NOTARY'S SIGNATURE

Subscribed and sworn to before me this 18 day of

January, 2022 in and for Oakland County.

My commission expires:

Nov 18 2024

KIMBERLY ANN FRANTZ  
Notary Public - State of Michigan  
County of Oakland  
Commission Expires Nov 18, 2024  
the County of Oakland



**CERTIFICATION REGARDING  
DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS**

The prospective participant certifies, to the best of its knowledge and belief, that it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in transactions under any non-procurement programs by any federal, state or local agency.
2. Have not, within the three-year period preceding, had one or more public transactions (federal, state, or local) terminated for cause or default; and
3. Are not presently indicted or otherwise criminally or civilly charged by a government entity (federal, state, or local) and have not, within the three year period preceding the proposal, been convicted of or had a civil judgment rendered against it:
  - a. For the commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public transaction (federal, state, or local), or a procurement contract under such a public transaction;
  - b. For the violation of federal, or state antitrust statutes, including those proscribing price fixing between competitors, the allocation of customers between competitors, or bid rigging; or
  - c. For the commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

I understand that a false statement on this certification may be grounds for the rejection of this proposal or the termination of the award. In addition, the general grant of this authority exists within the City's Charter, Chapter 12, Section 12.2- Contracts.

**I am able to certify to the above statements.**

NOAR Technologies

Name of Agency/Company/Firm (Please Print)

Sarah Laskaska - Client Solutions Specialist

Name and title of authorized representative (Please Print)

Sarah Laskaska

Signature of authorized representative

Date

1/16/22

**I am unable to certify to the above statements. Attached is my explanation.**



**VENDOR CERTIFICATION  
THAT IT IS NOT AN  
"IRAN LINKED BUSINESS"**

Pursuant to Michigan law, (the Iran Economic Sanctions Act, 2012 PA 517, MCL 129.311 et seq.), before accepting any bid or proposal, or entering into any contract for goods or services with any prospective Vendor, the Vendor must first certify that it is not an "IRAN LINKED BUSINESS", as defined by law.

<b>Vendor</b>	
Legal Name	NOAR Technologies
Street Address	303 E 14 Mile Rd
City	Clawson
State, Zip	MI 48017
Corporate I.D. Number/State	
Taxpayer I.D. #	27-1992874

The undersigned, with: 1.) full knowledge of all of Vendors business activities, 2.) full knowledge of the requirements and possible penalties under the law MCL 129.311 et seq. and 3.) the full and complete authority to make this certification on behalf of the Vendor, by his/her signature below, certifies that: the Vendor is NOT an "IRAN LINKED BUSINESS" as require by MCL 129.311 et seq., and as such that Vendor is legally eligible to submit a bid and be considered for a possible contract to supply goods and/or services to the City of Troy.

Signature of Vendor's Authorized Agent:

Sarah Laskaska

Printed Name of Vendor's Authorized Agent:

Sarah Laskaska

Witness Signature:

Douglas Lefter

Printed Name of Witness:

Douglas Lefter



**Proposer's Sworn and Notarized Familial Disclosure**  
(to be provided by the Proposer)

The undersigned, the owner or authorized officer of NOAR Technologies (the "Proposer"), pursuant to the familial disclosure requirement provided in the Request for Proposal, hereby represent and warrant, except as provided below, that no familial relationships exist between the owner(s) or any employees of NOAR Technologies and any member of the City of Troy City Council or City of Troy management.

**List any Familial Relationships:**

N/A

**BIDDER:** NOAR Technologies

By: Sarah Laskaska

Its: Client Solutions rep

STATE OF MICHIGAN )

)ss.

COUNTY OF Macomb )

This instrument was acknowledged before me on the 19<sup>th</sup> day of January, 2022, by

Sarah Les Kaska

DAVID DANIELAK JR  
NOTARY PUBLIC, STATE OF MI  
COUNTY OF MACOMB  
MY COMMISSION EXPIRES Jan 14, 2028  
ACTING IN COUNTY OF Calhoun  
David Danielak Jr  
January 19<sup>th</sup>, 2022



500 West Big Beaver  
Troy, MI 48084  
troymi.gov

## CITY COUNCIL AGENDA ITEM

Date: February 14, 2022

To: Mark F. Miller, City Manager

From: Robert J. Bruner, Assistant City Manager  
Rob Maleszyk, Chief Financial Officer  
Lisa Burnham, Controller  
Frank Nastasi, Chief of Police  
Mike Villerot, Police Sergeant  
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 2 – Award to Low Bidder Meeting Specifications – sUAS/Drone with camera – Police Department

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### History

In 2018, the Troy Police Department developed and implemented the sUAS (small unmanned aerial system)/drone program into the resource pool for incidental use. Upon approval by City Council in 2019, the Police Department purchased five DJI Mavic Pro sUAS/drones for use in various capacities (Resolution #2019-04-039-J-8). Several officers with different specialties were trained in their usage for varying scenarios which include (but not limited to) traffic scene investigation, crime-scene assessment, search and rescue, and assisting with crowd management. To date, officers have deployed the sUAS/drones to a high level of success. Officers assigned to the program often train with the sUAS/drones in varying conditions and circumstances and benefit greatly from the added resource and capability.

sUAS/drone usage by law enforcement agencies continues to grow and evolve, and provide an added level of safety to officers and efficiency to their job function. With that, the DJI Mavic Pro sUAS/drones are subject to some limitations that would otherwise be mitigated with a larger, more robust sUAS/drone, such as the DJI Matrice 300 RTK. Smaller sUAS/drones are subject to minor weather variations, shorter battery capacity for flying and limited in their ability to carry more highly capable cameras.

The DJI Matrice 300 RTK is a sUAS/drone that is a larger, more robust system able to withstand weather variance to a higher degree, has a fly time that is 55 minutes (approximately 90% longer than the DJI Mavic Pro currently employed) and has the capability of carrying cameras that are far more advanced like the Zenmuse H20T which has radiometric thermal imaging and 23x zoom. With these capabilities, this sUAS is able to relay information in real-time to the user/observer more effectively than the smaller, less capable Mavic Pro, and to allow for effective and strategic planning to optimally resolve an incident in a safer manner. Circumstances like barricaded subjects, assistance with crowd control, fire scenes and searches over large swathes of land are made easier, more safely and done more efficiently. The DJI Matrice 300 RTK also has the capability to map scenes, like traffic crashes or crime scenes and is compatible with the currently employed software.





500 West Big Beaver  
 Troy, MI 48084  
 troymi.gov

## CITY COUNCIL AGENDA ITEM

### Purchasing

- On January 20, 2022 a bid opening was conducted as required by City Charter and Code, for the purchase of the DJI Matrice 300 RTK sUAS/Drone with Zenmuse H20T camera for the City of Troy Police Department.
- The bid was posted on Bidnet Direct/MITN website; [www.bidnetdirect.com/mitn/city-of-troy-mi](http://www.bidnetdirect.com/mitn/city-of-troy-mi).
- One hundred and seventy-six (176) vendors were notified via the Bidnet Direct/MITN website. Four (4) bid responses were received. Below is a detailed summary of potential vendors for the bid opportunity:

<b>Companies notified via MITN</b>	176
Troy Companies notified via MITN	8
Troy Companies notified Active email Notification	6
Troy Companies - Active Free	2
<b>Companies that viewed the bid</b>	13
Troy Companies that viewed the bid	0

*MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy.*  
**Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City.  
**Active MITN non-paying members** are responsible to monitor and check the MITN website for opportunities to do business with the City.  
**Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

- After review of the bid proposals, the apparent low bidder *Focus Camera* failed to submit their bid deposit and did not offer training as required per the bid specifications. Therefore, *Noar Technologies of Clawson, MI* is the low bidder meeting all bid specifications and is being recommended for the purchase of the DJI Matrice 300 RTK with camera and on site training.
- *Noar Technologies* has successfully completed other projects for the City.

### Financial

Funds are budgeted and available in the Police Department Forfeiture Fund under Project Number 2022C0151 for the 2022 fiscal year. Expenditures will be charged to account number 401.301.12.315.7978.046.

### Recommendation

City Management recommends awarding a contract to the low bidder meeting specifications; *NOAR Technologies of Clawson, MI* to supply the Police Department with the DJI Matrice 300 RTK with Zenmuse H20T camera for an estimated total cost of \$27,240.30.

CITY OF TROY  
 BID TABULATION  
 DRONE - SMALL UNMANNED AERIAL VEHICLE

VENDOR NAME:	FOCUS CAMERA	NOAR TECHNOLOGIES	VOLATUS AEROSPACE	ADORAMA INC.
CITY:	Brooklyn, NY	Clawson, MI	Wilmington, DE	New York, NY
CHECK NUMBER:	Not Included	9202248142	Not Included	116198110
CHECK AMOUNT:		\$1,500.00		\$1,500.00

**PROPOSAL: To furnish DRONE/(SMALL UNMANNED AERIAL SYSTEM)**

Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1. DJI Matrice 300 RTK sUAS/Drone - To include "in the box": the aircraft body, DJI smart controller enterprise, USB-charger, USBC cable, (2) TB60 Intelligent Flight battery, WB37 Intelligent battery (battery for smart controller), 2110 propeller (CW)(pair), 2110 (CCW) (pair), landing gear, spare stick cover (pair), (2) spare propeller holder, (4) spare gimbal damper, USB cable (with double A ports), visual system calibration plate, carrying case, smart controller lanyard, rubber port cover, screws and tools, BS60 Intelligent battery station.	1	\$10,200.00	\$10,200.00	\$11,879.10	\$11,879.10	\$13,199.00	\$13,199.00	\$12,539.05	\$12,539.05
2. DJI Enterprise Shield - Basic Support Package for DJI Matrice 300 RTK	1	\$900.00	\$900.00	INCLUDED		\$0.00	\$0.00	Included in Item 1	
3. Zenmuse H20T Camera - Optical zoom camera (20MP zoom camera) / Fixed lens camera (12MP wide camera) / Laser range finder (1200m LRF) / Thermal radiometric camera (640x512 px 30Hz, 2x/4x/8x digital zoom).	1	\$9,999.00	\$9,999.00	\$10,088.10	\$10,088.10	\$11,209.00	\$11,209.00	\$10,648.55	\$10,648.55
4. DJI Enterprise Shield-Basic Support Package for Zenmuse H20T	1	Included in Line 3		INCLUDED		\$0.00	\$0.00	Included in Item 3	
5. DJI Matrice 300 Series – TB60 Intelligent Drone Battery	6	\$680.00	\$4,080.00	\$630.00	\$3,780.00	\$700.00	\$4,200.00	\$665.00	\$3,990.00
6. WB37 Intelligent Battery	1	\$55.00	\$55.00	\$53.10	\$53.10	\$59.00	\$59.00	\$56.05	\$56.05
7. Staff training with equipment from vendor – The expectations of this training is not for certification but a familiarization on how to properly deploy, operate, care for equipment that is purchased.	1	NO TRAINING		\$1,440.00	\$1,440.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00
<b>TOTAL PRICE:</b>		<b>\$25,234.00</b>		<b>\$27,240.30</b>		<b>\$28,667.00</b>		<b>\$30,233.65</b>	

AUTHORIZED DEALER: or N

Y	Y	Y	Y
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WARRANTY:

Standard warranty that comes with product	DSI Manufacture Warranty Included	1 Year	Manufacturer's warranties included with products
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CONTACT INFORMATION: Name(s):

Igal Avshalom	Sarah Laskaska	Joseph Scapenotta	Andrea Simmon
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Hours of Operation:

9 AM - 6 PM EST	8 - 5	10 AM - 6 PM	9 AM-6 PM M-Th 9 AM-2 PM F eastern time
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24 Hour Phone #:

718-431-7978	248-906-2375	516-732-8996	NOT SPECIFIED
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ABLE TO PROVIDE TRAINING: or N

N	Y	Y	Y
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REFERENCES: or N

Y	Y	Y	Y
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PAYMENT TERMS:

NET 30	NET 30	30 DAYS	NET 30
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DELIVERY DATE:

15 Days	48 hours after PO receipt	2/20/2022	7 to 15 days ARO
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ALL OR NONE AWARD: or N

Y	N	Y	N
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ACKNOWLEDGMENT: or N

Y	Y	Y	Y
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EXCEPTIONS:

NONE	NONE	NONE	NONE
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FORMS: or N

Y	Y	Missing Proposer's Sworn and Notarized Familial Disclosure	Y
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**Low bidder meeting specifications**

Attest:  
 (\*Bid Opening conducted via Zoom)  
 Michael Villerot  
 Laurence Schehr  
 Andrew Chambliss  
 Heather Chomiak

Emily Frontera  
 Purchasing Manager



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

01/27/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Mason-McBride 3155 W Big Beaver Road Ste 125  Troy MI 48084		<b>CONTACT NAME:</b> William Wilkins <b>PHONE (A/C, No, Ext):</b> (248)822-7170 <b>FAX (A/C, No):</b> (248)822-7150 <b>E-MAIL ADDRESS:</b> wwilkins@mason-mcbride.com	
<b>INSURED</b> NOAR Technologies, LLC 303 E 14 Mile Road  Clawson MI 48017		<b>INSURER(S) AFFORDING COVERAGE</b> INSURER A: A O Homeowners Insurance Co INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	
		<b>NAIC #</b> 26638	

**COVERAGES**

CERTIFICATE NUMBER: CL2212707048

REVISION NUMBER:


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR		POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
		INSD	WVD					
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			04732523	02/17/2022	02/17/2023	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 3,000,000 PRODUCTS - COMP/OP AGG \$ 3,000,000 Employee Benefits \$	
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			5272996900	02/17/2022	02/17/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$	
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			5272996901	02/17/2022	02/17/2023	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 \$	
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	04137152	02/17/2022	02/17/2023	PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

The City of Troy is included as an additional insured, with respects to General Liability, per written contract or agreement.

**CERTIFICATE HOLDER****CANCELLATION**

City of Troy 500 W Big Beaver  Troy MI 48084	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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