NASPO UAS Contract Overview

January 22, 2020

Presented by Alicia McConnell & Renee Walmsley
NASPO & RFP Background
NASPO UAS: Background

Stakeholders

• National Association of State Procurement Officials for all states and District of Columbia

• NASPO ValuePoint LLC - NASPO cooperative purchasing organization (501c3)

• Commonwealth of Virginia (Lead State and Administrator)

• VA Division of Purchases and Supply (DPS) Statewide Sourcing & Contracting
NASPO UAS: Background

ValuePoint Cooperative Video
NASPO UAS: Background

Contract Benefits

For States

• Simplifies state-led procurement of UAS Services for all government agencies, extended to county and local procurement, too.
• Collectively, states are able to leverage their spending through a single solicitation that obtains best value pricing and superior contract terms.
  • NASPO has vetted contractors considering price, quality, reliability, warranties, and service while protecting states’ interests with favorable terms and conditions.

For Contractors

• Promotes efficiency and resource leveling.
• Streamlines task order initiation – cuts the red tape.
• Centralizes program management operations.
• Reduces overhead.
NASPO UAS: Background

Scope

• UAS collections only.

• Contractors were required to bid on at least one service category in at least one of the 12 zones.

• Contractors are required to be FAA Part 107 Certified operators, maintain a list of all UAS equipment they and their subs are using to carry out missions, and be able to provide current certificates of insurance upon request.

• Provide support for a variety of missions within the below defined Service Categories:
  
  1. Emergency Support
     a) 3 response times required: within 4 hours, within 24 hours, within 72 hours
  2. Law Enforcement Support
  3. Aerial Inspection or Mapping Data
  4. Agricultural and Gaming Support
  5. Agency Media Relations and Marketing
NASPO UAS: Background

Zones

[Map of the United States showing different zones]
NASPO UAS: Background

Contract Structure

• Timeline:
  o RFP Issued April 6, 2018
  o Original Due Date May 31, 2018
  o Revised Due Date October 5, 2018
  o Notice of Award August 2019
  o Master Agreement (MA) sent Sept 24, 2019
  o Revised MA sent October 2019

• Master Agreement executed with Commonwealth of Virginia.
  • Contract duration is 2 base years with 4 one-year renewal options.

• Participating Addendums, negotiated between Contractor and the State.

• Accessible to all public entities within a participating state. (e.g. state agencies, local agencies, education institutions)

• Commonwealth Office collects 0.25% on all gross revenue, reported/paid quarterly.

• Reporting:
  o Quarterly volume sales report.
  o Detailed Sales report.
  o Participating Addendum status reports.

• Kickoff meeting for all Contractors held January 14, 2020.
• All Categories for all Zones.

• Zone leads assigned to identify partners in all Zones and Categories.

• Attained nationwide pilot coverage.

• Autonomous Aviation Alliance (AAA) comprised of nearly 100 team members.
Michael Baker “AAA” Proposal
Office Locations & Emergency Response Times
The AAA UAS Team

- 471 Pilots in the proposal
- 58 unique platform types
- 285 airframes
Pricing Approach

- Created standard pricing for every zone.
- Catalog pricing includes:
  - Labor rates for Pilots, Visual Observers (VO), and other personnel for standard, holiday, weekend rates.
  - Tiered pricing for daily aircraft rates based on type/ability of the aircraft.
- Pricing is all-inclusive except travel and travel expenses.
- States may also charge fees associated with their online procurement systems and this can be accounted for while negotiating the Participating Addendum with that state.
- Pricing adjustments may be made at each renewal, with 90 day’s notice.
Pricing

• 5 Scenarios listed in the RFP were to be priced and our project approach described in a narrative.
• Each scenario represented one of the Service Categories and varied from a single day mission to missions lasting several weeks.

**Pricing Scenarios** consisting of:

- **Scenario 1** – Emergency Dam Situation without the optional LiDAR collection
  - Scenario 1a – Emergency Dam Situation with the optional LiDAR collection
    - LiDAR collection is indicted as an option. We provide for your reference our Scenario 1a estimate inclusive of LiDAR collection.
    - We do not envision the need to collect sonar data, which was expressed in the scenario as an option.
- **Scenario 2** – Search and Rescue with prescribed timeline
  - Scenario 2a – Search and Rescue with optimized search and an accelerated timeline
- **Scenario 3** – State Park Mapping Situation
- **Scenario 4** – Forestry Services
- **Scenario 5** – Tourism Production Video
Pricing

- Scenario 1: Emergency Dam Breach
- Multi-day mission
- Monitoring in subsequent weeks
- Change detection requested
- Option to use LiDAR
Tetra Tech Proposal

- 4/5 categories for all Zones, except 11 (Alaska).
- Zone coordinators assigned to identify partners in each Zone and Category.
- Nationwide pilot coverage.
- Tetra Tech team comprised of 130 team members.
Tetra Tech Proposal

Tetra Tech Service Zone Areas
Tetra Tech Proposal

The Tetra Tech Team

- 189 Pilots in the proposal
- 52 unique platform types
- 212 airframes
NASPO UAS Contract: Today
12 Selected Contractors

All Zones and All Categories
- Michael Baker International
- Avion Solutions, Inc.
- Drone Up, LLC

Zones 1-10, 12 and 4 of 5 Categories
- Tetra Tech, Inc.

Zones 1-4 and All Categories
- Vector Solutions, Inc.

All Zones and two Categories: Law Enforcement and Emergency Response
- Measure UAS, Inc.

Zone 3 and All Categories
- Skyshots Photography, LLC

4 or less Zones and less than 4 Categories
- Draper Aden Associates, Inc.
- SkyScopes, Inc.
- Elevate UAS, LLC
- East Coast Awakening, LLC
- ERUDyne, Inc.
# Unmanned Aerial Vehicle (Drone) Services

## Master Agreement Categories and Service Zones Matrix

As of November 27, 2019

<table>
<thead>
<tr>
<th>Awarded Contractor</th>
<th>Categories Awarded</th>
<th>Service Zones Awarded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerial Visions Pro LLC</td>
<td>MM</td>
<td>4</td>
</tr>
<tr>
<td>Alegna, Inc.</td>
<td>LE</td>
<td>5</td>
</tr>
<tr>
<td>Avion Solutions, Inc.</td>
<td>AM, AG, ES, LE, MM</td>
<td>1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12</td>
</tr>
<tr>
<td>Charlotte UAV</td>
<td>AG, ES, LE, MM</td>
<td>1, 3, 4</td>
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<tr>
<td>DroneUp LLC</td>
<td>AM, AG, ES, LE, MM</td>
<td>1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12</td>
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<tr>
<td>East Coast Awakening LLC</td>
<td>LE</td>
<td>7, 9</td>
</tr>
<tr>
<td>Elevate UAS</td>
<td>AM, AG, LE, MM</td>
<td>7, 8, 9, 10, 11</td>
</tr>
<tr>
<td>ERUdyne, Inc.</td>
<td>MM</td>
<td>11, 12</td>
</tr>
<tr>
<td>SkyShots Photography</td>
<td>AM, AG, ES, LE, MM</td>
<td>3</td>
</tr>
<tr>
<td>TetraTech</td>
<td>AM, ES, LE, MM</td>
<td>1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12</td>
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<tr>
<td>Vector Solutions, Inc.</td>
<td>AM, AG, ES, LE, MM</td>
<td>1, 2, 3, 4</td>
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</table>

### Category Key

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
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<tbody>
<tr>
<td>AG</td>
<td>Agricultural and Gaming Support Services</td>
</tr>
<tr>
<td>AM</td>
<td>Aerial Inspection or Mapping Data Services</td>
</tr>
<tr>
<td>ES</td>
<td>Emergency Support Services</td>
</tr>
<tr>
<td>LE</td>
<td>Law Enforcement Support Services</td>
</tr>
<tr>
<td>MM</td>
<td>Agency Media Relations and Marketing Services</td>
</tr>
</tbody>
</table>

### Zones and States within each Zone

<table>
<thead>
<tr>
<th>Zones</th>
<th>States within each Zone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CT, MA, ME, NH, RI, VT</td>
</tr>
<tr>
<td>2</td>
<td>NY, NJ, PA</td>
</tr>
<tr>
<td>3</td>
<td>WV, VA, MD, DC, DE, NC, SC, KY, TN</td>
</tr>
<tr>
<td>4</td>
<td>GA, FL, AL, MS</td>
</tr>
<tr>
<td>5</td>
<td>OH, IN, IL, MI, WI, MN</td>
</tr>
<tr>
<td>6</td>
<td>IA, MO, NE, KS</td>
</tr>
<tr>
<td>7</td>
<td>OK, TX, AR, LA</td>
</tr>
<tr>
<td>8</td>
<td>ND, SD, MT, WY, ID</td>
</tr>
<tr>
<td>9</td>
<td>UT, CO, AZ, NM</td>
</tr>
<tr>
<td>10</td>
<td>WA, OR, CA, NV</td>
</tr>
<tr>
<td>11</td>
<td>AK</td>
</tr>
<tr>
<td>12</td>
<td>HI</td>
</tr>
</tbody>
</table>
NASPO UAS Contract - Today

Participating Addendum Process Flow Chart

- **PA Templates for each contractor are available for download on [www.nasposc=valuepoint.org](http://www.nasposc=valuepoint.org) site**
- **Other Participating Entities**
  - Participating Entity contacts NASPO ValuePoint to request permission from their State Chief Procurement Officer to participate
  - If permission is provided by the State CPO
    - Participating Entity completes draft PA for each contractor
    - Participating Entity sends draft to each contractor for negotiations
  - NASPO ValuePoint will contact the State CPO for permission for participation for an individual entity or for all entities within the state
    - Participating State Chief Procurement Officer approves participation on behalf of state, political subdivisions and other eligible entities within the state
    - Participating State completes draft PA for each contractor
      - Participating State sends draft PAs to each contractor for signature/negotiations
        - Participating State/Entity and contractor sign final copy of PA
        - Participating State/Entity sends PDF copy of fully executed PA to PA@nasposc=valuepoint.org
      - PA’s are maintained in repository

Unmanned Aerial Vehicle (Drone) Services (2019 - 2024)

- Contractors: 12
- State Participating Addenda: 13
- Related Portfolios: 0

Expiration: 10/31/2021  
Inception: 11/01/2019

Total Terms Expiration: 10/31/2024

Solicitation Number:


Lead State: Virginia

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804-786-0078

FOLLOW PORTFOLIO