

Request for Legislative Action

Res. No.: 20992

Sponsor: Ronald E. Finley

Date: June 21, 2022

Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	20992
Sponsor(s):	Ronald E. Finley	Legislature Meeting Date:	6/21/2022

Introduction

Action Items: ['Award']

Project/Title:

Awarding a Twelve-Month (12) Term and Supply Contract with One (1) Twelve-Month (12) Option to Extend for the furnishing of Unmanned Aircraft Systems, Supplies and Equipment for use by the Sheriff's Office to Cloud City Drones, LLC, of Warwick, RI, under the terms and conditions of Invitation to Bid No. 43-22.

Request Summary

The Sheriff's Office requires a Term and Supply Contract for the furnishing of Unmanned Aircraft Systems, Supplies and Equipment. The Purchasing Department issued Invitation to Bid No. 43-22 in response to those requirements. A total of 58 notifications were distributed and two responses were received, with one response being rejected.

Pursuant to Section 1054.6 of the Jackson County Code, the Sheriff's Office and the Purchasing Department recommends the award of a Twelve-Month (12) Term and Supply Contract with One (1) Twelve-Month (12) Option to Extend for the furnishing of Unmanned Aircraft Systems, Supplies and Equipment for use by the Sheriff's Office to Cloud City Drones, LLC, of Warwick, RI, as the lowest and best bid under the terms and conditions of Invitation to Bid No. 43-22.

This award is made on an as needed basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriation. The annual estimated use by the Sheriff's Office is \$50,000.

Contact Information

Department:	Sheriff	Submitted Date:	6/7/2022
Name:	Elizabeth A. Money	Email:	EMoney@jacksongov.org
Title:	Office Administrator	Phone:	816-541-8017

Budget Information

Amount authorized by this legislation this fiscal year:	\$ 0
Amount previously authorized this fiscal year:	\$ 0
Total amount authorized after this legislative action:	\$
Is it transferring fund?	No

Request for Legislative Action

Single Source Funding:			
Fund:	Department:	Line Item Account:	Amount:
			!Unexpected End of Formula

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:
20168	June 3, 2019

Purchasing	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Formal Bid
Core 4 Tax Clearance Completed:	Not Applicable
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
In Compliance	
Minority, Women and Veteran Owned Business Program	
Goals are waived - insufficient MBE or WBE firms available	
MBE:	.00%
WBE:	.00%
VBE:	.00%
Prevailing Wage	
Not Applicable	

Fiscal Information
<ul style="list-style-type: none"> This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.

Request for Legislative Action

History

Submitted by Sheriff requestor: Elizabeth A. Money on 6/7/2022. Comments:

Approved by Department Approver Michael L. Montgomery on 6/7/2022 2:47:37 PM. Comments:

Approved by Purchasing Office Approver Barbara J. Casamento on 6/9/2022 11:30:24 AM. Comments:

Approved by Compliance Office Approver Katie M. Bartle on 6/9/2022 3:45:30 PM. Comments:

Approved by Budget Office Approver Mark Lang on 6/9/2022 4:13:07 PM. Comments: No fiscal note required for T&S contracts.

Approved by Executive Office Approver Troy Schulte on 6/9/2022 4:53:15 PM. Comments:

Approved by Counselor's Office Approver Katherine Henry on 6/15/2022 1:37:43 PM. Comments:



Office of the JACKSON COUNTY SHERIFF

Sheriff Darryl Forté

INTER-OFFICE MEMO

TO: Katelyn Edgar, Purchasing
FROM: Beth Money, Office Administrator
CC: Sgt. John Payne
RE: Recommendation Memo 43-22 – Cloud City Drones, LLC
Date: May 23, 2022

The Sheriff's Office has an ongoing need for vendors to provide unmanned aircraft systems, supplies and equipment. UAS Program Facilitator Jeff Roberts has reviewed the bid submitted by Cloud City Drones, LLC. Their products and services will meet our needs; therefore, we recommend awarding the contract to Cloud City Drones, LLC.

The Sheriff's Office will spend approximately \$50,000 annually using this contract.

					Cloud City Drones, LLC Warwick, RI	
					Total Cost	
					Selected #	
					Selected (\$)	
					Quantity	
					Required	
#	Items	Selected	Lowest	Quantity	UnitPrice	TotalCost
0						
#0-1	DJI Matrice M30T UAS Aircraft System	\$11,343.00	\$11,343.00	1 Each	\$11,343.00	\$11,343.00
#0-2	DJI BS30 Battery Station	\$999.00	\$999.00	1 Each	\$999.00	\$999.00
#0-3	DJI TB30 Intelligent Flight Battery	\$329.00	\$329.00	1 Each	\$329.00	\$329.00
#0-4	DJI RC Plus Remote Controller	\$1,600.00	\$1,600.00	1 Each	\$1,600.00	\$1,600.00
#0-5	Wingsland Z15 Gimbal Spotlight	\$2,500.00	\$2,500.00	1 Each	\$2,500.00	\$2,500.00
#0-6	DJI Matrice 300 RTK Dual Gimbal Connector	\$250.00	\$250.00	1 Each	\$250.00	\$250.00
#0-7	PRS Parachute System for DJI Matrice 300 RTK	\$3,600.00	\$3,600.00	1 Each	\$3,600.00	\$3,600.00
#0-8	DJI Mini 2 Aircraft Fly More Combo	\$599.00	\$599.00	1 Each	\$599.00	\$599.00
#0-9	DJI Mini 2 Intelligent Flight Battery	\$55.00	\$55.00	1 Each	\$55.00	\$55.00
#0-10	DJI Mini 2 360-Degree Propeller Guard	\$19.00	\$19.00	1 Each	\$19.00	\$19.00
#0-11	DJI Mini 2 Prop Guard Compatible Cases	\$269.00	\$269.00	1 Each	\$269.00	\$269.00
#0-12	Mini 2 Front Left Arm Module BC MA SS000228.01	\$12.00	\$12.00	1 Each	\$12.00	\$12.00
#0-13	Mini 2 Front Right Aircraft Arm Module BC MA SS000229.01	\$12.00	\$12.00	1 Each	\$12.00	\$12.00
#0-14	DJI Care Enterprise Basic for Matrice M30T	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-15	DJI Care Enterprise Basic for Matrice 300 RTK	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-16	DJI Care Enterprise Basic for Mini 2	\$49.00	\$49.00	1 Each	\$49.00	\$49.00
#0-17	DJI Care Enterprise Plus for Matrice M30T	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-18	DJI Care Enterprise Plus for Matrice 300 RTK	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-19	DJI Care Enterprise Plus for Mini 2	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-20	Enterprise Aircraft Firmware and Hardware Technical Support	\$0.00	\$0.00	1 Each	\$0.00	\$0.00
#0-21	Trade Two (2) H20T Used Senor Systems (Camera Payload) for H20N Senor Systems	\$10,398.00	\$10,398.00	2	\$5,199.00	\$10,398.00



43-22 - Unmanned Aircraft Systems, Supplies and Equipment

Project Overview

Project Details	
Reference ID	43-22
Project Name	Unmanned Aircraft Systems, Supplies and Equipment
Project Owner	Katelyn Edgar
Project Type	ITB
Department	Sheriff's Office
Budget	\$0.00 - \$0.00
Project Description	Jackson County, Missouri is seeking bids for the furnishing of Unmanned Aircraft Systems, Supplies and Equipment for the use by the Jackson County, Missouri Sheriff's Office.
Open Date	Apr 12, 2022 4:00 PM CDT
Close Date	May 10, 2022 2:00 PM CDT



Seal status

Requested Information	Unsealed on	Unsealed by
Standard Contract	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Affidavit	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Certificate of Compliance	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Statement of Contractor's Qualifications	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Acknowledgement of Receipt of Addenda	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Exhibit F, Bidder's Exceptions	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Contractor's Utilization Plan	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Greater Kansas City Metropolitan Area Memo, Item 4.1.10	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer, Item 4.1.9	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Pricing Sheet for Invitation to Bid No. 43-22 (BT-18FX)	May 10, 2022 2:03 PM CDT	Katelyn Edgar
Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	May 10, 2022 2:03 PM CDT	Katelyn Edgar



Questions and Answers

Axon Enterprise, Inc.

Greater KS City Metro Area Memo

Sales Operations, Apr 19, 2022 3:41 PM CDT

RFP Language: If bidder is not located in the Greater Kansas City Metropolitan Area, bidder must provide detailed information with their bid on how the specifications of this Invitation to Bid will be met. Jackson County, Missouri reserves the right to determine if bidder's information on contract performance is acceptable. Question: Would the County provide clarification on which specifications need detailed responses? Where are these located within the documents?

Katelyn Edgar, Apr 20, 2022 9:58 AM CDT

It is more of a general statement; if you are not local to the Kansas City Metro Area, how will you provide unmanned aircraft systems, supplies and equipment to the Jackson County, Missouri Sheriff's Office.



Cloud City Drones, LLC

Missing Requested Information

Katelyn Edgar, May 11, 2022 8:59 AM CDT

Good Morning, In review of you submitted bid for ITB No. 43-22, there is some missing information that needs to be cleared up before consideration: Item 4.1.2; Please complete the entire form (with your information), signed by a notary and return. Item 4.1.8; Contractor's Utilization Page, last page is missing, please complete, signed by a notary and return. Item 4.1.10; Please submit a memo on letterhead to meet this requirement. If this information is in your submitted bid, please indicate where the information may be found. If not, please have this information submitted to be by 5:00pm CDT on Friday, May 13, 2022. If you have any questions, please feel free to reach out to me. Thank you

Katelyn Edgar, May 11, 2022 9:34 AM CDT

I also noticed an error in scoring the Questionnaire you submitted. You selected Offered, meaning you offer discounts for all listed items, however you stated the discount is 0. Is this correct? If not, please complete the attached spreadsheet and return with your offered discounts. Thank you

Katelyn Edgar, May 12, 2022 11:00 AM CDT

Please see attached for the incomplete Affidavit and Contractor's Utilization Plan. You will have to create a memo on your letterhead to meet the requirement of 4.1.10. there isn't a form associated with this requirement. Thank you



Submissions

Supplier	Date Submitted	Name	Email	Confirmation Code
Cloud City Drones, LLC	May 05, 2022 3:16 PM CDT	Chris Williams	amy@cloudcitydrones.com	MjExMjM2
Axon Enterprise, Inc.	May 10, 2022 12:57 PM CDT	Sales Operations	contracts@axon.com	MjEyMjM0



Project Criteria

Criteria	Points	Description
A - Proposal	0 pts	
A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer	Pass/Fail	
B - Forms	0 pts	
B-1 - Standard Contract	Pass/Fail	
B-2 - Affidavit	Pass/Fail	
B-3 - Certificate of Compliance	Pass/Fail	
B-4 - Statement of Contractor's Qualifications	Pass/Fail	
B-5 - Receipt of Addenda	Pass/Fail	
B-6 - Exhibit F, Bidder's Exceptions	Pass/Fail	
B-7 - Contractor's Utilization Plan	Pass/Fail	



B-8 - Greater Kansas City Memo	Pass/Fail	
D - Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	0 pts	
D-1 - Catalog or Internet Site Discount	0 pts	
Total	0 pts	



Scoring Summary

Active Submissions

	Total	A - Proposal	A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer	B - Forms	B-1 - Standard Contract
Supplier	/ 0 pts	/ 0 pts	Pass/Fail	/ 0 pts	Pass/Fail
Cloud City Drones, LLC	0 pts	0 pts	Pass	0 pts	Pass



	B-2 - Affidavit	B-3 - Certificate of Compliance	B-4 - Statement of Contractor's Qualifications	B-5 - Receipt of Addenda	B-6 - Exhibit F, Bidder's Exceptions
Supplier	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Cloud City Drones, LLC	Pass	Pass	Pass	Pass	Pass

	B-7 - Contractor's Utilization Plan	B-8 - Greater Kansas City Memo	D - Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	D-1 - Catalog or Internet Site Discount
Supplier	Pass/Fail	Pass/Fail	/ 0 pts	/ 0 pts
Cloud City Drones, LLC	Pass	Pass	0 pts	0 pts



Eliminated Submissions

	A - Proposal	A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer	B - Forms	B-1 - Standard Contract	B-2 - Affidavit
Supplier	/ 0 pts	Pass/Fail	/ 0 pts	Pass/Fail	Pass/Fail
Axon Enterprise, Inc.	0 pts	Pass	0 pts	Pass	Pass

	B-3 - Certificate of Compliance	B-4 - Statement of Contractor's Qualifications	B-5 - Receipt of Addenda	B-6 - Exhibit F, Bidder's Exceptions	B-7 - Contractor's Utilization Plan
Supplier	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Axon Enterprise, Inc.	Pass	Pass	Pass	Fail	Pass



	B-8 - Greater Kansas City Memo	D - Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	D-1 - Catalog or Internet Site Discount
Supplier	Pass/Fail	/ 0 pts	/ 0 pts
Axon Enterprise, Inc.	Fail	-	-



Reason

Supplier	Disqualified by	Reason
Axon Enterprise, Inc.	Katelyn Edgar	Bidder taking Exceptions to General Conditions and Insurance.



Proposal Scores

Cloud City Drones, LLC - Scoring Summary

Evaluation Group 1 - Purchasing Evaluation

	A - Proposal	A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer	B - Forms	B-1 - Standard Contract	B-2 - Affidavit
Reviewer	/ 0 pts	Pass/Fail	/ 0 pts	Pass/Fail	Pass/Fail
Katelyn Edgar	0 pts	Pass	0 pts	Pass	Pass
	Average:	Pass	Average:	Pass	Pass
		↓		↓	↓
Calculated:	0 pts	Pass	0 pts	Pass	Pass



	B-3 - Certificate of Compliance	B-4 - Statement of Contractor's Qualifications	B-5 - Receipt of Addenda	B-6 - Exhibit F, Bidder's Exceptions	B-7 - Contractor's Utilization Plan
Reviewer	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Katelyn Edgar	Pass	Pass	Pass	Pass	Pass
	Pass	Pass	Pass	Pass	Pass
	↓	↓	↓	↓	↓
Calculated:	Pass	Pass	Pass	Pass	Pass



	B-8 - Greater Kansas City Memo
Reviewer	Pass/Fail
Katelyn Edgar	Pass
	Pass
	↓
Calculated:	Pass



Evaluation Group 2 - Department Evaluation

	D - Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	D-1 - Catalog or Internet Site Discount
Reviewer	/ 0 pts	/ 0 pts
Katelyn Edgar	0 pts	0 pts
Evaluator 1	0 pts	0 pts
	Average:	0 pts
		↓
Calculated:	0 pts	0 pts



Axon Enterprise, Inc. - Scoring Summary (Eliminated)

Evaluation Group 1 - Purchasing Evaluation

	A - Proposal	A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer	B - Forms	B-1 - Standard Contract	B-2 - Affidavit
Reviewer	/ 0 pts	Pass/Fail	/ 0 pts	Pass/Fail	Pass/Fail
Katelyn Edgar	0 pts	Pass	0 pts	Pass	Pass
Average:		Pass	Average:	Pass	Pass
		↓		↓	↓
Calculated:	0 pts	Pass	0 pts	Pass	Pass



	B-3 - Certificate of Compliance	B-4 - Statement of Contractor's Qualifications	B-5 - Receipt of Addenda	B-6 - Exhibit F, Bidder's Exceptions	B-7 - Contractor's Utilization Plan
Reviewer	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail	Pass/Fail
Katelyn Edgar	Pass	Pass	Pass	Fail	Pass
	Pass	Pass	Pass	Fail	Pass
	↓	↓	↓	↓	↓
Calculated:	Pass	Pass	Pass	Fail	Pass



	B-8 - Greater Kansas City Memo
Reviewer	Pass/Fail
Katelyn Edgar	Fail
	Fail
	↓
Calculated:	Fail



Evaluation Group 2 - Department Evaluation

	D - Questionnaire for Invitation to Bid No. 43-22 (Q-08CE)	D-1 - Catalog or Internet Site Discount
Reviewer	/ 0 pts	/ 0 pts
Katelyn Edgar	-	-
Evaluator 1	-	-
	Average:	-
		↓
Calculated:	-	-



Proposal Score Comments

Cloud City Drones, LLC - Scoring Comments

A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-1 - Standard Contract - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-2 - Affidavit - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Notarized Form uploaded to Internal Files.



B-3 - Certificate of Compliance - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass; Uploaded in Internal Files.

B-4 - Statement of Contractor's Qualifications - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-5 - Receipt of Addenda - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass



B-6 - Exhibit F, Bidder's Exceptions - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-7 - Contractor's Utilization Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Notarized Form uploaded to Internal Files.

B-8 - Greater Kansas City Memo - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Proposal Introduction uploaded to Internal Files.



Axon Enterprise, Inc. - Scoring Comments (Eliminated)

A-1 - Documentation that Contractor is an Authorized DJI Pro Dealer or Enterprise Dealer - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-1 - Standard Contract - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-2 - Affidavit - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass



B-3 - Certificate of Compliance - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass; Uploaded in Internal Files.

B-4 - Statement of Contractor's Qualifications - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-5 - Receipt of Addenda - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass



B-6 - Exhibit F, Bidder's Exceptions - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Fail	Does not meet the requirement(s)	Exceptions Stated.

B-7 - Contractor's Utilization Plan - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Pass	Meets the requirement(s)	Pass

B-8 - Greater Kansas City Memo - Reviewer Scores

Reviewer	Score	Reason	Comments
Katelyn Edgar	Fail	Does not meet the requirement(s)	Did not state HOW they will specifications.