

**WHATCOM COUNTY
SHERIFF'S OFFICE**
DONNELL "TANK" TANKSLEY
SHERIFF



PUBLIC SAFETY BUILDING
311 Grand Avenue
Bellingham, WA 98225-4038
(360) 778-6600

MEMO TO: The Honorable Members of the Whatcom County Council; and
The Honorable Satpal Singh Sidhu, County Executive

THROUGH: Brad Bennett, Finance Manager

FROM: Donnell Tanksley, Sheriff *DT*
Steve Harris, Undersheriff

DATE: July 17, 2024

RE: Recommend to Award Bid #24-74 – Supply of 2 Skydio X-10 drones, Accessories, Software, and Training

Background

Bids were duly advertised to for the purchase of two Skydio X10 drones, accessories, software, and training. The Sheriff's Office will utilize this equipment in the performance of county business, specifically during high risk operations, Search and Rescue, and technical investigations.

Two (2) bids were received on Tuesday, July 16, 2024. Axon Enterprises, located in Scottsdale, Arizona submitted the lowest responsive and responsible bid, as noted below:

BIDDER	ADDENDA (N/A)	SUBTOTAL	SALES TAX (9.0%)	TOTAL BID
Adorama Inc		\$ 55,032.72	\$ 4,952.94 ¹	\$ 59,985.66 ¹
Axon Enterprise Inc		\$ 52,737.80	\$ 4,746.40 ¹	\$ 57,484.20 ¹

¹ Sales Tax amount and Total Bid amount listed above for both bidders has been corrected due to a math error on Bid Response Forms submitted – the sales tax amount was not figured at the accurate amount of 9.0% on either response.

Funding Amount and Source

Funding for this purchase was approved in the General Fund by Council on Supplemental ID #2024-4589 (2024 Stonegarden FY20), as appropriated on Ordinance #2024-018. A budget modification was subsequently approved by the County Executive transferring the funds to the capital line item, as these drones meet the definition of a capital asset.

Requested Action

The Sheriff's Office requests the County Council and County Executive's approval to award Bid #24-74 to Axon Enterprises, in the amount of \$57,484.20.

Questions

Please contact Chief Deputy Jason Gum x6619 if you have any questions or concerns regarding this request.

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Recommendation

In accordance with WCC 3.08.030, I concur with this recommendation, and forward such to the County Council and County Executive for approval, per WCC 3.08.100(A).

A handwritten signature in blue ink, appearing to read "Brad Bennett".

Brad Bennett, AS Finance Manger

7/24/24

Date

Approved as recommended:

County Executive

Date of Council Action

Whatcom County
Bid #24-74
Supply of Skydio X10 Drones, Accessories, Software, and Training

Bid Response Forms

The bidder hereby acknowledges that they have read and understand all the specifications and bidding requirements. The bidder also acknowledges that any bid submitted which does not meet the minimum specifications may be deemed unresponsive and rejected on that basis.

Please print (in ink) or type all information on the Bid Response Forms, with exception to the signature field.

Company Name Axon Enterprise, Inc.

Address 17800 N. 85th Street

Scottsdale, AZ 85255

Submitted By Robert E. Driscoll, Jr., Deputy General Counsel

(Print Name & Title)

Signature



Phone 800.978.2737

E-Mail contracts@axon.com

For: Skydio X10 Drones, Accessories, Software, and Training as described in the bid solicitation

Submit Sealed Bids Before: **2:30 PM, Tuesday, July 16, 2024**

Deliver Bids To: Whatcom County AS-Finance/Purchasing
 311 Grand Avenue Suite 503
 Bellingham, WA 98225

F.O.B. Delivery Point: Whatcom County Sheriff's Office
 Public Safety Building
 311 Grand Avenue
 Bellingham, Washington 98225

We are offering to supply the following items in full accordance with the attached bid specifications.

ITEM	DESCRIPTION	QTY	PRICE EACH	EXTENDED TOTAL
1.	Skydio X10 drones, including accessories, software, and training as described in the Minimum Specifications.	2	\$ 26,368.90	\$ 52,737.80
			Freight	\$ 0
			Subtotal	\$ 52,737.80
			Sales Tax @ 9.0%	\$ 4,241.95 \$4,746.40; SW
			TOTAL BID	\$ 56,979.75 \$57,484.20; SW
Days to deliver after receipt of order:		By Aug. 31, 2024		

ADDITIONAL LIKE UNIT PURCHASING FOR COUNTY

The County may choose to purchase additional like units at the same proposal terms and pricing for two years from date of award of Bid #24-74. Yes No

WA STATE INTERLOCAL COOPERATIVE ACT 39.34

Other municipalities or political subdivisions may purchase the same goods at the same proposal terms and pricing, from the vendor for a period of two years from date of award of Bid #24-74. Participation is not mandatory. Yes No

Whatcom County
Bid #24-74
Supply of Skydio X10 Drones, Accessories, Software, and Training

References

If you *have not* done business with Whatcom County in the past five (5) years, please provide the following reference information for other government entities that you have sold similar pieces of equipment to in the last two (2) years.

Name:	<u>University of California-Davis (California)</u>
Address:	<u></u>
Contact Name:	<u>Sergeant Dylan Fakhimi</u>
Phone Number:	<u>925-584-4642</u>
Fax Number:	<u></u>
Email:	<u>defakhimi@ucdavis.edu</u>

Name:	<u>Larimer County Sheriff's Office (Colorado)</u>
Address:	<u></u>
Contact Name:	<u>Lieutenant Jamie L. Smith</u>
Phone Number:	<u>970-682-0574</u>
Fax Number:	<u></u>
Email:	<u>smithjl@co.larimer.co.us</u>

Name:	<u>Yuma Police Department (Arizona)</u>
Address:	<u></u>
Contact Name:	<u>Adrian Rodriguez</u>
Phone Number:	<u>928-373-4669</u>
Fax Number:	<u></u>
Email:	<u>Adrian.Rodriguez@YumaAz.Gov</u>

WHATCOM COUNTY BID OPENING RESULTS

The following information is a record of bidders and their bid totals as received at the time of the bid opening. All bids are subject to review by the requesting department and approval by the County Executive and the County Council. A formal award or rejection notice and tabulation will be issued to all participants or to any interested people once the bid has been awarded.

Bid #24-74 Supply of Skydio X10 Drones, Accessories, Software, and Training

Sheriff's Office

2:30 PM Tuesday July 16, 2024

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Distribution List – Pg 1/1
Supply of Skydio X10 Drones, Accessories, Software, and Training
Whatcom County Bid #24-74
(Deadline: 2:30 PM, Tuesday, July 16, 2024)

Direct all questions to: Jason Gum, Chief Criminal Deputy, jgum@co.whatcom.wa.us

Plans & Specs: Download available at no charge from <https://www.whatcomcounty.us/Bids.aspx>

The Bid Opening will be held live at <https://us06web.zoom.us/j/84126397248>. See the last page of this Distribution List for details.

	Company Name (Alphabetical)	Primary Contact Name	Email Address	Phone Number	Comments
1	ADORAMA INC.	Bonnie Tozzi, Bid Coordinator	biddept@adorama.com	212-741-0401	Prime
2	Aita	241585271	Email returned - undeliverable	024-158-5271	Info only; Non-bidder, non-supplier
3	AXON ENTERPRISE INC	Kym Penrose-Muldowney	kpenrosemuldowney@axon.com	646-216-8410	Axon is a reseller of Skydio drones.
4	bidnet	kurt Bidnet	gbs@bidnet.com	800-677-1997	
5	CJIS GROUP LLC	Harold Mcpeake	Email returned - undeliverable	765-605-8294	
6	DevCare Solutions Ltd	Gayathri Prithiviraj	karthika@devcare.com	614-221-2277	
7	Elitetex LLC	Jam	Email returned - undeliverable	949-899-0101	
8	erepublic	juan sanchez	jsanchez@erepublic.com	209-740-6329	
9	KUKER RANKEN	DARRELL C MADISON	dmadison@kukerranken.com	208-270-9123	survey, uas, uav, leica, DJI, Skydio, Autel,
10	Prime Vendor	Bid Clerk	primevendor123@gmail.com	910-805-9630	
11	SevenOutsource	Steave Walse	rfpalerts@gmail.com	315-308-7852	
12	Skydio, Inc.	Scott Minkoff	scott.minkoff@skydio.com	855-463-5902	Prime
13	THWilson Bonds	Sheila a smith	jtanner@bidprime.com	559-876-2610	Prime
14	Tiles in Style	Sam Shak	sam@tilesinstyle.com	630-219-1978	
15	visualinfomedia	sivakumar N	techzone@visualinfomedia.com	347-480-1475	

Whatcom County Public Bid Opening invitation:

Join Zoom Meeting:

<https://us06web.zoom.us/j/84126397248>

Meeting ID: 841 2639 7248

One tap mobile

+12532050468,,84126397248# US