



# The Local Government Purchasing Cooperative

For the Period 12/01/2020 to 11/30/2021

Final Catalog Award Report for Unmanned Aerial Vehicles and Surveillance Services No. 627-20

## 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 |
|---------------------------|---|------------------|-------|
| FLYMOTION                 | Autel Robotics pricelist                          | 0%               | Yes   |
| Empire Drone Co LLC       | Autel Robotics pricelist                          | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist                               | 10%              | Yes   |
| FLYMOTION                 | DJI Consumer pricelist                            | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist                            | 1%               | Yes   |
| FLYMOTION                 | DJI Enterprise pricelist                          | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist                          | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist                                     | 5%               | Yes   |
| IP Convergence            | IP Convergence Unmanned Aerial Vehicles pricelist | 22%              | Yes   |
| OnPoynt                   | OnPoynt Unmanned Systems pricelist                | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist                                   | 2%               | Yes   |

## 2. Discount (%) Off Catalog /Pricelist for Unmanned Aerial Vehicles (UAV) Software Management Systems

| Vendor Name               | Vendor Catalog Information     | Percent Discount | Award |
|---------------------------|--------------------------------|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist       | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist            | 10%              | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist         | 1%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist       | 1%               | Yes   |
| FLYMOTION                 | DJI Flightclub pricelist       | 0%               | Yes   |
| FLYMOTION                 | DJI Flight Simulator pricelist | 0%               | Yes   |
| Entec Solutions LLC       | DJI pricelist                  | 5%               | Yes   |
| OnPoynt                   | Onpoynt pricelist              | 2%               | Yes   |
| FLYMOTION                 | Pix4D pricelist                | 0%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist                | 10%              | Yes   |



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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 |
|---------------------------|----------------------------|------------------|-------|
| FLYMOTION                 | Autel Robotics pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist        | 10%              | Yes   |
| FLYMOTION                 | DJI Consumer pricelist     | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | Yes   |
| FLYMOTION                 | DJI Enterprise pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist              | 5%               | Yes   |
| OnPoynt                   | OnPoynt pricelist          | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist            | 2%               | 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 |
|---------------------------|----------------------------|------------------|-------|
| FLYMOTION                 | Autel Robotics pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist        | 10%              | Yes   |
| FLYMOTION                 | DJI Consumer pricelist     | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | Yes   |
| FLYMOTION                 | DJI Enterprise pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist              | 5%               | Yes   |
| OnPoynt                   | OnPoynt pricelist          | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist            | 2%               | Yes   |



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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 |
|---------------------------|----------------------------|------------------|-------|
| FLYMOTION                 | Autel Robotics pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist        | 10%              | Yes   |
| FLYMOTION                 | DJI Consumer pricelist     | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | Yes   |
| FLYMOTION                 | DJI Enterprise pricelist   | 0%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist              | 5%               | Yes   |
| FLYMOTION                 | DJI XT2 pricelist          | 0%               | Yes   |
| OnPoynt                   | OnPoynt pricelist          | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist            | 2%               | Yes   |

### 6. Discount (%) Off Catalog /Pricelist for Unmanned Aerial Vehicles (UAV) Components and Related Supplies

| Vendor Name               | Vendor Catalog Information | Percent Discount | Award |
|---------------------------|----------------------------|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist        | 10%              | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist              | 5%               | Yes   |
| FLYMOTION                 | GPC Cases pricelist        | 25%              | Yes   |
| OnPoynt                   | OnPoynt pricelist          | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist            | 2%               | Yes   |



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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 |
|---------------------------|------------------------------|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist     | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist          | 10%              | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist       | 1%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist     | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist                | 5%               | Yes   |
| FLYMOTION                 | FLYMOTION Training pricelist | 0%               | Yes   |
| OnPoynt                   | OnPoynt pricelist            | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist              | 20%              | Yes   |

### 8. Discount (%) Off Catalog /Pricelist for All Other Unmanned Aerial Vehicles (UAV) Supplies and Equipment

| Vendor Name               | Vendor Catalog Information | Percent Discount | Award |
|---------------------------|----------------------------|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist        | 10%              | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist              | 5%               | Yes   |
| FLYMOTION                 | GPC Cases pricelist        | 25%              | Yes   |
| OnPoynt                   | OnPoynt pricelist          | 2%               | Yes   |
| SOARD Solutions, LLC      | Soard pricelist            | 2%               | Yes   |



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### 9. Discount (%) Off Catalog /Pricelist for Service Maintenance Agreements

| Vendor Name               | Vendor Catalog Information                         | Percent Discount | Award |
|---------------------------|--|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist                           | 1%               | Yes   |
| Industrial Communications | B&H Photo pricelist                                | 10%              | Yes   |
| Empire Drone Co LLC       | DJI Consumer pricelist                             | 1%               | Yes   |
| Empire Drone Co LLC       | DJI Enterprise pricelist                           | 1%               | Yes   |
| Entec Solutions LLC       | DJI pricelist                                      | 5%               | Yes   |
| FLYMOTION                 | FLYMOTION pricelist (included in cost of products) | 0%               | Yes   |
| OnPoynt                   | OnPoynt pricelist                                  | 2%               | Yes   |
| SOARD Solutions, LLC      | SOARD pricelist                                    | 2%               | Yes   |

### 10. Discount (%) Off Catalog /Pricelist for Unmanned Aerial Vehicles (UAV) Services - performance of aerial photography/videography, aerial mapping, facility inspection and similar UAV services (vendor-owned equipment)

| Vendor Name               | Vendor Catalog Information | Percent Discount | Award |
|---------------------------|----------------------------|------------------|-------|
| Empire Drone Co LLC       | Autel Robotics pricelist   | 1%               | No    |
| Industrial Communications | B&H Photo pricelist        | 10%              | No    |
| Empire Drone Co LLC       | DJI Consumer pricelist     | 1%               | No    |
| Empire Drone Co LLC       | DJI Enterprise pricelist   | 1%               | No    |
| Entec Solutions LLC       | DJI pricelist              | 5%               | No    |
| FLYMOTION                 | FLYMOTION pricelist        | 25%              | No    |
| OnPoynt                   | OnPoynt pricelist          | 2%               | No    |
| SOARD Solutions, LLC      | Soard pricelist            | 5%               | Yes   |



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### 11. Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) and Surveillance Systems Equipment and Products

| Vendor Name               | Vendor Catalog Information   | Bid Price | Award |
|---------------------------|--|-----------|-------|
| FLYMOTION                 | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.                      | \$0.00    | Yes   |
| OnPoynt                   | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.                      | \$65.00   | Yes   |
| SOARD Solutions, LLC      | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.(\$69.00 to \$149.00) | \$69.00   | Yes   |
| Industrial Communications | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.                      | \$89.00   | Yes   |
| Empire Drone Co LLC       | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.                      | \$150.00  | Yes   |
| Entec Solutions LLC       | Not to Exceed Hourly Labor Rate for Installation/Repair Service of Unmanned Aerial Vehicles (UAV) Equipment and Products.                      | \$200.00  | Yes   |