

CITY OF CARLSBAD SOLE SOURCE AND EMERGENCY PROCUREMENT REQUEST AND DETERMINATION FORM

A sole source *determination* is not effective until the *sole source request for determination* has been posted for thirty (30) calendar days without challenge, and subsequently approved in writing by the Purchasing Manager. *A purchase order will not be issued and orders may not be placed until the sole source determination as been posted for a minimum of 15 days.*

I. Name of Company: Maxsur, LLC Date: 1/3/18

Please Check One: New Sole Source Renewal of Existing Sole Source

Please Check One: Product Services Product and Services

Type of Sole Source Requested: *(Please check the one that best describes the type of Sole Source you are requesting)*

- Company Sole Source** (Only one company can provide the goods or services)
- Brand Name Sole Source** (Only this brand will serve the intended purpose or function with existing equipment or systems, including software)
- Unique Professional Services** (Only one company or individual can provide this service due to the creative nature of the service or custom delivery of goods or services that are unique and subject to custom design and/or fabrication.
**Please note- True Professional Services under \$60,000 in value are considered a small purchase and does not require a sole source determination.
- Proprietary Sole Source** (Only this company provides this product or service and only this company can provide after sale maintenance, repairs or service agreements)
- Local Sole Source** (Only one company exists to provide this product or service locally and due to the nature of the purchase, it is not feasible or reasonable to obtain the product or service from non-local sources. Only one local vendor is able to respond to the need in a timely manner due to local proximity)

Amount of Purchase \$ 17,196.00

Sole Source Determination

III. Provide a detailed, sufficient explanation of the reasons, qualifications, proprietary rights or unique capabilities of the prospective contractor that makes the prospective contractor *the one source* capable of providing the required professional service, service, construction or item(s) of tangible personal property. (Please do not state the source is the "best" source or the "least costly" source. Those factors do not justify a "sole source.")

Maxsur, LLC is the only manufacturer of the S1-DROPPER and customer variants, it is not sold by any other vendor.

MP
1-4-18

IV. Provide a detailed, sufficient explanation of how the professional service, service, construction or item(s) of tangible personal property is/are *unique and how this uniqueness is substantially related to the intended purpose of the contract.*

V. Explain why other similar professional services, services, construction or item(s) of tangible personal property *cannot* meet the intended purpose of the contract.

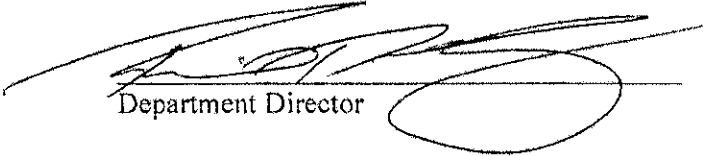
VI. Provide a narrative of the due diligence used in determining the basis for the procurement, including a review of available sources and include Include a list of businesses contacted (*do not state that no other businesses were contacted*), date of contact, method of contact (telephone, mail, e-mail, other), and documentation demonstrating an explanation of why those businesses could not or would not, under any circumstances, provide the goods or services; or an explanation of why the department has determined that no businesses other than the prospective contractor can provide the goods or services requested.

Maxsur, LLC is the manufacturer of the S1-DROPPER (unmanned aerial system w/payload drop capability-and all customer variants) that the Carlsbad Fire Department hopes to obtain. This specific product is not offered by any other vendor.

MAP
1-11-18

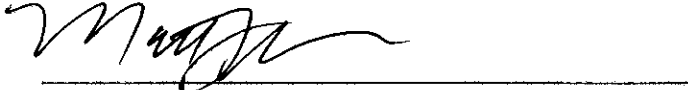
Certified by:

Date: 1-3-18


Department Director

APPROVED:

Date: 1-4-18


Chief Procurement Officer

Authority to Proceed

- 1) the signature of the CPO on this form certifies the sole source has been posted for thirty (30) calendar days and has received no challenges;
- 2) the sole source is granted as of the date of signature by the State Purchasing Agent; and
- 3) the signature of the CPO on this form is the final signature required for this sole source procurement.



303 N Hwy 183
Leander, TX 78642
1-855-778-6565
www.maxsur.com

11/14/2017

SOLE SOURCE STATEMENT

Reference: MAXSUR SKU – S1-DROPPER (Unmanned Aerial System w/Payload Drop Capability – And All Custom Variants)

To whom it may concern,

The S1-DROPPER and customer variants is provided by MAXSUR LLC, is solely available from MAXSUR and its subsidiary UAVDirect. It is not supplied through any other sales or solutions channel.

Additionally, the characteristics of the S1-DROPPER are not available in the general marketplace. Chief salient characteristics include:

- Thermal (IR) and visible(EO) /near-infrared spectrum dual camera array integrated into a singular, two axis stabilized unit. The thermal camera provides a visual rendering of the infrared heat spectrum, provides a resolution of 640 lines, offers an 8x digital zoom capability and is refreshed at a rate of 30Hz. The visible/near-infrared camera produces a resolution of 700 lines, uses a SONY CCD EFFIO imager that provides an effective spectral response in the visible and near infrared bands down to 940nm and up to 400nm.
- Payload drop system with a 6-pound continuous use rating and a linear/piston action to provide reliable service. The drop system also includes a downward facing camera to promote accurate payload drops to desired targets.
- Three camera array with user selectable view
- On board digital video recorder that samples live video feeds and records to a secure digital card in a non-proprietary format playable on any common media player such as Windows Media Player, VLC, or QuickTime.
- Long range remote control with ranges up to 2 miles, automatic digital channel allocation, and the capability of commanding up to one-hundred addition aircraft profiles
- Full configuration complete with system-wide calibrations, firmware updates and flight testing to promote a field-ready state when received by customer.

For additional specifications or questions about the S1-DROPPER, please feel free to contact me.

Best regards,

Jake Lahmann

COO

MAXSUR

lahmann@maxsur.com

1-512-778-6363 ext 6002



303 N Hwy 183
 Leander, TX 78642
 1-855-778-6565
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QUOTATION 20171108-3

Bill To	Ship To	MAXSUR POC
Gerard Jaquez	Gerard Jaquez	Nathan Geoge
CARLSBAD FIRE DEPARTMENT	CARLSBAD FIRE DEPARTMENT	1-855-778-6565 EXT 6005
409 S Halagueno	409 S Halagueno	Nathan@maxsur.com
Carlsbad NM 88220	Carlsbad NM 88220	

Sales ID	Terms	Shipping	Ship ARO	Valid To
1	TBD	TBD	30-45 Days	

Item	SKU	Description	Cost	Qty	Total	
1	DJI-S1000PLUS	DJI S1000 PLUS	\$1,499.00	1	\$1,499.00	Aircraft
2	DJISP-A3-LB2C	A3 Flight Controller	\$899.00	1	\$899.00	
3	TX-F14SG	Futaba 14 Channel TX w/ VDC	\$649.00	1	\$649.00	
4	BAT-CHG-2HTK	2 Port LiPo U-Fast LiPo Battery Charger	\$600.00	1	\$600.00	Thermal
5	BAT-LP-22K	22,000mAh Flight Battery	\$399.00	4	\$1,596.00	
6	FPV-S8-SYS	5.8 FPV System w/ monitor	\$189.01	1	\$189.01	
7	FPV-SW	3 position Video Switch	\$15.99	1	\$15.99	
8	FPV-CAM	Effio CCD Camera	\$100.00	1	\$100.00	Thermal
9	Thermal Camera	FLIR Duo 640 Resolution Imager	\$7,599.00	1	\$7,599.00	
10	CUST-GIMSERV	Custom Gimbal/mount	\$1,349.00	1	\$1,349.00	Dropper
11	CUST-DROPSYS	Custom Drop System	\$750.00	1	\$750.00	
12	LED-S1	High intensity Strobe LED	\$125.00	1	\$125.00	
13	LINSERV	Linear Servo	\$0.00	1	\$0.00	Case
14	WP-S9C	Waterproof S900 Case Custom	\$845.00	1	\$845.00	
15	SERV-BUILD	MAXSUR Build Service	\$85.00	8	\$680.00	Labor
16	TRNG-OS	MAXSUR ON SITE TRAINING	\$1,300.00	1	\$1,300.00	Training
17	DISCOUNT_1B3	Repeat customer Discount	-\$1,000.00	1	-\$1,000.00	

Sub Total	\$17,196.00
Shipping	ISPU
Tax	\$0.00
Total	\$17,196.00