
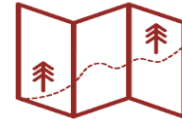


PORTFOLIO TITLE: [Unmanned Aerial Vehicle \(Drones\) Services \(2019-2024\)](#)
LEAD STATE: Commonwealth of Virginia

<p>OVERVIEW: The Master Agreements in this portfolio offer up to five service categories for unmanned aerial support (drone) service missions within twelve services zones throughout the US.</p>	<p>INITIAL TERM: November 1, 2019 through October 31, 2021 RENEWALS: Four additional 1-year renewal options. TOTAL TERM POSSIBLE: Six Years</p>																																							
<p>SERVICE CATEGORIES:</p> <ul style="list-style-type: none"> Emergency Support Services (ES) Law Enforcement Support Services (LE) Aerial Inspection or Mapping Data Services (AM) Agricultural and Gaming Support Services (AG) Agency Media Relations and Marketing Services (MM) 	<p>SERVICE ZONES:</p> <table border="1"> <thead> <tr> <th>Zone</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>	Zone	States within Each Zone	1	CT, MA, ME, NH, RI, VT	2	NY, NJ, PA	3	WV, VA, MD, DC, DE, NC, SC, KY, TN	4	GA, FL, AL, MS	5	OH, IN, IL, MI, WI, MN	6	IA, MO, NE, KS	7	OK, TX, AR, LA	8	ND, SD, MT, WY, ID	9	UT, CO, AZ, NM	10	WA, OR, CA, NV	11	AK	12	HI													
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<p>SUPPLIERS AVAILABLE: Awarded Contractors shall maintain 14 CFR Part 107 certification and valid insurance coverage in order to provide drone service flight missions in accordance with each Contractor’s awarded Service Categories and specified Service Zones as follows:</p> <table border="1"> <thead> <tr> <th>Supplier’s Name</th> <th>Service Categories Provided</th> <th>Service Zones Covered</th> </tr> </thead> <tbody> <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></tr> <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></tr> <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>Michael Baker Intl</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>SkyShots Photography</td><td>AM, AG, ES, LE, MM</td><td>3</td></tr> <tr><td>SkySkopes, LLC</td><td>LE, MM</td><td>1, 2, 3, 4, 5, 6, 7, 8, 10</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></tr> <tr><td>Vector Solutions, Inc.</td><td>AM, AG, ES, LE, MM</td><td>1, 2, 3, 4</td></tr> </tbody> </table>		Supplier’s Name	Service Categories Provided	Service Zones Covered	Alegna, Inc.	LE	5	Avion Solutions, Inc.	AM, AG, ES, LE, MM	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12	Charlotte UAV	AG, ES, LE, MM	1, 3, 4	DroneUp LLC	AM, AG, ES, LE, MM	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12	East Coast Awakening LLC	LE	7, 9	Elevate UAS	AM, AG, LE, MM	7, 8, 9, 10, 11	ERUdyne, Inc.	MM	11, 12	Michael Baker Intl	AM, AG, ES, LE, MM	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12	SkyShots Photography	AM, AG, ES, LE, MM	3	SkySkopes, LLC	LE, MM	1, 2, 3, 4, 5, 6, 7, 8, 10	TetraTech	AM, ES, LE, MM	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 12	Vector Solutions, Inc.	AM, AG, ES, LE, MM	1, 2, 3, 4
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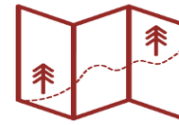
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<p><u>PRICING:</u> For a complete list of each supplier’s drone services mission pricing, including FAA licensed drone pilot services, please visit the supplier’s dedicated page within the Unmanned Aerial Vehicle (Drones) Services (2019-2024) portfolio on the NASPO ValuePoint website.</p>	
<p><u>PROCUREMENT BACKGROUND:</u> In 2017, the NASPO ValuePoint Management Board approved the Commonwealth of Virginia and its assigned Sourcing Team to conduct a public competitive solicitation for a new NASPO ValuePoint portfolio on Unmanned Aerial System (Drone) Services. In April 2018, Virginia released an RFP on its eProcurement system called the eVA Marketplace.</p>	
<p><u>STATES ON SOURCING TEAM:</u></p> <ul style="list-style-type: none"> ★ Virginia (Lead) ★ California ★ Connecticut ★ Montana ★ Oklahoma ★ Utah 	<p><u>SOLICITATION INFORMATION:</u></p> <p>Type: Request for Proposal (RFP)</p> <p>Solicitation Number: RFP 308-06</p> <p>Date Released: April 6, 2018</p> <p>Date Closed: June 27, 2018</p>
<p><u>PUBLIC POSTING OF SOLICITATION:</u></p> <p>Solicitation was Publicly Advertised from April 6, 2018 to June 27, 2018.</p> <ul style="list-style-type: none"> • Website Posted On: eVA Virginia’s Marketplace • Posting Link: Unmanned Aerial Vehicles RFP 308-06 • Number of Days RFP was Publicly Posted: 82 Calendar Days • Number of Amendments Posted: 4 	<p><u>PUBLIC OPENING:</u></p> <p>Sealed responses were publicly opened on June 27, 2018 at 1:00 pm EST, in Richmond, Virginia.</p>
<p><u>VENDOR RESPONSES:</u></p> <ul style="list-style-type: none"> • Number of Vendor Responses Received: 23 • Number of Non-Responsive Vendor Responses: 0 • Number of Vendor Responses Evaluated: 23 	<p><u>EVALUATIONS:</u></p> <p>Responses were evaluated by the members of the Sourcing Team during the week of August 28-30, 2018 in Richmond, Virginia.</p>
<p><u>EVALUATION CRITERIA:</u></p> <p>Responses were evaluated based on the following Evaluation Criteria:</p> <ol style="list-style-type: none"> 1. Methodology (Mission Capabilities, Customer Service, and Response Time) 2. Qualifications and Experience 3. Small Business Plan 4. Pricing 	



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SCORING:

Responses were scored according to the RFP’s Evaluation Criteria and anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State of Virginia as identified on the [Unmanned Aerial Vehicle \(Drones\) Services \(2019-2024\)](#) portfolio’s NASPO ValuePoint website.

AWARD:

In the fall of 2018, Virginia and the Sourcing Team sought and was granted approval of the RFP’s award by the NASPO ValuePoint Management Board. The RFP allowed for multiple vendor awards to the top scoring 15 vendors who were deemed to be fully qualified and earned the highest amount of the 1,000 maximum points possible.

PUBLIC POSTING OF AWARD:

Award Posting Start: August 9, 2019

Award Posting End: August 23, 2019

Posting Link: [Unmanned Aerial Vehicles RFP 308-06](#)

Total Days Posted: 10 Business Days

Vendors Awarded: 15

Protests Received: 0

AWARDED VENDORS:

1. Aerial Visions Pro LLC. *(Master Agreement canceled on 2/1/21)*
2. Alegna, Inc.
3. Avion Solutions, Inc.
4. Charlotte UAV
5. Draper Aden Associates Inc. *(Did not execute a Master Agreement)*
6. DroneUp LLC
7. Michael Baker International
8. East Coast Awakening LLC
9. Elevate UAS LLC
10. ERUdyne, Inc.
11. Measure UAS, Inc. *(Did not execute a Master Agreement)*
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14. Vector Solutions, Inc.
15. Tetra Tech, Inc.

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