



# The Local Government Purchasing Cooperative

For the Period 12/01/2023 to 11/30/2024

Final Catalog Award Report for Unmanned Aerial Vehicles and Surveillance Services No. 718-23

1. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV)** – (all types of UAV's for consumer or professional use).

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Advexure LLC	Autel Robotics - Advexure price list	6%	Yes
Granite Defense & Technologies, LLC	Autel Robotics - Granite Defense & Technologies price list	2%	Yes
Advexure LLC	Autel Robotics Dragonfish - Advexure price list	10%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list (FreeFly only)	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Advexure LLC	DJI Enterprise - Advexure price list	0%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
Granite Defense & Technologies, LLC	DJI Enterprise - Granite Defense & Technologies price list	2%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
FarrWest Environmental Supply, Inc.	Drone Nerds price list	4%	No
Advexure LLC	Elistair price list	0%	No



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## 1. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV)** – (all types of UAV's for consumer or professional use).

<b>Vendor Name</b>	<b>Vendor Catalog Information</b>	<b>Percent Discount</b>	<b>Award</b>
Advexure LLC	FreeFly - Advexure price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	FreeFly - OnPoynt BuyBoard price list	0%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
Advexure LLC	Inspired Flight price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	Yes
Advexure LLC	Parrot price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Skydio - OnPoynt BuyBoard price list	2%	No
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Smartdrone - OnPoynt BuyBoard price list	2%	No
SmartDrone Corporation	SmartDrone price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Advexure LLC	Teal - Advexure price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	Teal - OnPoynt BuyBoard price list	0%	No
Ranger Elite Management, LLC dba Ranger Security Solutions	Teal - Ranger Security Devices price list	3%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
Advexure LLC	Teledyne FLIR price list	0%	No
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes
Advexure LLC	Watts Innovations price list	0%	Yes
Advexure LLC	Wingtra price list	0%	Yes

## 2. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Software Management Systems.**

<b>Vendor Name</b>	<b>Vendor Catalog Information</b>	<b>Percent Discount</b>	<b>Award</b>
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes



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## 2. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Software Management Systems.**

<b>Vendor Name</b>	<b>Vendor Catalog Information</b>	<b>Percent Discount</b>	<b>Award</b>
Advexure LLC	Airdata price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list (Hasselblad Phocus only)	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
Advexure LLC	DroneSense price list	0%	Yes
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	Yes
Granite Defense & Technologies, LLC	PIx4D - Granite Defense & Technologies price list	3%	Yes
Advexure LLC	Pix4D price list	0%	No
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
SmartDrone Corporation	SmartDrone price list	0%	Yes



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## 2. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Software Management Systems.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	TEAL price list	0%	No
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes

## 3. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Battery Packs and Related Equipment.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Granite Defense & Technologies, LLC	Colorado Drone Chargers - Granite Defense & Technologies price list (DJI Enterprise excluded)	2%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No



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## 3. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Battery Packs and Related Equipment.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
FarrWest Environmental Supply, Inc.	Drone Nerds price list	4%	No
Granite Defense & Technologies, LLC	FoxFury Lighting Solutions - Granite Defense & Technologies price list (DJI Enterprise excluded)	2%	No
OnPoynt Umanned Systems LLC dba OnPoynt	FreeFly - OnPoynt BuyBoard price list	0%	Yes
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Smartdrone - OnPoynt BuyBoard price list	2%	Yes
SmartDrone Corporation	SmartDrone price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Teal - OnPoynt BuyBoard price list	0%	No
Ranger Elite Management, LLC dba Ranger Security Solutions	Teal - Ranger Security Devices price list	3%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes

## 4. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Ground Control Equipment, Controllers, and Related Accessories.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list (Hoodman only)	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No



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## 4. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Ground Control Equipment, Controllers, and Related Accessories.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
FarrWest Environmental Supply, Inc.	Drone Nerds price list	4%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	TEAL price list	3%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes

## 5. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Camera Systems and Related Accessories** - all types of cameras (HD video, digital still cameras, and other related camera systems).

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	No



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5. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Camera Systems and Related Accessories** - all types of cameras (HD video, digital still cameras, and other related camera systems).

Vendor Name	Vendor Catalog Information	Percent Discount	Award
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list (Kodak PixPro only)	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
FarrWest Environmental Supply, Inc.	Drone Nerds price list	4%	No
OnPoynt Umanned Systems LLC dba OnPoynt	FreeFly - OnPoynt BuyBoard price list	0%	Yes
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	TEAL price list	3%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes



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## 6. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Components and Related Supplies.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list (7artisans Photoelectric only)	10%	No
FarrWest Environmental Supply, Inc.	Bertin Envirionics price list	1%	Yes
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
FarrWest Environmental Supply, Inc.	Drone Nerds price list	4%	No
OnPoynt Umanned Systems LLC dba OnPoynt	FreeFly - OnPoynt BuyBoard price list	0%	Yes
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
FarrWest Environmental Supply, Inc.	Honeywell Analytics RAE Portable Gas price list	13%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	Yes





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## 6. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Components and Related Supplies.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
FarrWest Environmental Supply, Inc.	Redwave Technologies price list	2%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
SmartDrone Corporation	SmartDrone price list	0%	Yes
FarrWest Environmental Supply, Inc.	Smiths Detection price list	1%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Teal - OnPoynt BuyBoard price list	0%	No
Ranger Elite Management, LLC dba Ranger Security Solutions	Teal - Ranger Security Devices price list	3%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
FarrWest Environmental Supply, Inc.	Thermo Scientific - Radiation price list	4%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes

## 7. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Operational Training Sessions.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No



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## 7. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Operational Training Sessions.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	No
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Smartdrone - OnPoynt BuyBoard price list	2%	No
SmartDrone Corporation	SmartDrone price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Teal - OnPoynt BuyBoard price list	0%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	Teal - Ranger Security Devices price list	0%	Yes
FarrWest Environmental Supply, Inc.	Teledyne FLIR price list	1%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes

## 8. Discount (%) off catalog/pricelist for **All Other Unmanned Aerial Vehicles (UAV) Supplies and Equipment.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Autel - OnPoynt BuyBoard price list	2%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	Yes
SAT Radio Communications, LTD. dba Industrial Communications	B&H price list	10%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes



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## 8. Discount (%) off catalog/pricelist for **All Other Unmanned Aerial Vehicles (UAV) Supplies and Equipment.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
SAT Radio Communications, LTD. dba Industrial Communications	DJI Enterprise - B&H price list	10%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
OnPoynt Umanned Systems LLC dba OnPoynt	DJI Enterprise - OnPoynt BuyBoard price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
OnPoynt Umanned Systems LLC dba OnPoynt	FreeFly - OnPoynt BuyBoard price list	0%	Yes
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
Granite Defense & Technologies, LLC	Granite Defense & Technologies price list	2%	Yes
FarrWest Environmental Supply, Inc.	Nanuk (Plasticase) price list	7%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	OnPoynt BuyBoard price list	5%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
OnPoynt Umanned Systems LLC dba OnPoynt	Teal - OnPoynt BuyBoard price list	0%	No
Ranger Elite Management, LLC dba Ranger Security Solutions	Teal - Ranger Security Devices price list	3%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	Yes



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## 9. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Service Maintenance Agreements.**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Adorama Inc.	Adorama - Buyboard Drones catalog (DJI Enterprise excluded)	5%	Yes
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	Yes
Axon Enterprises, Inc.	Axon Air price list (DJI Enterprise excluded)	0%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	Yes
Adorama Inc.	DJI Enterprise - Adorama BuyBoard Drones catalog	5%	No
Axon Enterprises, Inc.	DJI Enterprise - Axon Air price list	0%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	Yes
Skydio, Inc.	Skydio BuyBoard price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	TEAL price list	0%	No
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	No

## 10. Discount (%) off catalog/pricelist for **Unmanned Aerial Vehicles (UAV) Services** - performance of aerial photography/videography, aerial mapping, facility inspection, and similar UAV surveillance services (vendor-owned equipment).

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Advexure LLC	Advexure price list (DJI Enterprise excluded)	0%	No
BRINC Drones Inc.	BRINC Drones BuyBoard price list	0%	No
Entec Solutions LLC	DJI Enterprise - Entec Solutions price list	5%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	DJI Enterprise - G7 Air price list	0%	No



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**10. Discount (%) off catalog/pricelist for Unmanned Aerial Vehicles (UAV) Services - performance of aerial photography/videography, aerial mapping, facility inspection, and similar UAV surveillance services (vendor-owned equipment).**

Vendor Name	Vendor Catalog Information	Percent Discount	Award
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	DJI Enterprise - SOARD Solutions price list	2%	No
Volatus Aerospace USA Corp.	DJI Enterprise - Volatus Aerospace USA catalog	3%	No
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	G7 Air price list (DJI Enterprise excluded)	0%	No
Skydio, Inc.	Skydio BuyBoard price list	0%	No
SmartDrone Corporation	SmartDrone Service price list	0%	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	SOARD Solutions price list (DJI Enterprise excluded)	2%	Yes
Ranger Elite Management, LLC dba Ranger Security Solutions	TEAL price list	0%	No
Valmont Infrastructure Services, Inc.	Valmont Infrastructure Services catalog	5%	Yes
Volatus Aerospace USA Corp.	Volatus Aerospace USA catalog (DJI Enterprise excluded)	3%	No

**11. Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products**

Vendor Name	Vendor Catalog Information	Bid Price	Award
Guardian 7 Aerial Imaging and Reconstruction dba G7 Air	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$0.00	No
SmartDrone Corporation	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$0.00	No
Volatus Aerospace USA Corp.	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$55.00	Yes
FarrWest Environmental Supply, Inc.	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$95.00	Yes
Sensitive Operations Aerial Recording & Drone Deployment Solutions, LLC dba SOARD Solutions, LLC	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$100.00	Yes
SAT Radio Communications, LTD. dba Industrial Communications	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$112.50	No



# The Local Government Purchasing Cooperative

For the Period 12/01/2023 to 11/30/2024

Final Catalog Award Report for Unmanned Aerial Vehicles and Surveillance Services No. 718-23

## 11. Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products

Vendor Name	Vendor Catalog Information	Bid Price	Award
Ranger Elite Management, LLC dba Ranger Security Solutions	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$115.75	Yes
Advexure LLC	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$125.00	Yes
Entec Solutions LLC	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$125.00	No
Skydio, Inc.	Not to exceed hourly labor rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.	\$999.00	Yes

BuyBoard Specif SKU	Name	Description	List Price
1 L-SG-1	LEMUR Safeguard	- 1x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case - 1x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount - No Questions Asked Repairs/Replacements - LiveOps Tactical W/ Storage For Duration Of Contract - Hardware Refresh Every 2 Years - Included Training At Every Refresh PRICED PER YEAR	\$19,999.00/year
1 L-SG-2	LEMUR Safeguard Dual Pack	- 2x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case - 2x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount - No Questions Asked Repairs/Replacements - LiveOps Tactical W/ Storage For Duration Of Contract - Hardware Refresh Every 2 Years - Included Training At Every Refresh PRICED PER YEAR	\$34,999.00/year
1 L2-OB-1	LEMUR 2 Ops Bundle	- 1x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case - 1x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount - LiveOps Tactical W/ Storage For One Year	\$24,999.00
1 L2-OB-2	LEMUR 2 Ops Bundle Dual Pack	- 2x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case - 2x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount - LiveOps Tactical W/ Storage For One Year	\$44,999.00
1 L2-BK	LEMUR 2 Basic Kit	- 1x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case	\$19,999.00
1 L2-AF	LEMUR 2 Airframe	- 1x LEMUR 2 Airframe. No Additional Accessories/Batteries Included	\$12,499.00
4 B-RC	BRINC Remote Controller	- 1x BRINC Remote Controller	\$6,499.00
8 L2-ACC	LEMUR 2 Accessory Kit	- 1x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount	\$2,499.00
3 L2-BAT-1	LEMUR 2 Battery	- 1x LEMUR 2 Battery	\$649.00
3 L2-BAT-2	LEMUR 2 Battery Dual Pack	- 2x LEMUR 2 Battery	\$1,199.00
6 B-CHARGE	BRINC Charging Kit	- 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables,	\$649.00
6 L2-PARTS	LEMUR 2 Spare Parts Kit	- 1x Spare Parts Kit	\$249.00
6 L2-TOOLS	LEMUR 2 Tool Kit	- 1x Tool Kit	\$249.00
6 L2-CASE	LEMUR 2 Hard Case	- 1x Hard Case With Custom Cut Foam For LEMUR 2	\$649.00
8 L2-WARRANTY	LEMUR 2 Warranty	Unlimited Repairs And One Airframe Replacement Per Year PRICED PER YEAR	\$12,499.00 per year
2 LO-TACT	LiveOps Tactical	LiveOps Tactical annual subscription per one LEMUR 2 PRICED PER YEAR	\$4,999.00 per year
1 R-SG-1	Responder Safeguard	- 1x Responder Kit Including: 1x Responder Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case - 1x Accessory Kit Including: 1x Spotlight, 1x Dropper, 1x Robot Mount - No Questions Asked Repairs/Replacements (Max 1x Camera Replacement Per Year) - LiveOps Overwatch W/ Storage For Duration Of Contract - Hardware Refresh Every 2 Years - Included Training At Every Refresh PRICED PER YEAR	\$29,999.00 per year
1 RP-SG-1	Patrol Led DFR Pack	- LiveOps DFR W/ Storage For Duration Of Contract (Including Teleoperations, Public Transparency Portal, Etc.) - 1x Responder Parachute Attachment - 2 Additional Batteries - Mobile Charging Accessories - Unlimited Battery Replacements and Parachute Repacks PRICED PER YEAR	\$14,999.00 per year

BuyBoard Specif	SKU	Name	Description	List Price
1	R-DFR-1	Responder Single Site DFR	<ul style="list-style-type: none"> <li>- 1x Responder Kit Including: 1x Responder Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case</li> <li>- 1x Accessory Kit Including: 1x Spotlight, 1x Dropper, 1x Robot Mount</li> <li>- 1x Responder Parachute Attachment</li> <li>- 2 Additional Batteries</li> <li>- 1x Responder Station Package</li> <li>- Responder Station On Site Installation</li> <li>- Unlimited Battery Replacements and Parachute Repacks</li> <li>- No Questions Asked Repairs/Replacements</li> <li>- LiveOps DFR W/ Storage For Duration Of Contract (Including Teleoperations, Public Transparency Portal, Etc.)</li> <li>- Hardware Refresh Every 2 Years</li> <li>- Included Training At Every Refresh</li> <li>- DFR Support Program to include FAA assistance</li> </ul> PRICED PER YEAR	\$99,999.00 per year
1	R-OB-1	Responder Ops Bundle	<ul style="list-style-type: none"> <li>- 1x Responder Kit Including: 1x Responder Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case</li> <li>- 1x Accessory Kit Including: 1x Spotlight, 1x Dropper, 1x Robot Mount</li> <li>- LiveOps Overwatch W/ Storage For One Year</li> </ul>	\$34,999.00
1	R-BK	Responder Basic Kit	<ul style="list-style-type: none"> <li>- 1x Responder Kit Including: 1x Responder Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case</li> </ul>	\$29,999.00
1	R-AF	Responder Airframe	<ul style="list-style-type: none"> <li>- 1x Responder Airframe. No Additional Accessories/Batteries Included</li> </ul>	\$24,999.00
8	R-ACC	Responder Accessory Kit	<ul style="list-style-type: none"> <li>- 1x Accessory Kit Including: 1x Spotlight, 1x Dropper, 1x Robot Mount</li> </ul>	\$1,999.00
8	R-PAR	Responder Parachute	<ul style="list-style-type: none"> <li>- 1x Responder Parachute</li> </ul>	\$3,999.00
3	R-BAT-1	Responder Battery	<ul style="list-style-type: none"> <li>- 1x Responder Battery</li> </ul>	\$749.00
3	R-BAT-2	Responder Battery Dual Pack	<ul style="list-style-type: none"> <li>- 2x Responder Battery</li> </ul>	\$1,399.00
6	L2-CHARGE	LEMUR/Responder Charging Kit	<ul style="list-style-type: none"> <li>- 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables,</li> </ul>	\$649.00
6	R-PARTS	Responder Spare Parts Kit	<ul style="list-style-type: none"> <li>- 1x Spare Parts Kit</li> </ul>	\$249.00
6	R-TOOLS	Responder Tool Kit	<ul style="list-style-type: none"> <li>- 1x Tool Kit</li> </ul>	\$249.00
6	R-CASE	Responder Hard Case	<ul style="list-style-type: none"> <li>- 1x Hard Case With Custom Cut Foam For Responder</li> </ul>	\$649.00
8	R-WARRANTY	Responder Warranty	<ul style="list-style-type: none"> <li>Unlimited Repairs And One Airframe/Camera Replacement Per Year</li> </ul> PRICED PER YEAR	\$24,999.00 per year
2	LO-OVER	LiveOps Overwatch	<ul style="list-style-type: none"> <li>LiveOps Overwatch annual subscription per one Responder</li> </ul> PRICED PER YEAR	\$7,499.00 per year
1	G-SG-1	Guardian Safeguard	<ul style="list-style-type: none"> <li>- 1x Guardian Kit Including: 1x Guardian Airframe, 1x Controller, 2x Battery, 1x Charging Kit, 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case</li> <li>- 1x High Resolution Thermal and Visual Zoom Camera Payload</li> <li>- 1x Guardian Battery Dual Pack</li> <li>- 1x Accessory Kit Including: TBD</li> <li>- No Questions Asked Repairs/Replacements (Max 1x Camera Replacement Per Year)</li> <li>- LiveOps Overwatch W/ Storage For Duration Of Contract</li> <li>- Hardware Upgrades as Available</li> <li>- Training on Hardware Upgrades</li> </ul> PRICED PER YEAR	\$64,999.00 per year
1	GP-SG-1	Guardian Patrol Led DFR Pack	<ul style="list-style-type: none"> <li>- LiveOps DFR W/ Storage For Duration Of Contract (Including Teleoperations, Public Transparency Portal, Etc.)</li> <li>- 4 Additional Batteries</li> <li>- Mobile Charging Accessories</li> <li>- Unlimited Battery Replacements and Parachute Repacks</li> </ul> PRICED PER YEAR	\$19,999 per year



BuyBoard Specif	SKU	Name	Description	List Price	
	1	G-SG-S	Guardian Single Site DFR	PRICED PER YEAR	\$149,999.00 per year
	8	BB-SG-1	BRINC Ball Safeguard	PRICED PER YEAR	\$2,499.00 per year
	8	BB-1	BRINC Ball Kit	PRICED PER YEAR	\$2,999.00
	8	LO-BB	LiveOps for BRINC Ball	PRICED PER YEAR	\$999.00 per year
	8	BB-WARRANTY	Warranty for BRINC Ball	PRICED PER YEAR	\$999.00 per year
	7	B-BGS	BRINC Basic Ground School	PRICED PER YEAR	\$2,999.00
	7	B-BGS-AP	BRINC BGS Additional Pilots	PRICED PER YEAR	\$999.00
	8	EG-L-1	ECHOGUARD Lease Year 1	PRICED PER YEAR	\$14,400.00
	8	EG-L-2	ECHOGUARD Lease Year 2	PRICED PER YEAR	\$15,600.00
	8	EG-L-3	ECHOGUARD Lease Year 3	PRICED PER YEAR	\$16,800.00
	8	EG-L-4	ECHOGUARD Lease Year 4	PRICED PER YEAR	\$16,800.00
	8	EG-L-4	ECHOGUARD Lease Year 5	PRICED PER YEAR	\$16,800.00
	8	EG-P-1	ECHOGUARD Purchase Year 1	PRICED PER YEAR	\$33,558.00
	8	EG-P-2	ECHOGUARD Purchase Year 2	PRICED PER YEAR	\$5,706.00
	8	EG-P-3	ECHOGUARD Purchase Year 3	PRICED PER YEAR	\$5,706.00
	8	EG-P-4	ECHOGUARD Purchase Year 4	PRICED PER YEAR	\$5,706.00
	8	EG-P-5	ECHOGUARD Purchase Year 5	PRICED PER YEAR	\$5,706.00
	8	ES-L-1	ECHOSHIELD Lease Year 1	PRICED PER YEAR	\$44,280.00
	8	ES-L-2	ECHOSHIELD Lease Year 2	PRICED PER YEAR	\$48,720.00
	8	ES-L-3	ECHOSHIELD Lease Year 3	PRICED PER YEAR	\$53,640.00
	8	ES-L-4	ECHOSHIELD Lease Year 4	PRICED PER YEAR	\$53,640.00
	8	ES-L-5	ECHOSHIELD Lease Year 5	PRICED PER YEAR	\$53,640.00
	8	ES-P-1	ECHOSHIELD Purchase Year 1	PRICED PER YEAR	\$128,348.40
	8	ES-P-2	ECHOSHIELD Purchase Year 2	PRICED PER YEAR	\$20,391.60
	8	ES-P-3	ECHOSHIELD Purchase Year 3	PRICED PER YEAR	\$20,391.60
	8	ES-P-4	ECHOSHIELD Purchase Year 4	PRICED PER YEAR	\$20,391.60
	8	ES-P-5	ECHOSHIELD Purchase Year 5	PRICED PER YEAR	\$20,391.60
	8	BC-TRK	BRINC Connect - Tactical Repeater Kit	PRICED PER YEAR	\$11,988.35

BuyBoard Specif SKU	Name	Description	List Price
3 BC-RB	BRINC DTC Repeater Battery	SOL8SDR-H BT MBITR 7.0Ah Battery Compatible with DTC handheld radios, alongside other common radios like Silvus.	\$554.61
3 L-BC-REK	Lemur 2 Repeater Expansion Kit	1x Lemur 2 Airframe 2x Lemur 2 Batteries 1x BRINC Connect - Tactical Repeater Kit 2x BRINC DTC Repeater Batteries	\$24,999.00