



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011223
Entitled

**Unmanned and Remotely Operated Vehicle Systems
with Related Technology and Services**

The following advertisement was placed November 17, 2022 in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, November 18, 2022 in Oregon's *Daily Journal of Commerce*, and on November 17 and November 24, 2022 in *The Oklahoman*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Unmanned and Remotely Operated Vehicle Systems with Related Technology and Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 12, 2023, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

1010776996 Saskatchewan, Ltd.	MissionGO, Inc.
1437467 Ontario, Inc. O/A FirstChoice Canada	Motorola Solutions, Inc.
Advexure, LLC dba Advexure Unmanned Systems	Neher & Co Data Systems, LLC
Aero Systems West, Inc.	NM Electronics, LLC
Autonomous Industrial Solutions, LLC dba WISPR Systems	Osiris Drones, Inc.
Blue Tactical, LLC	Paladin Drones, Inc.
Canpac Marine Services, Inc.	Panigale Aero, LLC
ClarusTec, Inc.	Performance Drone Works, LLC
Cloud City Drones, LLC	Perspective Robotics US, LLC
Compusult, Limited	Positec Commercial, Inc.
Deep Trekker, Inc.	Prime Vendor, Inc.

Drone Nerds, Inc.	Pure Air Wellness, LLC
DroneSense, Inc.	PWXPress
East Coast Awakening, LLC	RJE Oceanbotics, Inc. (RJE International RJE Oceanbotics, Inc.)
Elbit Systems	RMUS, LLC (Rocky Mountain Unmanned Systems)
eRepublic, Inc.	Sea Machines Robotics, Inc.
FERNO WASHINGTON, INC.	Seafloor Systems, Inc.
FLYMOTION, LLC	Skydio, Inc.
Frontier Precision, Inc.	Skyfront Corporation
GovZERO	Sled Consulting, LLC
Headwall Photonics	Tech 1 Ag & Inspections, LLC
Hidden Level, Inc.	Technology International, Inc.
Hot Dragonfly, LLC	Unmanned Vehicle Technologies, LLC
Hoverfly Technologies, Inc.	Valley Associates
IAI, LTD.	Valley Associates Global Security Corporation
Incite Experiential Design, Inc.	Vertex Unmanned Solutions, LLC
Indigenous Aerospace	Vision Aerial
Indigenous International Trading Group of Canada, Ltd.	Volatus Aerospace USA Corp.
ISight RPV Services, LLC dba ISight Drone Services	W.S. Darley & Co.
Life Safety Services	Zach James Media (Zachary Loeppky)

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 12, 2023, at 4:32:57 pm CT. Proposals were received from the following:

Advexure, LLC dba Advexure Unmanned Systems
Aero Systems West, Inc.
Autonomous Industrial Solutions, LLC dba WISPR Systems
Deep Trekker, Inc.
FLYMOTION, LLC
Frontier Precision, Inc.
Hoverfly Technologies, Inc.
ISight RPV Services, LLC dba ISight Drone Services
Motorola Solutions, Inc.
NM Electronics, LLC
Osiris Drones, Inc.
RJE Oceanbotics, Inc. (RJE International RJE Oceanbotics, Inc.)
RMUS, LLC (Rocky Mountain Unmanned Systems)
Seafloor Systems, Inc.
Skydio, Inc.
Unmanned Vehicle Technologies, LLC
Vertex Unmanned Solutions, LLC
Volatus Aerospace USA Corp.
W.S. Darley & Co.

Zach James Media (Zachary Loepky)

Proposals were reviewed by the Proposal Evaluation Committee:

Greg Grunig, MS, Procurement Lead Analyst
Craig West, Procurement Analyst
Beverly Hoemberg, Procurement Analyst
Nick Scholer, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that the products and services offered in the proposal response from iSight RPV Services, LLC and Zach James Media fell outside of the Requested Equipment, Products, or Services of the RFP. All other proposals were found to meet the scope and mandatory submittal requirements and were evaluated.

Advexure, LLC dba Advexure Unmanned Systems is a value-added reseller that offers a full line of drones, ROVs, and related equipment. Their sales staff will work throughout the United States and Canada to serve Sourcewell participating entities in all states and provinces. Advexure is a certified Small Business and Micro Small Business with the SBA. They are offering substantial discounts off list price.

Deep Trekker, Inc. designs, engineers and builds submersible robotics equipment in Canada. They can provide a complement of different vehicles, parts, and training. Deep Trekker's sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. They are offering Sourcewell participating entities solid pricing rates.

FLYMOTION, LLC is both a manufacturer and a reseller offering a variety of equipment, technology, training, and certification. Their sales staff will work throughout the United States to serve Sourcewell participating entities. FLYMOTION, LLC is certified as a Veteran-owned Small Business. They are offering significant discounts off MSRP.

RMUS, LLC (Rocky Mountain Unmanned Systems) provides equipment sales, software, technical support, and certified training. RMUS' sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. They partner with multiple manufacturers. They are offering Sourcewell participating entities solid pricing rates along with leasing options.

Seafloor Systems, Inc. offers a full line of infrastructure support equipment, supplies, design, and services. Their sales staff and dealer network will work throughout the United States to serve Sourcewell participating entities. They are certified as a woman-owned small business and is also a certified DGS-certified Veteran owned Small Business through the State of California. They are offering substantial discounts off standard list price.

Unmanned Vehicle Technologies, LLC has a history of providing unmanned vehicles. They provide a full complement of aerial and water vehicles, technology, and training. UVT's sales and service teams are ready to serve Sourcewell participating entities in the United States and Canada. They partner with various vendors to offer a range of solutions. They are offering Sourcewell participating entities solid pricing rates.

Volatus Aerospace USA Corp. offers a full complement of unmanned vehicles, remote operated vehicles, accessories, training and certification services. Their large sales staff will work throughout the United States and

Canada to serve Sourcewell participating entities. They are offering substantial discounts and volume discounts off list price along with free ground shipping.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011223 to:

Advexure LLC	#011223-ADX
Deep Trekker Inc.	#011223-DTK
FLYMOTION, LLC	#011223-FLM
RMUS, LLC	#011223-RMS
Seafloor Systems, Inc.	#011223-SEA
Unmanned Vehicle Technologies, LLC	#011223-UNM
Volatus Aerospace USA Corp.	#011223-VTS

The preceding recommendations were approved on March 9, 2023.

DocuSigned by:
Greg Grunig
7DDCEED8B3D45D

Greg Grunig, MS, Procurement Lead Analyst

DocuSigned by:
Craig West
7F41572C858B4BA...

Craig West, Procurement Analyst

DocuSigned by:
Beverly Hoemberg
36394C13F1E94C7...

Beverly Hoemberg, Procurement Analyst

DocuSigned by:
Nick Scholer
4513A60DCA01467...

Nick Scholer, Procurement Analyst

STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011223 for Unmanned and Remotely Operated Vehicle Systems with Related Technology and Services**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

DocuSigned by:
Jeremy Schwartz

Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Chief Procurement Officer