



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](http://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](http://WVPurchasing.gov) with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 2

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: VS0000015449

SO Doc ID: FIC2000000003

Legal Name: Vector Solutions, Inc

Published Date: 3/12/20

Alias/DBA: Vector Solutions

Close Date: 3/19/20

Total Bid: \$46,200.00

Close Time: 13:30

Response Date: 03/19/2020

Status: Closed

Response Time: 12:43

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

Total of Header Attachments: 2

Total of All Attachments: 2



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 ESR03192000000005424	1

<b>VENDOR</b>
VS0000015449 Vector Solutions, Inc Vector Solutions

**Solicitation Number:** CRFQ 0619 FIC2000000003

**Total Bid :** \$46,200.00      **Response Date:** 2020-03-19      **Response Time:** 12:43:37

**Comments:**

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

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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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			

<b>Extended Description :</b>	Mavic 2 Dual SP Smart Controller or Equal
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**Drones for Fire Marshal's Office**  
**CRFQ FIC2000000003**  
**Version 1 | Response**

**Proposal Submitted by:**

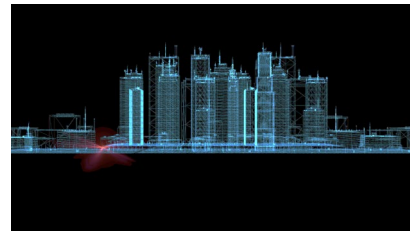
Vector Solutions, Inc.  
92 Cornerstone Drive, Suite 218  
Cary, NC 27519  
[contracts@vectorsolutions.us](mailto:contracts@vectorsolutions.us)  
Office: (877) 520-5521



CAGE 7H4F5  
DUNS 044612087  
TIN 46-5605972

**Proposal Prepared by:**

Brendon Bartholomew  
Vice President  
[bb@vectorsolutions.us](mailto:bb@vectorsolutions.us)



**Proposal Submitted to:**

John Estep  
Contracting Officer  
[John.w.estep@wv.gov](mailto:John.w.estep@wv.gov)



**Response Due March 19, 2019 | 1:30 EST**

The Company represents and warrants that the undersigned representative has the authority to bind the Company to the terms of this Proposal.

**Brendon Bartholomew**  
Vice President

This document includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided and protected by applicable Regulation and Law. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in all pages of this document.



**Mr. John Estep**

**Re: Response**

Vector Solutions, Inc is pleased to present this proposal for consideration in support of the West Virginia's Fire Marshal's Office, CRFQ FIC2000000003. As detailed in this overview, Vector possesses the personnel, approach, and past performance necessary to deliver superior performance in support of the West Virginia's Fire Marshal's Office.

**COMPANY INFORMATION:**

Company Name/Address:	Vector Solutions, Inc 92 Cornerstone Drive, Suite 218 Cary, NC 27519
Company Telephone Number:	(877) 520-5521
Company PoC:	Brendon Bartholomew, Vice President Cell: (253) 680-9330 Fax: (919) 882-1628 Email: <a href="mailto:bb@vectorsolutions.us">bb@vectorsolutions.us</a>
SAM Registration Expiration:	7/31/21
Cage Code:	7H4F5
DUNS #:	044612087
NAICS Code:	611699
TIN:	46-5605972
Business Type:	Service-Disabled Veteran-Owned Small Business (SDVOSB) Exp. 4/23/2022

**COGNIZANT SECURITY OFFICE**

The offeror certifies that it possesses a current TOP SECRET facility clearance with SECRET safeguarding.

The offeror's cognizant security office and point of contact is:

Matt Wells  
Virginia Beach Field Office (IOFSV)  
277 Bendix Road, Suite 200  
Virginia Beach, VA 23452  
757-457-32



## Company Overview

Vector Solutions, Inc. is a service-disabled veteran-owned small business (SDVOSB) specializing in tactical aircraft and pilot services, both manned and unmanned aircraft (UAS/Drone). Our team members are industry leaders in multiple specialties. By leveraging diverse backgrounds, we provide subject matter expertise in manned and unmanned tactical aviation to include Intelligence, Surveillance, Reconnaissance (ISR), Search & Rescue, Strategic and Tactical Airlift, Inspection, Emergency Management, and Disaster Response operations. Our highly skilled instructors have thousands of fixed wing hours in tactical US military and other government agency aircraft. This expertise ensures the most comprehensive training to produce competent, safe drone pilots and a broad range of resources to develop a robust, scalable and sustainable UAS program.

**Vector Solutions is more than an equipment provider, committed to partner success throughout the life of the program.**

Vector is committed to be an industry partner, not just an equipment provider. In the following pages we will show you that not only our prices are competitive, but we are hands down the best value partner- committed to the success of the entire program. Our value-add products and services are industry leading, recognized often as “Best-in-class”

Vector Solutions was established in 2014, when the founders combined their backgrounds of Fighter/Airborne Attack, Special Operations and Airlift specialties to create a dynamic, responsive and tactically relevant aviation integration company. Today, Vector Solutions is a preferred vendor for United States Special Operations Command, providing manned and unmanned aircraft services and training to special operations forces operating around the world. We also have documented support for Law Enforcement, First Responders and Emergency Managers in North Carolina, South Carolina, Florida, Alabama, Arizona and Washington State. Our team of over 20 professionals include Aviation, Intelligence, Training, Safety, and Logistics personnel capable of meeting the most demanding requirements from our clients.

Vector Solutions is confident that the experience, capabilities and value we offer can only be found in a globally oriented company, experienced in performing tactical air, defense and training operations. Our cross-functional expertise will ensure a strong and successful relationship with the client. As the predominant ISR provider to Marine Corps Forces Special Operations Command (MARSOC), a partner with the State of South Carolina Department of Corrections, and preferred UAS support and training contractor for the US State Department (Bureau of International Narcotics and Law Enforcement Affairs (INL)), our UAS Tactics, Techniques and Procedures (TTP) and broad base of experience enables the Vector team to provide unmatched professional UAS products and training services. Vector's quality and expertise is unparalleled in the UAS enterprise.

Our proprietary Training, Operations, Safety, and Sustainment (TOSS™) is often regarded as industry leading and best-in-class. A full overview of the TOSS program is provided in **Attachment 1**.



## Experience & Qualifications

Vector Solutions leverages decades of Special Operations knowledge and experience to create the industry leading Unmanned Aerial Systems program. As a turn-key provider, Vector supports the full life cycle of UAS management through our proprietary Training, Operations, Safety and Sustainment (TOSS) program. The program design supports increased effectiveness and efficiency while reducing liability. Our certified program managers, instructors, and subject matter experts feed from special mission aviation operations and industry best practices. As leaders in the field, our program supports agencies with equipment and training solutions, tailored and customizable for each milestone in the development and sustainment of effective and safety focused UAS operations.

- FAA Part 107 Certified UAS Instructor Pilots
- Worldwide Deployable Mobile Training Teams (MTT)
- Tailorable Training Solutions to Build Sustainable Safety Programs
- On-site equipment set-up and troubleshooting
- Tactical Scenario Development and Training
- Balanced Classroom & Hands-on Operations
- Basic Flight Principles, Tactical Flight Ops
- FAA Certificate of Authorization consulting services
- Standard Operating Procedures, Waiver Submissions
- Training Provides Foundation for Crew Resource Management (CRM), Operations Risk Management (ORM), Safety Management Systems, & Aeronautical Decision Making
- Report Generation and Compliance Matrix for Agency Leaders

Gene "Howe" Hildebrand (Lieutenant Colonel USAFR), Chief Pilot and Director of Operations, has over 17 years as a United States Air Force pilot, with experience in strategic and tactical airlift, as well as spending over 9 years in Air Force Special Operations Command. He is a certified Combat Aviation Advisor, with operational, cultural, and language expertise in Central Asia, the Middle East and South America, having worked extensively with the US Department of State and Partner Nation governments and militaries. Howe holds ATP and CFII certificates, currently flies multiple fixed-wing aircraft and maintains a current FAA Part 107 certification.

David Glisson, UAS Program Manager, has over 20 years of law enforcement experience and is a certified law enforcement instructor. His specialties include UAS operations, firearms instruction, armorer, emergency medicine, special event coordination, incident management, search and rescue, and tactical operations. He holds a current FAA Part 107 certification.



## Equipment Overview & Familiarity

The Mavic 2 Enterprise Dual is designed to be a compact solution that is easily deployable whether you need an eye in the sky for search and rescue, policing and firefighting support or for investigating infrastructures. The Mavic 2 Enterprise Dual supports both DJI Pilot, which is a robust app that gives you full control over the drone's features, and DJI Flight Hub, an app that lets you manage operations for the drone and the rest of your aerial fleet. With the addition of the FLIR thermal imaging sensor, the Enterprise Dual enables the following additional display modes within the DJI Pilot app:



- a) FLIR MSX: Combines data from both sensors in real time. This is designed to help enhance visual details and let pilots identify critical information that may have otherwise been invisible to the naked eye.
- b) Spot Meter: Shows the average temperature of an object. This is designed to help better locate hard- to-find targets or stay clear of potentially hazardous substances.
- c) Area Measurement: Displays the average, lowest, and highest temperatures in an area and their corresponding locations. This is designed to help inspectors and other professionals on the ground to better assess their surroundings, and then quickly identify problem objects.
- d) Isotherm: This allows pilots to search for specific temperature ranges using a custom color palette and gives you the option of creating custom profiles. The ability has the potential of helping groups, such as firefighters, to find hot spots or locate individuals for rescue.

Characteristics	Mavic Enterprise Drone or equal
Weight of unit w batteries	2 lbs.
Max takeoff weight w batteries	2.4 lbs.
Max payload w batteries	n/a
Dimensions (unfolded)	12.7 x 9.5x 3.3 in. (LxWxH)
Hovering accuracy	±0.3 ft (with Vision Positioning) ±1.6 ft (with GPS Positioning) ±5 ft (with GPS Positioning)
Max ascent speed with no payload	16.4 ft/s (S-mode [1]) 13 ft/s (P-mode)
Max ascent speed with payload	9 mph (S-mode with accessories [1]) 9 mph (P-mode with accessories)
Max descent speed	9.8 ft/s (S-mode [1]) 9.8 ft/s (P-mode)
Max horizontal speed with no payload	
Max horizontal speed with payload	45 mph (S-mode, without wind) 31 mph (P-mode without wind)



Max operating height above sea level	20,000 feet
Max wind resistance	27–35 ft/s
Max flight time no payload	31 minutes
Max flight time with payload	25-28 minutes
Operating temperature	14°F to 104°F
Max operating range	4.3 miles
How long to charge flight batteries?	2 hours 15 mins
Does unit have anti-collision beacon?	Yes
Describe camera utilized including resolution, MP, etc.	<p><i>M2ED Thermal Camera: Sensor Resolution: 160×120</i>  <i>Spectral Band: 8-14 μm</i>  <i>Recording Modes: 640×360 @8.7fps</i>  <i>Photo: JPEG</i>  <i>Video: MP4, MOV (MPEG-4 AVC/H.264)</i></p> <p><i>M2ED Visual Camera: Sensor 1/2.3" CMOS; Effective pixels: 12M</i>  <i>ISO Range: Video: 100-3200 (auto)</i>  <i>Photo: 100-1600 (auto)</i>  <i>Max Image Size 4056×3040 (4:3) ; 4056×2280 (16:9)</i>  <i>Photo: JPEG</i>  <i>Video Format: MP4, MOV</i></p>

## Price

We understand that WV State Fire Marshall is most assuredly concerned about the total overall price as a priority. In the pages of this document we will show you our price and non-price value add solutions maximize the incentive structure. As a top tier DJI Enterprise Solutions reseller, Vector Solutions is proud to outline this total value proposition.

DJI has implemented a Unilateral Pricing Policing, restricting dealers from advertising or selling products below the authorized price. In figure 1 you will see that DJI reserves the right to not fill orders that violate this policy. WV State Fire Marshall will likely receive “low ball” prices from non-authorized dealers, or those that are willing to violate the policy with DJI. We encourage WV State Fire Marshall to throw those bids out due to price reasonableness.

**The Vector pricing strategy provides outstanding price and non-price value additions.**

**All non-price-controlled items have been included as part of the total package.**



## DJI Unilateral Pricing Policy (For DJI Enterprise Products)

### 4. Policy Enforcement

- a. DJI reserves the right to cancel any pending orders, to restrict future orders, or to suspend dealer's accounts if DJI reasonably believes a dealer has violated this Policy or intended to violate this Policy.
- b. This Policy will be enforced by DJI in its sole discretion. Only DJI's UPP Monitoring Team can determine whether a violation of this Policy has occurred, as well as determine appropriate enforcement actions. Dealers, distributors or resellers have no right to enforce this Policy.
- c. DJI monitors the pricing of DJI Products by dealers, either directly or via the use of third party agencies or tools. Dealers are expected to provide reasonable cooperation. Hindering, obstructing, delaying, or otherwise failing to cooperate with a DJI UPP investigation will be considered a violation of this Policy.
- d. Violations of this Policy may result in summary termination of our business relationship.

### Figure 1. Excerpt from DJI Unilateral Pricing Policy

In addition to the delivery of all drone and support equipment, Vector will also provide the following:

- **30 Day Extended Warranty.** In addition to the manufacturer's warranty, Vector will provide a no-conditions warranty for 30 days from the date of delivery. This warranty will support any items required from the customer and will be handled directly by Vector, effective from the date of receipt at the WV State Fire Marshall shipping location outlined by the contract.
- **Warranty Support Augment.** During the course of the manufacturer's warranty, Vector will act on behalf of the WV State Fire Marshall to conduct all warranty claims with DJI. As an authorized enterprise dealer, we will be able to expeditiously process the warranty actions required by the Department.
- **Free Shipping.** Vector will not charge the Department for any shipping or duty costs for delivery to the facility outlined in the contract.

## Warranty

The manufacturer, DJI, provides full warranty service. During the course of the manufacturer's warranty, Vector Solutions will act on behalf of the WV State Fire Marshall to coordinate/conduct all warranty claims with DJI. As an authorized enterprise dealer, we are able to move expeditiously



process the warranty actions required. In addition to the manufacturer's warranty, Vector will provide a no-conditions warranty for 30 days from the date of delivery. This warranty will support any items required from the customer and will be handled directly by Vector Solutions, effective from the date of receipt at the shipping location outlined by the contract. Additionally, Vector Solutions will provide the WV State Fire Marshall with loaner equipment (Mavic 2 Enterprise Dual or similar) during verified warranty actions. Equipment will be the same or similar to the aircraft purchased.

DJI warrants that each DJI product that you purchase is free from defects in materials and workmanship under normal use during the warranty period. Damages caused by the customer or by negligence in the use of the product are not covered by the standard warranty.

Component	Time Period	Component	Time Period
Electronics and Flight Control	24 months	Gimbal and Camera	6 months
Positioning Systems	6 months	Remote Control	6 months
Batteries	6 months with less than 200 charging cycles	Battery Charger	6 months
Gimbal Mechanical Parts	12 months	Frame and Propellers	Not covered

## Services

If requested/required, Vector Solutions is prepared to provide the West Virginia's Fire Marshal's Office with tailored training solutions to include, but not limited to:

- FAA Part 107 Test Preparation & Test Taking Strategies
- Practical Aircraft Operations
- UAS Safety
- UAS Program Sustainment

Vector Solutions can provide one or more UAS instructors with expertise in DJI products. Our instructors have Law Enforcement and Special Operations backgrounds to include Combat Aviation Advisor training. Our instructor pilots are experts in unmanned aerial systems operations in a tactical environment. Our first and foremost priority is the safe operation of the unmanned systems. Once all students have demonstrated safety principles, we focus on proficiency and mastery of the Key Learning Points.

Throughout our training program for the West Virginia's Fire Marshal's Office, we will focus on individual skill levels, matching fundamental airmanship components with a mixture of robust Intelligence, Surveillance and Reconnaissance (ISR) techniques employed by Vector Solutions sensor operator instructors with special operations background.

Vector Solutions provides full-spectrum operational drone services. We use state-of-the art drone systems to provide our clients with features ranging from hi-definition imagery, 4k video streaming, video distribution, thermal imaging, and search and rescue applications to



tactical exploitation, ISR, Fire Fighting, and Industrial Applications. Additionally, our drones can deliver cargo or maintaining airborne payloads, as well as tethered-power flight for long-duration on-station times.

Vector Solutions provides FAA Part 107 certified pilots with the qualifications and backgrounds to match mission requirements. Our pilots are managed by a team of Air Force Special Operations aviators with decades of aircraft flying experience in all facets of tactical aviation. That experience gives our team the ability to match the appropriate pilot and equipment with the directed requirement. Our goal is to ensure the end-user will never need to worry if the pilot, services or equipment being provided will be capable of meeting mission requirements.

Our current add-on services include:

Drone Strategy Planning and Consulting	Emergency Support Services	Special Event Surveillance
Law Enforcement Tactical Training	UAS Search and Rescue Training	UAS Accident Reconstruction Training
Drone Project Monitoring	Drone Safety Program Management	Large Scale Mapping

## Past Performance

### City of Orange Beach, AL

Name of Department: Orange Beach Police Department

Point of Contact: Lieutenant Rob Howard

Contact Information: rhoward@orangebeachal.gov

Dates of Service: In-progress

Description of UAS Equipment Sold and Training Conducted: DJI Matrice 210, DJI Zenmuse XT2, DJI Zenmuse Z30, DJI Mavic Air, Elistair Tethered Drone Station

### City of Myrtle Beach, SC

Name of Department: Myrtle Beach Police Department

Point of Contact: Captain Orion Cozene

Contact Information: ocozene@cityofmyrtlebeach.com

Dates of Service: In-progress

Description of UAS Equipment Sold and Training Conducted: DJI Matrice 210, DJI Zenmuse Z30, DJI FLIR Zenmuse XT, TB55 Intelligent Flight Batteries, WB37 Intelligent Batteries, CrystalSky Remote Controller 7.85 in, Zenmuse Z30, Matrice 200/210 Case, Elistair Tethered Drone Station



**City of Boca Raton, FL**

Name of Department: Boca Raton Police Department

Point of Contact: Captain Peter Buhr

Contact Information: pbuhr@ci.boca-raton.fl.us

Dates of Service: In-progress

Description of UAS Equipment Sold and Training Conducted: DJI Matrice 210, DJI Mavic Pro, DJI Phantom 4 Pro, Zenmuse Z30, Zenmuse XT, Zenmuse X5S, Matrice 200/210 Case.

## Conclusion

Vector Solutions is a leading provider of aerospace defense including both manned and unmanned aircraft systems (UAS/Drone). We currently provide top-level services to multiple government and civilian agencies and will give the same attention to the West Virginia's Fire Marshal's Office throughout every process of delivery, training, and warranty services.

To ensure we are providing the best service we will have the West Virginia's Fire Marshal's Office in contact with our key company personnel. These include our Vice President Brendon Bartholomew, who has more than 19 years serving in the United States Air Force and currently serves in the US Air Force Reserves. He holds an Airline Transport Pilot (ATP) certificate, currently flies multiple fixed-wing aircraft, and maintains a current FAA Part 107 certification. Our company's Program Manager, Gene "Howe" Hildebrand, has also served more than 18 years in the US Air Force and also currently serves in the US Air Force Reserves. He is a certified Combat Aviation Advisor, and currently maintains his FAA Part 107 certification. On top of providing our key personnel to the West Virginia's Fire Marshal's Office we will also provide troubleshooting, warranty, on-site/off-site training, and UAS client relations.

Vector Solutions is uniquely qualified to carry out this bid and provide any other services required. We look forward to supporting this effort and the West Virginia's Fire Marshal's Office in the future.



# TOSS™

## TRAINING, OPERATIONS, SAFETY & SUSTAINMENT PROGRAM

Vector Solutions leverages decades of Special Operations knowledge and experience to create the industry leading Unmanned Aerial Systems program. As a turn-key provider, Vector supports the full life-cycle of UAS management through our proprietary Training, Operations, Safety and Sustainment (TOSS™) program. The program design supports increased effectiveness and efficiency while reducing liability. Our certified program managers, instructors, and subject matter experts feed from special mission aviation operations and industry best practices. As leaders in the field, our program supports agencies with equipment and training solutions, tailored and customizable for each milestone in the development and sustainment of effective and safety focused UAS operations.

### Training

- Instructors with Tactical Aviation
- Instructors Special Operations Backgrounds
- FAA Part 107 Certified UAS Instructor Pilots
- Worldwide Deployable Mobile Training Teams (MTT)
- Tailorable Training Solutions
- Tactical Scenario Development and Training
- Balanced Classroom & Hands-on Operations
- Test Prep, Basic Flight Principles, Tactical Flight Ops
- Standard Operating Procedures, Waivers, & More!

### Safety

- Reduces liability and provides continuity and oversight for UAS program managers
- Vector Solutions' Documented Safety Program Provides The Foundation for Your Organization's UAS Safety Program
- Training Provides Foundation for Crew Resource Management (CRM), Operations Risk Management (ORM), Safety Management Systems, & Aeronautical Decision Making
- Tailorable Training Solutions to Build Sustainable Safety Programs
- Report Generation and Compliance Matrix for Agency Leaders

### Operations

- UAS Support & Flight Services
- Program Consultation & Development
- Waiver Writing & Submission Support
- On-call Tech & Sustainment Support
- On-site Training & Operations Support
- Certified Audit for FAA & Regulatory compliance
- Standard Operating Procedure (SOP) Development
- Tactical Training, Flight Operations Support, System Integration
- Command & Control Support, Equipment Acquisition

### Sustainment

- Field Care for UAS Equipment & Programs
- Manufacturer Recommended Protocols
- Maintenance & Warranty Actions
- Live Tech Support
- On-call Consultation
- Standard Operating Procedures Development
- Requirements Development
- Tech Refresh product update support
- Rapid Acquisition Support

# THE VECTOR ADVANTAGE



The Vector Advantage is our commitment that as an one of the industry leading UAS service and solutions providers, we guarantee our partners are always satisfied from start to finish. Our strategic TOSS (Training, Operations, Safety, and Sustainment) program was created to properly outfit agencies with the advantages they need to develop unmanned systems programs. Vector Aerial will ensure that your needs are met and never leave you without support.

- Quotes within 24 Hours
- No Questions Asked 30 Day Warranty
- Manufacturer Warranty Support
- 24/7 Tech Support\* – Video/Phone
- Equipment Repair
- Software Configuration
- Custom Accessories\*
- Lease Options
- Free Shipping
- Early Pay Discount
- Extended Warranty Configuration
- 72 Hour Replacement Loan\*
- Guaranteed Delivery Date\*
- Equipment Setup
- Firmware Updates
- Custom Drone Training\* (1, 3, 5 Day Options)
- Tech Refresh\*
- Consulting Services\*
- Drone as a Service\*
- Buyback Program

\*Fee based service





# THE VECTOR ADVANTAGE

For further clarification we have included descriptions of eight of our Vector Advantages. If you would like more information about these or others listed on this flyer reach out to us at 877.520.5521 or [drone@vectorsolutions.us](mailto:drone@vectorsolutions.us).

## **30 Day “No Questions Asked” Warranty**

Let Vector assume the risk for your first flight. In the first thirty days from delivery, we will guarantee that our technical support services will get you off the ground flawlessly. If an accident happens, send it back to us and we will repair or replace your equipment.

## **Consulting Services\***

When developing a program or requesting a waiver is not something you want your agency personnel to spend their time on, call us to accomplish the tasks at a fraction of the time and cost. Our full spectrum consulting services will support you in your program development and regulatory compliance.

## **Manufacturer Warranty Support**

Dealing with the OEM is oftentimes a hassle. As a preferred enterprise dealer, we will complete all of your warranty claims so you don't have to. We will report the status and ensure that you get provide expert help. As an enterprise dealer we are able to expedite the process through our dealer only channels, making your warranty claims hassle free.

## **Tech Refresh\***

Is your equipment becoming obsolete? Time for an upgrade! As part of our refresh program, we will provide replacement value for your existing equipment against the purchase of new equipment. Always have the most up to date technology when it's time for a mission.

**\*Fee Based Services**

## **Drone as a Service\***

Do you have a special event that requires an increase in capacity? Our trained and insured operators will arrive with maintained airborne vehicles assets and sensors. With robust flight experience, our operators will integrate into your operation or simply provide you the UAS service that you need.

## **Software Configuration**

Utilizing multiple software inputs to conduct your UAS operations can be quite a challenge and an impediment to getting flying on the first day. Vector will setup new accounts, configure the settings based upon your use case and preferences, and integrate with any third party software providers that you use.

## **72 Hour Loan Replacement\***

Timing is everything and downtime can result in critical losses. We stock a ready inventory of all items that we sell and can overnight replacement components, so you are always at the ready. We guarantee that we will have replacement equipment to you within 72 hours of your request. We'll keep you flying while we process your warranty claims for you.

## **Lease Options**

Certain requirements necessitate increased capacity. In cases where you need more drones available but don't want to keep them as your own, Vector offers lease options of our expertly maintained and insured in-house drone equipment. Short or long term leases are available to ensure you have the right equipment at the right time without having to completely purchase new equipment.



Vector Solutions, Inc  
 5448 Apex Peakway Drive  
 Suite 263  
 Apex, NC 27502

Phone (877) 520-5521 Fax (919) 882-1628

www.vectorsolutions.us

# Quote

Date	Quote #
3/12/2020	2003012

Name / Address
WV State Fire Marshal's Office ATTN: George Harms 1207 Quarrier Street, 2nd Floor Charleston, WV 25301

Terms	Valid Until	Project
Net 30	4/18/2020	WV State Fire Mars...

Item	MPN	Description	Qty	Rate	Total
DJI Mavic 2 En...	CP.EN.00000 164.01	DJI Mavic 2 Enterprise Dual Camera Drone with Smart Controller Sales Tax	12	3,850.00  0.00%	46,200.00T  0.00

<b>Total</b>	\$46,200.00
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**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
<b>Grand Total</b>					\$46,200.00

Vendor Address: 5448 Apex Peakway Dr. Suite 263 Apex, NC 27502

Email Address: bb@vectorsolutions.us

Phone Number: 877-520-5521

Fax: 919-882-1628

Signature: 