



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at *wvOASIS.gov*. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at *WVPurchasing.gov* with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.



Header 5

[List View](#)

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 697185

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0619

Vendor ID: VS000021577

SO Doc ID: FIC2000000003

Legal Name: ADVEXURE LLC

Published Date: 3/12/20

Alias/DBA:

Close Date: 3/19/20

Total Bid: \$46,200.00

Close Time: 13:30

Response Date: 03/19/2020

Status: Closed

Response Time: 12:41

Solicitation Description: Addendum No.2 Drones for Fire
Marshal's Office

Total of Header Attachments: 5

Total of All Attachments: 5



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Solicitation Response

Proc Folder : 697185

Solicitation Description : Addendum No.2 Drones for Fire Marshal's Office

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-03-19 13:30:00	SR 0619 ESR03172000000005372	1

VENDOR
VS0000021577 ADVEXURE LLC

Solicitation Number: CRFQ 0619 FIC2000000003

Total Bid : \$46,200.00 Response Date: 2020-03-19 Response Time: 12:41:46

Comments: Our team here at Advexure Unmanned appreciates the opportunity to work with the WV Fire Marshal's Office. Our bid submission fully adheres to the specs provided. Advexure is a tier one, DJI Enterprise Authorized Dealer & Distributor. This can be confirmed via DJI's website (<https://www.dji.com/where-to-buy/enterprise-dealers>) and we have also attached our official appointment letter from DJI Enterprise. All products purchased from Advexure come with FULL DJI warranty, in addition to Advexure's Premium Enterprise Support plan which provides a dedicated support channel to our customers 24/7/365.
 Due to the fact that DJI Enterprise operates on a UPP pricing policy. We are prohibited from discounting any DJI Enterprise product that is contained in their UPP. Instead, Advexure is however able to offer the State of West Virginia an 11% payment discount for payments made within 30 days of Invoice or Net Due in 40 days.
 Please contact me (Travis Waibel) directly with any questions. My direct office line is (424) 317-4451 and my cell phone is (920) 917-9566, email twaiabel@advexure.com
 Thank you,
 Travis
 Travis Waibel
 CEO, Enterprise Drone Solutions
 Email: twaiabel@advexure.com
 Direct: (424) 317-4451
 Mobile: (920) 917-9566

FOR INFORMATION CONTACT THE BUYER
 John W Estep
 (304) 558-7839
john.w.estep@wv.gov

Signature on File FEIN # DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Mavic 2 Dual SP Smart Controller or Equal	12.00000	EA	\$3,850.000000	\$46,200.00

Comm Code	Manufacturer	Specification	Model #
25130000			

Extended Description :	Mavic 2 Dual SP Smart Controller or Equal
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Comments: FULL ADHERENCE TO REQUESTED SPEC
Includes: (1) Mavic 2 Enterprise (Dual) Aircraft, (1) Remote Controller, (1) Self-Heating Flight Battery, (1) Battery Charger, (1) Protector Case (IP67 Rated), (3) Low-Noise Propeller Pairs, (1) Speaker, (1) Spotlight, (1) Beacon, (1) Extended Port Cover, (1) Power Cable, (1) Spare Control Stick Pair, (1) USB 3.0 to Type-C Communication Cable, (1) Type-C Female to Micro USB Male Adaptor, (1) RC Cable (Lightning), (1) RC Cable (Micro USB), (1) RC Cable (Type-C)



DJI Appoints Advexure as an Official Dealer and Distributor in North America

To Whom It May Concern,

DJI Enterprise (DJI Industrial Inc.) has officially appointed Advexure as an official DJI Enterprise dealer and wholesale distributor in all North American Territories (United States and Canada) which includes all 50 states. This authorizes Advexure to sell DJI products such as the M200 Series, XT2 Thermal Camera, Z30 Camera, X5S Camera, Mavic 2 Enterprise, Phantom 4 RTK, DJI Enterprise Shield, amongst others. DJI has partnered with Advexure for many years as their team has worked to help pioneer drone technology in a wide variety of professional and industrial applications. Purchases made through an officially appointed DJI Enterprise Dealer can confirm proper hardware, software, and other DJI service items.

Thank you,

A handwritten signature in black ink, appearing to read 'Rob Clark'. The signature is fluid and cursive, with a long horizontal stroke at the beginning.

Rob Clark
Enterprise Sales Manager

DJI Enterprise
201 S. Victory Blvd, Burbank, CA 91502
Mobile: +1-650-445-8281
rob.clark@dji.com
www.dji.com

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ FIC2000000003

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | | | |
|-------------------------------------|----------------|--------------------------|-----------------|
| <input checked="" type="checkbox"/> | Addendum No. 1 | <input type="checkbox"/> | Addendum No. 6 |
| <input checked="" type="checkbox"/> | Addendum No. 2 | <input type="checkbox"/> | Addendum No. 7 |
| <input type="checkbox"/> | Addendum No. 3 | <input type="checkbox"/> | Addendum No. 8 |
| <input type="checkbox"/> | Addendum No. 4 | <input type="checkbox"/> | Addendum No. 9 |
| <input type="checkbox"/> | Addendum No. 5 | <input type="checkbox"/> | Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

ADVEXURE LLC

Company

Travis Waibel

Authorized Signature

3/19/20

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

Exhibit A

Pricing Sheet for DJI Mavic 2 Enterprise Dual SP Smart Controller or Equal

Item #		Description of Service	Flat Rate Amount	Number of Items Needed	Extended Amount
1	3.1.1	DJI Mavic 2 Enterprise Dual SP Smart Controller or Equal	\$3,850.00	12	\$46,200.00
Grand Total					\$46,200.00

Vendor Name: ADVEXURE LLC

Vendor Address: 2288 WESTWOOD BLVD, STE 100 LOS ANGELES, CA 90064

Email Address: TWAIBEL@ADVEXURE.COM

Phone Number: (424) 317-4451

Fax:

Signature: *Travis Waibel*

Advexure LLC

2288 Westwood Blve, Ste 100
Los Angeles, CA 90064 USA

Phone: (424) 317-4450

Toll Free: (855) 625-2055

Email: info@advexure.com

Web: www.advexure.com

March 19, 2020

State of West Virginia

Attn: John Estep

2019 Washington Street E

Charleston, WV 25305-0130

BID SOLICITATION #FIC2000000003: "Drones for Fire Marshal's Office"

John Estep:

We appreciate the opportunity to work with and support the State of West Virginia Fire Marshal's Office with their UAS program and equipment.

I hereby confirm that that Advexure's bid complies with all specs set forth in the RFQ. Our proposal and itemized quote includes all line items requested.

Due to the fact that DJI Enterprise operates on a UPP pricing policy. We are prohibited from discounting any DJI Enterprise product that is contained in their UPP. Instead, Advexure is however able to offer the State of West Virginia an **11% payment discount for payments made within 30 days of Invoice** or Net Due in 40 days.

Advexure has been established since 2014 as a DJI Tier One Authorized Dealer & Distributor. Attached to our bid submission we have included a copy of our appointment letter from DJI.

Warranty Information. All DJI products purchased from Advexure as a DJI Authorized Dealer have a valid DJI Limited Warranty. Please visit <https://www.dji.com/service/policy> for more information on warranty periods and terms.

Advexure can commit itself to shipment in full within 14 days of PO receipt. Delivery transit to West Virginia will be 5-6 business days. We carry a very large inventory of DJI equipment here in our Los Angeles, CA facility and our prep process will take about 2-4 days to complete, this prep time is already factored into our total lead time.

Full product specification data for each product is available upon request and can also be obtained on the DJI and Advexure.com websites

We pride ourselves on our commit to service and a world class customer experience. We kindly invite you to research our team's reputation. Customer references are always available upon request.

Should you have any follow-up questions or need any clarification on any of our above questions, please contact me directly any time.

Thank you,



Travis Waibel

CEO, Enterprise Drone Solutions

Email: twaiibel@advexure.com

Direct: (424) 317-4451

Mobile: (920) 917-9566



AERIAL DRONE & FILM SYSTEMS

www.advexure.com

(855) 625-2055

support@advexure.com

CONFIDENTIAL
SALES QUOTE

DATE	QUOTE #
3/19/2020	49874

BILLING
State of West Virginia Attn: John Estep 2019 Washington Street E Charleston, WV 25305-0130

SHIPPING
WV State Fire Marshal's Office Attn: George Harms 1207 Quarrier Street, 2nd Floor Charleston, WV 25301

REP	CUSTOMER PHONE #	CUSTOMER E-MAIL	QUOTE VALIDITY	PAYMENT TERMS
TW		john.w.estep@wv.gov	90 Days	11% 30, Net 40

SKU	PRODUCT	QTY	PRICE	AMOUNT
DJI-M2EDSC	<p>BID SOLICITATION #FIC2000000003 "Drones for Fire Marshal's Office"</p> <p>DJI Mavic 2 Enterprise (Dual) w/ Smart Controller and DJI Enterprise Shield Basic</p> <p>Includes: (1) Mavic 2 Enterprise (Dual) Aircraft, (1) Remote Controller, (1) Self-Heating Flight Battery, (1) Battery Charger, (1) Protector Case (IP67 Rated), (3) Low-Noise Propeller Pairs, (1) Speaker, (1) Spotlight, (1) Beacon, (1) Extended Port Cover, (1) Power Cable, (1) Spare Control Stick Pair, (1) USB 3.0 to Type-C Communication Cable, (1) Type-C Female to Micro USB Male Adaptor, (1) RC Cable (Lightning), (1) RC Cable (Micro USB), (1) RC Cable (Type-C)</p> <p>DJI Enterprise Shield Program: DJI's Enterprise Shield program provides accidental coverage for two replacements (\$249 for 1st replacement, \$289 for 2nd replacement) for accidental damage such as crashing, water damage, or signal interference. This efficient and total accident protection service provides greater peace of mind for your DJI aircraft(s). Also includes 1 year of free ground shipping on all repairs and significantly reduced repair costs.</p> <p>PAYMENT DISCOUNT Due to the fact that DJI Enterprise operates on a UPP pricing policy. We are prohibited from discounting any DJI Enterprise product that is contained in their UPP. Instead, Advexure is however able to offer the State of West Virginia an 11% payment discount for payments made within 30 days of Invoice or Net Due in 40 days.</p>	12	3,850.00	46,200.00T

STATEMENT REGARDING U.S. TARIFFS: Due to ongoing impacts of import tariffs on DJI products, Advexure reserves the right to amend outstanding quotes to adjust for DJI universal pricing changes from September 4, 2018 and forward.

The Advexure Support Team of drone experts is available 7 days a week by live chat, phone, and email. Advexure is one of the longest serving DJI dealers and distributors in the US. If you have any immediate questions for our team please don't hesitate to reach out.



AERIAL DRONE & FILM SYSTEMS

www.advexure.com (855) 625-2055 support@advexure.com

CONFIDENTIAL
SALES QUOTE

DATE	QUOTE #
3/19/2020	49874

BILLING
State of West Virginia Attn: John Estep 2019 Washington Street E Charleston, WV 25305-0130

SHIPPING
WV State Fire Marshal's Office Attn: George Harms 1207 Quarrier Street, 2nd Floor Charleston, WV 25301

REP	CUSTOMER PHONE #	CUSTOMER E-MAIL	QUOTE VALIDITY	PAYMENT TERMS
TW		john.w.estep@wv.gov	90 Days	11% 30, Net 40

SKU	PRODUCT	QTY	PRICE	AMOUNT
	UPS Ground Shipping included		0.00 0.00%	0.00T 0.00

TOTAL \$46,200.00

STATEMENT REGARDING U.S. TARIFFS: Due to ongoing impacts of import tariffs on DJI products, Advexure reserves the right to amend outstanding quotes to adjust for DJI universal pricing changes from September 4, 2018 and forward.

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