



City of Tulsa Purchasing Department
175 E. 2nd Street 15TH Floor
Tulsa, OK 74103

IFB 21-725

Drone
Police Department
Bid Date: February 11, 2021

Senior Buyer: Terry Thomas

tthomas@cityoftulsa.org

Please contact if you have any questions

1. Delivery: If your bid is accepted and a contract is executed, state the number of days you need to deliver the Goods and /or to begin providing services:

You must be able to deliver the Goods and for Services as specified in your Bid. Failure to do so may result in City terminating your contract or canceling the Purchase Order, pursuing collection under any performance bond, as well as seeking any other damages to which it may be entitled in law or in equity.

2. Pricing

(ESTIMATED QUANTITIES FOR EVALUATION PURPOSES ONLY)

ITEM	DESCRIPTION	Estimated Annual QTY	4 Rivers Equipment		Aerial Influence LLC		All Media Integration LLC		Benchmark Tool & Supply, Inc.		W.S. Darley & Co		Empire Drone Co., LLC		Fix in a Zip LLC		Florida Drone Supply, Inc			
			Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost
1	DJI Matrice 300 RTK Combo w/Enterprise Shield Basic	2	\$13,199.00	\$26,398.00	\$10,599.00	\$21,198.00	\$9,047.93	\$18,095.86	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00
2	DJI Matrice 300 RTK - TB60 Intelligent Flight Battery	6	\$700.00	\$4,200.00	\$699.00	\$4,194.00	\$703.22	\$4,219.32	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00
3	DJI Zenmuse H20T	2	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,181.22	\$22,362.44	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,319.00	\$22,638.00
4	DJI Matrice 300 RTK - Dual Gimbal Connector	2	\$250.00	\$500.00	\$250.00	\$500.00	\$225.55	\$451.10	\$250.00	\$500.00	\$250.00	\$500.00	\$250.00	\$500.00	\$210.00	\$420.00	\$250.00	\$500.00	\$250.00	\$500.00
5	DJI Matrice 200 Series Wingsland Z15 Gimbal Spotlight	1	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,652.44	\$2,652.44	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00
6	DJI Smart Controller Enterprise	1	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,257.62	\$1,257.62	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00
7	DJI CrystalSky/Cendence - Intelligent Battery	4	\$59.00	\$236.00	\$59.00	\$236.00	\$69.12	\$276.48	\$59.00	\$236.00	\$0.00	\$0.00	\$59.00	\$236.00	\$59.00	\$236.00	\$59.00	\$236.00	\$59.00	\$236.00
8	DJI Mavic Mini Fly More Combo	1	\$409.00	\$0.00	\$399.00	\$399.00	\$574.24	\$574.24	\$499.00	\$499.00	\$0.00	\$0.00	\$0.00	\$0.00	\$445.00	\$445.00	\$499.00	\$499.00	\$499.00	\$499.00
9	Go Professional Cases DJI Matrice 300 RTK	1	\$799.00	\$799.00	\$799.00	\$799.00	\$774.66	\$774.66	\$799.00	\$799.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00
10	Go Professional Cases DJI Matrice 300 Battery Case	2	\$149.00	\$298.00	\$149.00	\$298.00	\$143.42	\$286.84	\$149.00	\$298.00	\$0.00	\$0.00	\$0.00	\$0.00	\$65.00	\$130.00	\$0.00	\$0.00	\$0.00	\$0.00
11	System Delivery & Training	1	\$0.00	\$0.00	\$3,500.00	\$3,500.00	\$4,655.65	\$4,655.65	\$0.00	\$0.00	\$0.00	\$0.00	\$3,500.00	\$3,500.00	\$1.00	\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
12	System Setup & Configuration	2	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$9,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.00	\$2.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL EXTENDED COST <i>(All costs must be included or your bid will be disqualified)</i>			\$58,599.00		\$57,292.00		\$64,606.65		\$59,098.00		\$57,266.00		\$61,002.00		\$58,025.00		\$58,221.00			
DELIVERY:			60 days		30 days		4 to 5 weeks ARO		Items delivered 10-20 days Training contingent on COVID19 travel		30 days		14 to 21 days		No delivery period included		14 days			
Notes:			Item 8 discounted Items 11 & 12 at no cost Total corrected from \$56,099.00		Item 12 included at no cost		Cost from initial bid version - no addendum acknowledged		Addendum acknowledged Cost of Items 7 through 12 fully discounted		Training by video conference		Total corrected from \$57,959.00		Items 9 through 12 included at no cost. Total corrected from \$60,721.00					

ITEM	DESCRIPTION	Estimated Annual QTY	General Pacific Inc		Influential Drones LLC		Maverick Drone Systems		Multicopter Warehouse		Reinloc		RMUS LLC		Unmanned Vehicle Technologies, LLC		Vector Solutions, Inc.			
			Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost	Unit Cost	Extended Cost
1	DJI Matrice 300 RTK Combo w/Enterprise Shield Basic	2	\$13,199.00	\$26,398.00	\$11,219.15	\$22,438.30	\$11,879.10	\$23,758.20	\$10,599.00	\$21,198.00	\$16,027.00	\$32,054.00	\$13,199.00	\$26,398.00	\$13,199.00	\$26,398.00	\$10,599.00	\$21,198.00		
2	DJI Matrice 300 RTK - TB60 Intelligent Flight Battery	6	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$630.00	\$3,780.00	\$700.00	\$4,200.00	\$819.00	\$4,914.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00	\$700.00	\$4,200.00		
3	DJI Zenmuse H20T	2	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$10,088.10	\$20,176.20	\$11,209.00	\$22,418.00	\$11,476.00	\$22,952.00	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00	\$11,209.00	\$22,418.00		
4	DJI Matrice 300 RTK - Dual Gimbal Connector	2	\$250.00	\$500.00	\$250.00	\$500.00	\$225.00	\$450.00	\$250.00	\$500.00	\$292.00	\$584.00	\$250.00	\$500.00	\$250.00	\$500.00	\$250.00	\$500.00		
5	DJI Matrice 200 Series Wingsland Z15 Gimbal Spotlight	1	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,250.00	\$2,250.00	\$2,500.00	\$2,500.00	\$2,925.00	\$2,925.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00		
6	DJI Smart Controller Enterprise	1	\$749.00	\$749.00	\$1,250.00	\$1,250.00	\$1,125.00	\$1,125.00	\$1,250.00	\$1,250.00	\$1,462.00	\$1,462.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00		
7	DJI CrystalSky/Cendence - Intelligent Battery	4	\$59.00	\$236.00	\$29.50	\$118.00	\$53.10	\$212.40	\$49.00	\$196.00	\$68.00	\$272.00	\$59.00	\$236.00	\$0.00	\$0.00	\$59.00	\$236.00		
8	DJI Mavic Mini Fly More Combo	1	\$0.00	\$0.00	\$89.85	\$89.85	\$450.00	\$450.00	\$450.00	\$450.00	\$583.00	\$583.00	\$499.00	\$499.00	\$0.00	\$0.00	\$499.00	\$499.00		
9	Go Professional Cases DJI Matrice 300 RTK	1	\$0.00	\$0.00	\$799.00	\$799.00	\$719.10	\$719.10	\$599.00	\$599.00	\$934.00	\$934.00	\$799.00	\$799.00	\$0.00	\$0.00	\$0.00	\$0.00		
10	Go Professional Cases DJI Matrice 300 Battery Case	2	\$0.00	\$0.00	\$149.00	\$298.00	\$134.10	\$268.20	\$119.00	\$238.00	\$174.00	\$348.00	\$149.00	\$298.00	\$0.00	\$0.00	\$0.00	\$0.00		
11	System Delivery & Training	1	\$0.00	\$0.00	\$3,500.00	\$3,500.00	\$855.45	\$855.45	\$750.00	\$750.00	\$3,900.00	\$3,900.00	\$3,000.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00		
12	System Setup & Configuration	2	\$0.00	\$0.00	\$250.00	\$500.00	\$75.00	\$150.00	\$0.00	\$0.00	\$5,000.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		
TOTAL EXTENDED COST <i>(All costs must be included or your bid will be disqualified)</i>			\$57,001.00		\$63,611.15		\$51,484.83		\$54,299.00		\$80,928.00		\$62,098.00		\$57,266.00		\$52,801.00			
DELIVERY:			4 to 6 weeks		30 days		30 days		No delivery period included		26 days		30 days		30 days		30 days			
Notes:			Cost of Items 8 through 12 fully discounted		Cost from initial bid version. No addendum acknowledged		Total includes \$2,709.00 discount		Item 12 included at no cost		Cost from initial bid version. No addendum acknowledged		Item 12 included at no cost		Cost from initial bid version. Items 7 through 12 included at no cost No addendum acknowledged		Items 9 through 12 included at no cost			