

LEAGUE OF OREGON CITIES
UNMANNED AND REMOTELY OPERATED VEHICLE SYSTEMS OR DRONES
Solicitation No. 2355

Intent

The League of Oregon Cities (LOC) served as Lead Agency to solicit proposals for Unmanned and Remotely Operated Vehicle Systems or Drones. LOC works in cooperation with National Purchasing Partners “NPP” and its Government Division dba NPPGov, dba Public Safety GPO and dba Law Enforcement GPO (collectively hereinafter “NPPGov”), to service the LOC and NPPGov membership. The published Request for Proposal (RFP) contained provisions that permitted all members of LOC and NPPGov throughout the nation to “piggy-back” off the resulting Master Price Agreement.

Determination for issuing RFP vs. Sealed Bid

LOC has determined that it is advantageous for LOC to procure Unmanned and Remotely Operated Vehicle Systems or Drones using a secure competitive RFP process evaluated based on “best value” rather than sealed bidding. Sealed bidding limits evaluation of offers solely to compliance with the requirements, provides no opportunity to compare the product and service offerings among the vendors, and uses price as the predominate deciding factor. Such limitations prevent LOC from awarding the most advantageous contract(s) to LOC and its members.

Procedure

LOC issued an RFP (2355) on November 22, 2023.

The RFP was published in the Daily Journal of Commerce on November 22, 2023.

The RFP was published in USA Today on November 22, 2023.

The RFP closed on January 16, 2024.

The RFP was awarded on February 29, 2024.

The RFP was posted to the following web sites: orcities.org and nppgov.com.

The text of the published notice of solicitation is as follows:



LOC received a proposal(s) from the following vendor(s):

1. Adorama, Inc.
2. BRINC Drones, Inc.

Proposals were evaluated by LOC based on the criteria contained in the RFP and selected the following successful proposer(s):

1. Adorama, Inc.
2. BRINC Drones, Inc.

Evaluation

The evaluation was based on the following criteria as described in the RFP (weighted):

Component Evaluated	Weight
<u>Pricing:</u> Product price and discounts proposed included favorable pricing for cooperative purchasing. Shipping conditions. <i><u>PPW Section 7.0 and Attachment D.</u></i>	25
<u>Product Line (Score only categories proposed):</u> Breadth, variety, quality of product line and innovation of products. Warranty availability. <i><u>PPW Section 9.0 and Attachment C.</u></i>	15
<u>Marketing:</u> Marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region. Willingness to allow training of salesforce. <i><u>PPW Section 4.0.</u></i>	15
<u>Customer Service:</u> Support dedicated to Participating Agencies. Ability to meet promised delivery timelines. Additional services offered. Conduct e-commerce. <i><u>PPW Sub-Sections 2.3 & 2.4 and Section 6.0.</u></i>	15
<u>Proven Experience:</u> Success in providing products and services in a timely manner. Years in business, references, and reputation. Experience with cooperative purchasing. <i><u>PPW Sub-Section 1.2.</u></i>	15
<u>Coverage:</u> Ability to provide products and services for indicated coverage region including distribution, retail & service facilities, coordination of manufacturer and distribution, and staff availability. Clearly states distribution model and provides dealer list if applicable. <i><u>PPW Section 3.0 and Exhibit 1.</u></i>	10
<u>Conformance:</u> Completeness of proposal and the degree to which the Proposer responded to the terms and all requirements and specifications of the RFP. Followed the response format and content, was clear and easily understood. Provided Term's and Condition's, if applicable. <i><u>PPW Section 8.0 and 4.5 of RFP.</u></i>	5
<u>TOTAL</u>	100

Pricing Structure

Adorama, Inc.: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

BRINC Drones, Inc.: Proposer provided a discount off list price. See Price List Attachment in the resulting Master Price Agreement.

Additional Information

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