



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

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.



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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.
- 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:

Companies notified via MITN	176
Troy Companies notified via MITN	8
Troy Companies notified Active email Notification	6
Troy Companies - Active Free	2
Companies that viewed the bid	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.

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	116198110
CHECK AMOUNT:	Not Included		\$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
TOTAL PRICE:		\$25,234.00		\$27,240.30		\$28,667.00		\$30,233.65	

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