



EXHIBIT A1 – BIDDER’S CERTIFICATION

Competitive Solicitation:	No. 24123 – Survey and Mapping Equipment and Supplies		
Contract Categories for which Bidder is submitting a Bid: Check appropriate box(es)	<input checked="" type="checkbox"/> Category 1 – Survey and Mapping Land Equipment <input type="checkbox"/> Category 2 – Survey and Mapping Sea Equipment <input checked="" type="checkbox"/> Category 3 – Survey and Mapping Air Equipment <input checked="" type="checkbox"/> Category 4 – Survey and Mapping GIS Software (must be paired with at least one other contract category)		
Bidder:	Frontier Precision, Inc.		
Bidder’s Address:	1713 Burlington Drive Bismarck, ND 58504		
Bidder Organization/Entity Type: Check appropriate box	Corporation:	<input checked="" type="checkbox"/> Domestic	<input type="checkbox"/> Foreign
	Limited Liability Company (LLC):	<input type="checkbox"/> Domestic	<input type="checkbox"/> Foreign
	Partnership:	<input type="checkbox"/> Domestic	<input type="checkbox"/> Foreign
	Sole Proprietorship:	<input type="checkbox"/>	
	<p>*A sole proprietorship is an unincorporated business owned and run by one individual or married couple alone with no distinction between the business and the owner. It is not a separate legal entity. It simply refers to a person who owns the business and is personally responsible for its debts and who pays personal income taxes on profits earned from the business. If you are a bidder who operates a business on your own, you automatically are a sole proprietor unless you have formed a separate business structure (e.g., corporation, LLC, partnership) and lawfully registered the same.</p>		
State of Formation for Bidder Entity Type:	North Dakota		
Doing Business Under Another Name: Check appropriate box	<p>State whether Bidder has been doing business under another name during the past five years:</p> <input checked="" type="checkbox"/> Bidder has NOT done business under another name <input type="checkbox"/> Bidder HAS done business under another name If Bidder HAS done business under another name, provide the business name(s) and addresses: Business Name: _____ Address: _____		

Bidder, through the duly authorized undersigned, makes this certification as a required element of submitting a responsive bid. Bidder certifies, to the best of its knowledge and belief that the following are true, complete, correct, and made in good faith:

1. **UNDERSTANDING.** Bidder certifies that Bidder has read, thoroughly examined, and fully understands all of the provisions in the above-referenced Competitive Solicitation (including all exhibits) and the terms and conditions of the Contract and any amendments or clarifications to the above-referenced Competitive Solicitation and agrees to abide by the same.
2. **ACCURACY.** Bidder certifies that Bidder has carefully prepared and reviewed its bid and fully supports the accuracy of the same. Bidder further understands and acknowledges that Enterprise Services shall not be responsible for any errors or omission on the part of Bidder in preparing its bid. Bidder further certifies that the facts declared here are true and accurate. Bidder further understands and acknowledges that the continuing compliance with these statements and all requirements of the above-referenced Competitive Solicitation are conditions precedent to the award or continuation of the resulting Contract.
3. **NO COLLUSION, ANTI-COMPETITIVE PRACTICES, OR SHARING BID INFORMATION.** Bidder certifies that Bidder has not, either directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in connection with the above-referenced Competitive Solicitation. Bidder further certifies that Bidder's bid prices have been arrived at independently, without engaging in collusion, bid rigging, or any other illegal activity, and without for the purpose of restricting competition any consultation, communication, or agreement with any other bidder or competitor relating to (a) those prices, (b) the intention to submit a bid, or (c) the methods or factors used to calculate the prices offered. Bidder further certifies that Bidder has not been and shall not knowingly disclose its bid prices, directly or indirectly, to any other bidder or competitor before award of a Contract, unless otherwise required by law. Bidder further certifies that Bidder has made no attempt and shall not make any attempt to induce any other person or firm to submit or not to submit a bid for the purpose of restricting competition. Bidder, however, freely may join with other persons or organizations for the purpose of presenting a joint bid. Whether done directly or indirectly, communicating bid information with other bidders, collusion, or anti-competitive actions among bidders are prohibited. If there is evidence of such communication, collusion, or anti-competitive activities among bidders, Enterprise Services reserves the right to disqualify such bidders.
4. **FIRM OFFER.** Bidder certifies that its bid pertaining to the above-referenced Competitive Solicitation is a firm offer which cannot be withdrawn for a time period of ninety (90) days from and after the bid due date specified in the above-referenced Competitive Solicitation. Enterprise Services may accept such bid, with or without further negotiation, at any time within such period. In the event of a protest, Bidder's bid shall remain valid for such time period or until the protest and any related court action is resolved, whichever is later.
5. **CONFLICT OF INTEREST.** Bidder certifies that, in preparing its bid, Bidder has not been assisted by any current or former employee of the State of Washington whose duties relate (or did relate) to the above-referenced Competitive Solicitation or prospective Contract and who was assisting in other than the employee's official, public capacity. Bidder further certifies that no such current or former public employee nor any member of such person's immediate family have any financial interest in the outcome of Bidder's bid.

6. **No REIMBURSEMENT.** Bidder certifies that Bidder understands that the State of Washington will not reimburse Bidder for any costs incurred in the preparation of Bidder's bid. All bids become the property of the State of Washington, and Bidder claims no proprietary right to the ideas, writings, items, or samples unless so stated in the bid.
7. **PERFORMANCE.** Bidder certifies that Bidder understands that its submittal of a bid and execution of this Bidder's Certification certifies Bidder's willingness to comply with the Contract, if awarded such. By submitting this bid, Bidder hereby offers to furnish the goods/services solicited pursuant to the above-referenced Competitive Solicitation in compliance with all terms, conditions, and performance requirements contained in the above-referenced Competitive Solicitation and the resulting Contract or, if applicable, as detailed on a Contract Issues List, if permitted, in the above-referenced Competitive Solicitation.
8. **Insurance.** Bidder certifies as follows (must check one):

BIDDER HAS THE REQUIRED INSURANCE. Bidder has attached a current, valid Certificate of Insurance for each and all of the required insurance coverages as specified in the Contract (note: Bidder must attach the Insurance Certificate).

OR

BIDDER WILL OBTAIN THE REQUIRED INSURANCE. Bidder does not have a current, valid Certificate of Insurance for each and all of the required insurance coverages as specified in the Contract but, if designated as the/an Apparent Successful Bidder, Bidder shall provide such a Certificate of Insurance, without exception of any kind, to Enterprise Services within five (5) business days of such designation or notification by Enterprise Services or be deemed a nonresponsive bid and disqualified from Contract award.

OR

BIDDER DOES NOT HAVE THE REQUIRED INSURANCE. As detailed in the attached explanation (*Bidder to provide*), Bidder does not have a current, valid Certificate of Insurance for each and all of the required insurance coverages as specified in the Contract and, if designated as the/an Apparent Successful Bidder would not be able to provide such a Certificate of Insurance to Enterprise Services within five (5) business days of such designation.

Note: The Contract requires proof that the awarded Contractor, unless exempt, has Worker's Compensation Insurance and Employer's Liability Insurance. Pursuant to Washington law, certain entities are not required to have Workers' Compensation Insurance (e.g., entities with no employees). If, under Washington law, Bidder is not required to have Workers' Compensation Insurance, Bidder must check the following and provide the lawful basis as to why Bidder is not required to have Workers' Compensation Insurance:

BIDDER IS NOT REQUIRED TO HAVE WORKERS' COMPENSATION INSURANCE. Pursuant to Washington law, Bidder is not required to have Worker's Compensation Insurance because:

Bidder must state lawful basis as to why Bidder is NOT required to have Workers' Compensation Insurance.

9. **DEBARMENT.** Bidder certifies as follows (*must check one*):

- NO DEBARMENT.** Neither Bidder nor its principals presently are nor ever have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from contracting with any federal, state, or local governmental entity within the United States.

OR

- DEBARRED.** As detailed in the attached explanation (*Bidder to provide*), Bidder and/or its principals presently are debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from contracting with a federal, state, or local governmental entity within the United States.

10. **CRIMINAL OFFENSE.** Bidder (including Bidder's officers) certifies as follows (*must check one*):

- NO CRIMINAL OFFENSE.** Bidder has not, within the three (3) year period preceding the date of the above-referenced Competitive Solicitation, been convicted or had a civil judgment rendered against Bidder for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a governmental contract; violation of any federal or state antitrust statute; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property. Bidder further certifies that Bidder is not presently indicted or otherwise criminally or civilly charged by a governmental entity with commission of any of the offenses enumerated in this paragraph.

OR

- CRIMINAL OFFENSE.** As detailed in the attached explanation (*Bidder to provide*), within the three (3) year period preceding the date of the above-referenced Competitive Solicitation, Bidder has been convicted or had a civil judgment rendered against Bidder for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a governmental contract; violation of any federal or state antitrust statute; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.

11. **CIVIL RIGHTS.** Bidder certifies as follows (*must check one*):

- COMPLIANCE WITH CIVIL RIGHTS REQUIREMENTS.** Bidder complies with all applicable requirements regarding civil rights. Such requirements prohibit discrimination against individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, or national origin.

OR

- NON-COMPLIANCE WITH CIVIL RIGHTS REQUIREMENTS.** As detailed in the attached explanation (*Bidder to provide*), Bidder does not comply with all applicable requirements regarding civil rights.

12. **WASHINGTON STATE WAGE THEFT PREVENTION.** Bidder certifies as follows (*must check one*):

- NO WAGE VIOLATIONS.** Bidder has NOT been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general

jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within the three (3) year period preceding the date of the above-referenced Competitive Solicitation.

OR

- VIOLATIONS OF WAGE LAWS.* As detailed in the attached explanation (*Bidder to provide*), Bidder has been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, a provision of RCW chapters 49.46, 49.48, or 49.52 within the three (3) year period preceding the date of the above-referenced Competitive Solicitation.

13. **WASHINGTON STATE STATUTORY NONDISCRIMINATION CLAUSES FOR STATE CONTRACTS.** Bidder certifies as follows (*must check one*):

- COMPLIANCE WITH STATUTORY NONDISCRIMINATION CLAUSES FOR STATE CONTRACTS.* If, pursuant to the above-referenced Competitive Solicitation, Bidder is awarded a Contract, Bidder, including any subcontractor, during the term of such Contract, shall not discriminate on the bases enumerated in RCW 49.60.530(3). Bidder, including any subcontractor, also shall give written notice of this nondiscrimination requirement to any labor organizations with which Bidder, or subcontractor, has a collective bargaining or other agreement. In addition, Bidder, including any subcontractor, shall cooperate with any Washington state agency investigation regarding any allegation that Bidder, including any subcontractor, engaged in prohibited discrimination set forth in RCW 49.60.530(3).

OR

- NON-COMPLIANCE WITH STATUTORY NONDISCRIMINATION CLAUSES FOR STATE CONTRACTS.* As detailed in the attached explanation (*Bidder to provide*), Bidder does not comply with RCW 49.60.530.

14. **WASHINGTON STATE WORKERS' RIGHTS (EXECUTIVE ORDER 18-03).** Bidder certifies as follows (*must check one*):

- NO MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES.* Bidder does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

OR

- MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES.* As detailed in the attached explanation (*Bidder to provide*), Bidder requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

15. **WASHINGTON STATE PAY EQUALITY FOR 'SIMILARLY EMPLOYED' INDIVIDUALS.** Bidder certifies as follows (*must check one*):

- PAY EQUALITY FOR 'SIMILARLY EMPLOYED' INDIVIDUALS.* Bidder's 'similarly employed' individuals are compensated as equals. For purposes of this provision, employees are 'similarly employed' if the individuals work for the same employer, the

performance of the job requires comparable skill, effort, and responsibility, and the jobs are performed under similar working conditions. Job titles alone are not determinative of whether employees are similarly employed. Bidder may allow differentials in compensation for its workers based in good faith on any of the following: a seniority system; a merit system; a system that measures earnings by quantity or quality of production; a bona fide job-related factor or factors; or a bona fide regional difference in compensation levels. A bona fide job-related factor or factors may include, but is not limited to, education, training, or experience that is consistent with business necessity; not based on or derived from a gender-based differential; and accounts for the entire differential. A bona fide regional difference in compensation level must be consistent with business necessity; not based on or derived from a gender-based differential; and account for the entire differential.

OR

- NO PAY EQUALITY FOR 'SIMILARLY EMPLOYED' INDIVIDUALS.* Bidder's 'similarly employed' individuals are NOT compensated as equals.

16. **CONTRACT TERMINATION FOR DEFAULT OR CAUSE.** Bidder certifies as follows (*must check one*):

- NO GOVERNMENTAL CONTRACT TERMINATION FOR DEFAULT OR CAUSE.* Bidder has not, within the three (3) year period preceding the date of the above-referenced Competitive Solicitation, had one (1) or more federal, state, or local governmental contracts terminated for cause or default.

OR

- GOVERNMENTAL CONTRACT TERMINATION FOR DEFAULT OR CAUSE.* As detailed in the attached explanation (*Bidder to provide*), within the three (3) year period preceding the date of the above-referenced Competitive Solicitation, Bidder has had one (1) or more federal, state, or local governmental contracts terminated for cause or default.

17. **TAXES.** Bidder certifies as follows (*must check one*):

- TAXES PAID.* Except as validly contested, Bidder is not delinquent and has paid or has arranged for payment of all taxes due to the State of Washington and has filed all required returns and reports as applicable.

OR

- DELINQUENT TAXES.* As detailed in the attached explanation (*Bidder to provide*), Bidder has not paid or arranged for payment of all taxes due to the State of Washington and/or has not timely filed all required returns and reports as applicable.

18. **FINANCIALLY SOLVENT.** Bidder certifies as follows (*must check one*):

- FINANCIALLY SOLVENT.* Bidder is financially stable and solvent, has adequate cash reserves to meet all financial obligations, has not commenced bankruptcy proceedings voluntarily or otherwise, and is not subject to any judgments, liens, or encumbrances of any kind affecting title to any Goods and/or Services that are the subject of the above-referenced Competitive Solicitation.

OR

- NOT FINANCIALLY SOLVENT.* As detailed in the attached explanation (*Bidder to provide*), Bidder is not financially stable and solvent – i.e., Bidder does not have adequate cash reserves to meet all financial obligations, has commenced bankruptcy proceedings

voluntarily or otherwise, or is subject to a judgment, lien, or encumbrance that affects title to the Goods or Services that are the subject of the above-referenced Competitive Solicitation.

19. **LAWFUL REGISTRATION.** Bidder, if conducting business other than as a sole proprietorship, certifies as follows (*must check one*):

CURRENT LAWFUL REGISTRATION. Bidder is registered and in good standing in the jurisdiction (state) where Bidder is organized, including having timely filed all required annual reports.

OR

DELINQUENT REGISTRATION OR NOT IN GOOD STANDING. As detailed in the attached explanation (*Bidder to provide*), Bidder's organization registration currently is delinquent or Bidder currently is not in good standing in the jurisdiction (state) where Bidder is organized.

NOTE: This certification applies only to Bidders that are organized as separate legal entities (e.g., a corporation, limited liability company). If Bidder is a sole proprietor, this certification should not be answered.

SOLE PROPRIETOR. Bidder is a sole proprietor.

20. **REGISTRATION WITH THE WASHINGTON SECRETARY OF STATE.** Bidder, if conducting business other than as a sole proprietorship, certifies as follows (*must check one*):

BIDDER IS REGISTERED WITH THE WASHINGTON SECRETARY OF STATE. Bidder is registered with the Washington Secretary of State, is in good standing, and has the following Unified Business Identifier (UBI) number: 604___027__881__.

OR

BIDDER WILL REGISTER WITH THE WASHINGTON SECRETARY OF STATE. Bidder is not registered with the Washington Secretary of State but, if designated as an Apparent Successful Bidder, Bidder shall register with the Washington Secretary of State to obtain a UBI number and provide proof of such registration satisfactory to Enterprise Services within five (5) business days of such designation or notification by Enterprise Services or be deemed a nonresponsive bid and disqualified from Contract award.

OR

BIDDER IS NOT REGISTERED WITH THE WASHINGTON SECRETARY OF STATE. Bidder is not registered with the Washington Secretary of State and, if designated as an Apparent Successful Bidder, Bidder declines to register with the Washington Secretary of State within five (5) business days of such designation. Note: Enterprise Services requires all awarded bidders (including Washington firms and out of state firms) to be registered with the Washington Secretary of State. Bidders who are not registered with the Washington Secretary of State will not be awarded a Contract.

SOLE PROPRIETOR. Bidder is a sole proprietor.

NOTE: This certification applies only to Bidders who are organized as separate legal entities (e.g., a corporation, limited liability company). If Bidder is a sole proprietor, this certification should not be answered.

21. **REGISTRATION WITH THE WASHINGTON STATE DEPARTMENT OF REVENUE.** Bidder certifies as follows (*must check one*):

- BIDDER IS REGISTERED WITH THE WASHINGTON STATE DEPARTMENT OF REVENUE.* Bidder is registered with the Washington State Department of Revenue, has a business license to do business in Washington, and has the following Unified Business Identifier (UBI) number: 604___ 027___ 881___.

OR

- BIDDER WILL REGISTER WITH THE WASHINGTON STATE DEPARTMENT OF REVENUE.* Bidder is not registered with the Washington State Department of Revenue but, if designated as an Apparent Successful Bidder, Bidder shall register with the Washington State Department of Revenue for a business license and provide proof of such registration satisfactory to Enterprise Services within five (5) business days of such designation or notification by Enterprise Services or be deemed a nonresponsive bid and disqualified from Contract award.

OR

- BIDDER IS NOT REGISTERED WITH THE WASHINGTON STATE DEPARTMENT OF REVENUE.* Bidder is not registered with the Washington State Department of Revenue and, if designated as an Apparent Successful Bidder, Bidder declines to register with the Washington State Department of Revenue within five (5) business days of such designation. Note: Enterprise Services requires all awarded bidders (including Washington firms and out of state firms) to be registered with the Washington State Department of Revenue. Bidders who are not registered with the Washington State Department of Revenue will not be awarded a Contract.

22. **SUBCONTRACTORS.** Bidder certifies as follows (*must check one*):

- NO SUBCONTRACTORS.** If, pursuant to the above-referenced Competitive Solicitation, Bidder is awarded a Contract, Bidder shall not utilize subcontractors to perform the Contract.

OR

- SUBCONTRACTORS.** As detailed in the attached explanation (*Bidder to provide*), if, pursuant to the above-referenced Competitive Solicitation, Bidder is awarded a Contract, Bidder will utilize subcontractors to perform the Contract. In such event, Bidder further certifies that, as to the State of Washington and eligible Purchasers who utilize the Contract, Bidder shall retain responsibility for its subcontractors, including, without limitation, liability for any subcontractor's acts or omissions. Note: Bidder must provide the precise legal name (including state of organization), business address, and federal tax identification number (TIN) for each subcontractor. Note: If the subcontractor's TIN is a SSN, do not provide the SSN; rather, state that the TIN is a SSN.

23. **WASHINGTON SMALL BUSINESS.** Bidder certifies as follows (*must check appropriate boxes*):

- WASHINGTON SMALL BUSINESS.** Bidder is a Washington Small Business as defined in RCW 39.26.010. To qualify as a Washington Small Business, Bidder must meet three (3) requirements:

- Location.** Bidder's principal office/place of business must be located in and identified as being in the State of Washington. A principal office or principal place of business is a firm's

headquarters where business decisions are made and the location for the firm's books and records as well as the firm's senior management personnel.

- Size.** Bidder must be owned and operated independently from all other businesses and qualify as one of the following:
 - Bidder Qualifies as a Small Business – i.e.,
 - Bidder has fifty (50) or fewer employees; or
 - Bidder has an annual gross revenue of less than \$7,000,000 as reported on Bidder's federal income tax return or its return filed with the Washington State Department of Revenue over the previous three (3) consecutive years.
 - Bidder Qualifies as a Minibusiness – i.e., Bidder has an annual gross revenue of less than \$3,000,000, but \$1,000,000 or more, as reported on Bidder's federal income tax return or its return filed with the Washington State Department of Revenue.
 - Bidder Qualifies as a Microbusiness – i.e., Bidder has an annual gross revenue of less than \$1,000,000 as reported on Bidder's federal income tax return or its return filed with the Washington State Department of Revenue.
- WEBS Certification.** Bidder must have certified its Washington Small Business status in Washington's Electronic Business Solution (WEBS).

OR

- NOT A WASHINGTON SMALL BUSINESS.** Bidder does not qualify as a Washington Small Business as set forth above.

24. CERTIFIED VETERAN-OWNED BUSINESS. Bidder certifies as follows (*must check one*):

- CERTIFIED VETERAN-OWNED BUSINESS.** Bidder is a Certified Veteran-Owned Business under RCW 43.60A.190. To qualify as a Certified Veteran-Owned Business, Bidder must meet four (4) requirements:
 - **51% Ownership.** Bidder must be at least fifty-one percent (51%) owned and controlled by:
 - (a) A veteran as defined as every person who at the time he or she seeks certification has received a discharge with an honorable characterization or received a discharge for medical reasons with an honorable record, where applicable, and who has served in at least one of the capacities listed in RCW 41.04.007;

- (b) A person who is in receipt of disability compensation or pension from the department of veterans affairs; or
- (c) An active or reserve member in any branch of the armed forces of the United States, including the national guard, coast guard, and armed forces reserves.

- *Washington Incorporation/Location.* Bidder must be either an entity that is incorporated in the state of Washington as a Washington domestic corporation or, if not incorporated, an entity whose principal place of business is located within the State of Washington.
- *WEBS Certification.* Bidder must have certified its Veteran-Owned business status in Washington's Electronic Business Solution (WEBS).
- *WDVA Certification.* Bidder must have provided certification documentation to the Washington Department of Veterans' Affairs (WDVA) and be certified by WDVA and listed as such on WDVA's website (WDVA – Veteran-Owned Businesses).

OR

- NOT A CERTIFIED VETERAN-OWNED BUSINESS.* Bidder does not qualify as a Certified Veteran-Owned Business as set forth above.

25. **COOPERATIVE PURCHASING AGREEMENT.** Bidder certifies as follows (*must check one*):

- BIDDER CAN SERVICE ALL ELIGIBLE PURCHASERS.* Bidder understands that the above-referenced Competitive Solicitation is to establish cooperative purchasing agreements that may be used by Washington State Agencies, Oregon Cooperative Purchasing Program (ORCPP) Members, and other eligible purchasers for Survey and Mapping Equipment and Supplies. Accordingly, if awarded a Contract, Bidder can and will service all eligible purchasers in Washington and Oregon.

OR

- BIDDER CANNOT SERVICE ALL ELIGIBLE PURCHASERS.* Bidder cannot service all eligible purchasers in Washington and Oregon.

26. **REFERENCES.** Bidder certifies that the references provided to Enterprise Services have worked with Bidder and that such individuals and firms have full permission, without any additional requirement or release, to provide such references and information to Enterprise Services. Bidder hereby authorizes Enterprise Services (or its agent) to contact Bidder's references and others who may have pertinent information regarding Bidder's prior experience and ability to perform the Contract, if awarded. Bidder hereby authorizes such individuals and firms to provide such references and release to Enterprise Services information pertaining to the same.

Bidder further certifies that Bidder shall provide immediate written notice to Enterprise Services if, at any time prior to a Contract award pursuant to the above-referenced Competitive Solicitation or anytime

during the Contract term, if awarded, Bidder learns that any Bidder certifications set forth herein were erroneous when submitted or have become erroneous by reason of changed circumstances.

I hereby certify, under penalty of perjury under the laws of the State of Washington, that the Bidder certifications herein are true and correct and that I am duly authorized to make these certifications on behalf of the Bidder stated herein.

BIDDER NAME: FRONTIER PRECISION, INC.

Print Name of Bidder

Note:

- If Bidder is a corporation, LLC, etc., print full legal entity name of the firm submitting the Bid.
- If Bidder is a sole proprietor, print the full legal name of the individual who is the Bidder submitting the Bid.

BY:  _____
Signature of Bidder's authorized person

Steve Richter 

TITLE: Senior Vice President

PLACE: Tukwilla WA

DATE: 26 December 2024

Return this Bidder's Certification to Procurement Coordinator at:

DESContractsTeamCypress@des.wa.govmailto:



EXHIBIT A2 – BIDDER’S PROFILE – AMENDMENT 3

Competitive Solicitation:	No. 24123 – Survey and Mapping Equipment and Supplies
Bidder:	Frontier Precision, Inc.

BIDDER INFORMATION	
<p>BIDDER’S LEGAL NAME & ADDRESS Provide Bidder’s legal name and address in the space provided: <i>Note:</i> This information must match the information from Bidder’s Business License.</p>	<p>Frontier Precision, Inc.</p> <p>1713 Burlington Drive <small>Address</small> Bismarck, ND 58504 <small>City, State, Zip Code</small></p>
<p>BIDDER’S STATUS AS MANUFACTURER OR SUPPLIER Is Bidder a Manufacturer, or a Supplier?</p>	<p><input type="checkbox"/> Manufacturer – defined as a company that, as its primary business function, designs, assembles, and owns the trademark/patent of products.</p> <p><input checked="" type="checkbox"/> Supplier – defined as an authorized sales and service center (also known as a Dealer, Distributor, or Partner) that must be certified by the Manufacturer to sell the Manufacturer’s Products.</p> <p>Note: If Bidder is a SUPPLIER, if selected as an Apparent Successful Bidder (ASB), Bidder will be required to submit current copies of Bidder’s manufacturer certifications.</p>

BIDDER INFORMATION	
<p>BIDDER’S UNIFIED BUSINESS IDENTIFIER (“UBI”) NUMBER</p> <p>Does Bidder have a Registration Number/Unified Business Identifier (“UBI”) Number issued by the Washington State Department of Revenue (check applicable box)?</p> <p><i>Note:</i> A nine digit UBI number is assigned to each registered business in Washington.</p>	<p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p> <p>If yes, provide Bidder’s UBI Number: 604027881</p> <p><u>If no, state whether Bidder promptly will obtain a UBI Number issued by the Washington State Department of Revenue if designated as an Apparent Successful Bidder:</u></p> <p style="text-align: center;">Yes <input type="checkbox"/> No <input type="checkbox"/></p> <p><u><i>Note:</i> To be eligible for a Contract award, Bidders must have a UBI Number issued by the Washington State Department of Revenue.</u></p>
<p>BIDDER’S TAXPAYER IDENTIFICATION NUMBER (“TIN”)</p> <p>Provide Bidder’s TIN in the space provided:</p> <p><i>Note:</i> Bidder’s TIN will be either a number issued by the IRS (e.g., Employer Identification Number, Federal Tax Identification Number) or a number issued by the Social Security Administration (i.e., Bidder’s Social Security Number (“SSN”)). If Bidder’s TIN is a SSN, do NOT provide the SSN; simply state ‘TIN is Bidder’s SSN’ in the space provided.</p>	<p>45-0423088</p>
<p>OMWBE CERTIFIED BUSINESS</p> <p>Is Bidder certified as a minority or woman owned business with the Washington State Office of Minority & Women’s Business Enterprises (“OMWBE”) (check applicable box)?</p>	<p>Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></p> <p>If yes, provide Bidder’s OMWBE certification no.: _____</p>

BIDDER INFORMATION	
<p>SELF-CERTIFIED WASHINGTON SMALL BUSINESS</p> <p>Is Bidder a self-certified Washington Small Business (check applicable box)?</p> <p><i>Note: See Exhibit A1 – Bidder’s Certification for criteria to qualify as a Washington Small Business.</i></p> <p><i>Note: Regardless of size, a qualifying business must be owned and operated independently from all other businesses. In regard to size, <u>the gross revenue thresholds</u>, as reported on Bidder’s tax returns, are as follows:</i></p> <ul style="list-style-type: none"> ▪ Microbusiness: Annual gross revenue of less than one million dollars. ▪ Minibusiness: Annual gross revenue of more than one million dollars, but less than three million dollars. ▪ Small Business: Annual gross revenue of less than seven million dollars over each of the three prior consecutive years. 	<p>Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></p> <p>If yes, provide the location for Bidder’s principal place of business:</p> <p>_____</p> <p>Street Address</p> <p>_____</p> <p>City, State, Zip Code</p> <p>If yes, what is Bidder’s size (<u>based on annual gross revenue</u>) (check applicable box)?</p> <p>Microbusiness <input type="checkbox"/></p> <p>Minibusiness <input type="checkbox"/></p> <p>Small Business <input type="checkbox"/></p> <p style="text-align: center;">Or</p> <p>Bidder does NOT qualify as a Small Business based on annual gross revenue, but DOES qualify as a Small Business based on the number of Bidder’s employees (50 or fewer):</p> <p>Small Business (50 or fewer employees) <input type="checkbox"/></p>
<p>CERTIFIED VETERAN-OWNED BUSINESS</p> <p>Is Bidder certified as a Veteran-Owned Business with the Washington State Department of Veteran Affairs (“WDVA”) (check applicable box)?</p> <p><i>Note: See Exhibit A1 – Bidder’s Certification for criteria to qualify as a Certified Veteran-Owned Business.</i></p>	<p>Yes <input type="checkbox"/> No <input checked="" type="checkbox"/></p> <p>If yes, provide Bidder’s WDVA certification no.:</p> <p>_____</p>

CONTRACT MANAGEMENT POINTS OF CONTACT FOR BIDDER	
<p>Authorized Representative</p> <p>Name: Joel Roos Email: joelr@frontierprecision.com Phone: (970) 888-2310</p>	<p>Contract Administrator</p> <p>Name: Steve Richter Email: srichter@frontierprecision.com Phone: (320) 267-0758</p>
<p>Sales Reporting Representative</p> <p>Name: Thomas Roberts Email: thomasr@frontierprecision.com Phone: (206) 641-4140</p>	<p>Sales Reporting Alternate</p> <p>Name: Sean Muldoon Email : seanm@frontierprecision.com Phone: (208) 595-8122</p>

CONTRACT MANAGEMENT POINTS OF CONTACT FOR BIDDER	
Management Fee Representative Name: Kevin Hellman Email: kevinh@frontierprecision.com Phone: (701) 222-2030	Management Fee Contact Alternate Name: Luke Odegard Email: luke@frontierprecision.com Phone: (701) 222-2030
Address for Enterprise Services to send management fee invoices: Company name: Frontier Precision, Inc. Attn: Luke Odegard Address: 1713 Burlington Drive City/State/Zip: Bismarck, ND 58504 Email: luke@frontierprecision.com	
Address for Enterprise Services to send legal notices: Company name: Frontier Precision, Inc. Attn: Luke Odegard Address: 1713 Burlington Drive City/State/Zip: Bismarck, ND 58504 Email: luke@frontierprecision.com	
Signature Authority (if awarded a Contract): Name: Steve Richter Title: Senior Vice President	

REFERENCES

Provide at least one (1) reference for each of three (3) different contracts for which Bidder has provided goods/services similar in scope to the goods/services described in the above-referenced Competitive Solicitation. *Note:* It is Bidder’s obligation to ensure that the contact information for Bidder’s references is accurate and current. Bidders should alert their references to respond promptly to reference checks.

REFERENCE 1	
Company Name:	Minnesota Department of Transportation
Contact:	Elizabeth Randa Acquisition Management Specialist
Phone:	(651) 201-3122
Email:	elizabeth.randa@state.mn.us
REFERENCE 2	
Company Name:	Washington State Department of Transportation
Contact:	Gabe Emery, LSIT sUAS Coord. SWR Survey Team Manager Southwest Region
Phone:	(360)-905-1535
Email:	emeryg@wsdot.wa.gov
REFERENCE 3	
Company Name:	Alaska Department of Transportation
Contact:	Ryan Marlow, CMS UAS Program Coordinator, Statewide Aviation
Phone:	907-269-0741
Email:	ryan.marlow@alaska.gov

PURCHASE CARDS (I.E., CREDIT CARDS)

Please indicate which types of purchasing (credit) cards are accepted (note: any card fees must be included in the unit price of the bid):

Visa Master Card American Express Discover Other: _____

Return this Bidder’s Profile to Procurement Coordinator at:

DESContractsTeamCypress@des.wa.gov

EXHIBIT B1 – REQUIRED SPECIFICATIONS

Competitive Solicitation:	24123 – Survey and Mapping Equipment and Supplies
Bidder:	Frontier Precision Inc.

Instructions:

Note: Bidder must follow the instructions set forth in this Exhibit. Unless Enterprise Services, in its discretion, determines that a Bidder’s variance from these instructions is immaterial or timely corrected, Bids that do NOT follow these instructions will be deemed to be nonresponsive and rejected.

1. Add Bidder’s business name above and follow the instructions below.
2. **Bidder Compliance.** Review the specifications set forth below in the table and mark either ‘Yes/No’ in the ‘Bidder Compliance’ column depending upon whether Bidder’s products meet or exceed the specification. All Bidders must mark a response for each category they are submitting a bid for. In order to bid on Category 4 – GIS Software, Bidder **MUST ALSO** bid on at least one other Contract category. Bidders cannot bid on Category 4 – GIS Software only.
3. **Written Response.** If Bidder can offer an equivalent alternative solution to what a certain specification states, or if Bidder only partially can meet the stated specification, Bidder must provide a written response that addresses how Bidder meets that specification in the *Written Response* column.
4. **Assessment.** The specifications will be assessed as follows:
 - a. **Pass/Fail Specifications:** These specifications are mandatory minimum specifications. Bidder must meet each and all of these specifications. If Bidder selects ‘No’ for any of these specifications, or Bidder’s proposed alternative or partial solution (if applicable) is determined to be insufficient, the bid will be deemed to be nonresponsive, and Bidder will be disqualified from further consideration.
5. **Supporting Information.** Enterprise Services may request additional information or references to help verify the information provided by the Bidder in this exhibit. A Bidder’s failure to provide requested information to Enterprise Services within five (5) business days may result in disqualification.
6. **Bidder’s Commitments.** Please note that, if Bidder is awarded a Cooperative Purchasing Agreement, Bidder’s responses will be incorporated into the resulting contract. Accordingly, Bidder is cautioned to state only commitments that Bidder can meet throughout the term of the Cooperative Purchasing Agreement. An awarded Bidder (i.e., Contractor) who is not able to meet such commitments throughout the Cooperative Purchasing Agreement Term, will be subject to contract termination for breach of contract and damages. Please see ***Exhibit D – Cooperative Purchasing Agreement***.
7. Submit the exhibit as a Microsoft Word document and without modifying the formatting. If you need to print out this document for any reason, please note this document is size Legal 8.5” x 14”.

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
Category 1: Survey and Mapping Land Equipment			
<p>Goods type: Robotic Total Stations</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide Robotic Total Stations with the capabilities listed below.</p> <p>Required specifications for Robotic Total Stations:</p> <ul style="list-style-type: none"> • Angular accuracy of 1", 2", 3", and 5". • Display: color touchscreen; key illumination; Face II display; Electronic guide light. • RS232 / SD / USB capability. • Autofocus. • Integrated Bluetooth capability. • BT / WALN capability. • Class B Part 15 FCC certification. 	Pass/fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
<p>Goods type: GNSS Receivers</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide GNSS Receivers with the capabilities listed below.</p> <p>Required specifications for GNSS Receivers:</p> <ul style="list-style-type: none"> • Satellite tracking features: Beidou, GPS, GLONASS, Galileo, SBAS, QZSS. • Bluetooth and Wi-Fi capability. • RTK Unlimited. • Network RTK. • 5hz / 20 Hz positioning, Raw Data / RINEX data logging, NMEA out. • Acquisition time. • Expansion capabilities. • Antenna features, GHZ operating frequency. 	Pass/Fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<ul style="list-style-type: none"> • Military – specifications for environmental functionality, including: temperature drop, waterproof, sand-proof, dust-proof, vibration-proof, humidity-proof, shock resistant. • Class B Part 15 FCC certification. 			
<p>Goods type: 3D Scanner</p> <p>Goods requirements for 3D Scanner:</p> <ul style="list-style-type: none"> • Automatic calibration. • Hot swappable battery capability. • Integrated camera. • Automatic self-leveling. • Automatic registration. • Full color touchscreen. • 64 GB or better storage solution. • Scan field of view 360-degree x 282 degree or better. 	Pass/Fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
<p>Goods type: Digital Level</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide Digital Levels with the capabilities listed below.</p> <p>Goods requirements for Digital Level:</p> <ul style="list-style-type: none"> • Windows 10 Operating System (OS) or better. • At least 1 gigabyte memory. • At least 2 gigabyte internal storage. • Minimum screen resolution of 800x480. • At least 8 hours battery life. • Military specifications for environmental functionality, including: temperature drop, waterproof, sand-proof, dust-proof, vibration-proof, humidity-proof, shock resistant. • Bluetooth capability. • Wi-Fi capability. • Cellular capability. • Touchscreen interface. 	Pass/Fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<ul style="list-style-type: none"> 5-megapixel camera or better. 			
<p>Goods type: Data Collector</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide Data Collectors with the capabilities listed below.</p> <p>Goods requirements for Data Collectors:</p> <ul style="list-style-type: none"> Scratch-resistant. Auto rotate. Internal GPS. LED backlight. Android 10, IOS 16, or Windows 10 or newer. 624Mhz Processor or better. At least 1 gigabyte memory. At least 2 gigabyte internal storage (64 GB). Minimum screen resolution of 800x480. Minimum of 8 hours of battery life. Hot swappable battery capable. Military – specifications for Environmental functionality including: temperature drop, waterproof, sand-proof, dust-proof, vibration-proof, humidity-proof, shock resistant. Bluetooth capability. Wi-Fi capability. Cellular capability. USB flash drive. 55 key alphanumeric keyboard. Touchscreen interface. 	Pass/Fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Category 2: Survey and Mapping Sea Equipment Category and Goods Requirements	Assessment	Bidder Compliance	
<p>Goods type: Unmanned Surface Vehicles (USV's)</p>	Pass/Fail	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide USV's with the capabilities listed below.</p> <p>Requirements for Unmanned Surface Vehicles (USV's):</p> <ul style="list-style-type: none"> • Survey speed of 3kn. • 4 hours of battery life at Survey speed. • Remote control. • GPS compatible. • Differential steering. 			
Category 3: Survey and Mapping Air Equipment Category and Goods Requirement	Assessment	Bidder Compliance	
<p>Goods type: Unmanned Aerial Vehicles (UAV's)</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide UAV's with the capabilities listed below.</p> <p>Requirements for Unmanned Aerial Vehicles (UAV's):</p> <ul style="list-style-type: none"> • Ability to attach payloads. • Obstacle sensing. • 20-megapixel or better camera. • Bluetooth capability. • RTK (ability to use the drones without cell service) capability. • UAV Manufacturer is NOT on the U.S. Commerce Department's Bureau of Industry and Security (BIS) Entity List¹. • Remote ID – Compliant. 	Pass/Fail	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Category 4: Survey and Mapping Software	Assessment	Bidder Compliance	

¹ The Entity List ([supplement no. 4 to part 744 of the EAR](#)) identifies entities for which there is reasonable cause to believe, based on specific and articulable facts, that the entities—including businesses, research institutions, government and private organizations, individuals, and other types of legal persons—have been involved, are involved, or pose a significant risk of being or becoming involved in activities contrary to the national security or foreign policy interests of the United States.

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<p>Goods type: GIS Software</p> <p>The State is seeking to award Cooperative Purchasing Agreements to Bidders who provide GIS Software that perform the below functionalities.</p> <p>Required specifications for GIS Software:</p> <ul style="list-style-type: none"> • Aerial and terrestrial imagery: process images taken from any aerial or terrestrial angle, from either a manned or unmanned platform. • Video capability: automatically extract still frames from videos. • Upload images taken from the following camera types: compact, DSLR, thermal, multispectral, fisheye, 360 degree, large-frame, small-frame. • Multi-camera support for one project: create a project using images taken from different cameras, and process them together. • Camera rig support. • Ground control point edit and import: import and edit ground control points. • External point cloud import: import point clouds from different sources, such as LiDAR, to generate Digital Surface Models (DSM's) and orthomosaics. • Image processing: process any Red, Green, and Blue (RGB) images that support basic Exchangeable Image File Format (EXIF) and/or Extensible Metadata Platform (XMP) tags. • Camera self-calibration: optimize internal camera parameters, such as focal length, principal point of autocollimation, and lens distortions. • Rolling shutter effect correction: correct image warp taken with rolling shutter cameras. • Automatic point cloud densification: produce a dense and detailed 3D point cloud. • Automatic point cloud filtering & smoothing: use presets for point cloud filtering and smoothing options. • GIS Software performs at least one of the following functionalities: DSM (Digital Surface Model) creation; DTM (Digital Terrain Model) creation; DEM (Digital Elevation Models) creation. 	<p>Pass/Fail</p>	<p><input checked="" type="checkbox"/> Yes</p> <p><input type="checkbox"/> No</p>	

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<ul style="list-style-type: none"> • Automatic brightness and color correction: automatically compensate for change of brightness, luminosity, and color balance of images. • Project merging and splitting: combine multiple projects into one or split large projects into several projects. • Project area definition: import or draw specific geographic areas. • Multiprocessor CPU + GPU support. • Radiometric processing and calibration: calibrate and correct image reflectance. • Project visualization: assess quality of optimized camera positions, 3D point cloud, and mesh. • Navigation modes: view 3D point cloud and mesh in standard, trackball, or first-person viewing modes. • Scale constraint: accurately scale projects with no or imprecise geolocation by defining directions of one of multiple axes. • Orientation constraint: orient objects with no or imprecise geolocation by defining directions of one or multiple axes. • Ground Control Point (GCP) / Manual Tie Point (MTP) editing: annotate and edit 2D and 3D GCP's and MTP's with the highest accuracy, using both original images and 3D information at the same time. • Ellipsoid error visualization: visually assess the size of the error of the computed position of a GCP or MTP. • Project re-optimization: re-optimize camera positions and/or rematch images based on GCPs & MTPs to improve reconstruction. • GIS Software performs at least one of the image masking functionalities: remove points from 3D point cloud and create filters based on image content; clear unwanted background in orthoplane results; disregard objects that appear in all images, such as a drone leg or a tripod. • Point cloud editing: select, classify, or delete points from the point cloud. • Orthoplane creation: define a plane to generate a DSM and orthomosaic from various infrastructure. 			

Category and Goods Specification	Assessment	Bidder Compliance	Written Response (if applicable)
<ul style="list-style-type: none"> • Polyline and surface object creation: annotate and measure polylines and surfaces in the point cloud; accurately refine vertexes in multiple original images. • 3D mesh and DSM editing: annotate and create surfaces in the point cloud to flatten an area or fill up holes in the mesh and DSM. • Visual outlier detection: detect and visualize incorrectly-clicked MTPs (Manual Tie Points) and/or GCPs (Ground Control Points). • Volume object management: import and export selected volume bases in .shp files to enable easy monitoring of stockpiles on site. • Base adjustment: adjust the reference base to fit different terrain and obtain accurate measurement. • Region editing: create and edit regions on the orthomosaic, choose the best content from multiple underlying images and projection type to remove moving objects or artifacts. • GIS Software Licensing Agreements: Purchasers that acquire GIS Software shall be subject to the license agreements distributed with such GIS software, provided such terms do not contradict the language in <i>Exhibit D – Cooperative Purchasing Agreement</i>. • GIS Software patches and updates: GIS Software pricing must be inclusive of available software patches and any updates. • No automatic renewal: GIS Software subscriptions must not be subject to automatic renewals. • GIS Software pricing quotes: GIS Software pricing quotes must be for a twelve (12) month term. 			

Return this exhibit to Procurement Coordinator at:
DESContractsTeamCypress@des.wa.gov

EXHIBIT B2 – PERFORMANCE REQUIREMENTS

Competitive Solicitation:	24123 – Survey and Mapping Equipment and Supplies
Bidder:	Frontier Precision, Inc.

Instructions:

Note: Bidders must follow the instructions set forth in this Exhibit. Unless Enterprise Services, in its discretion, determines that a Bidder’s variance from these instructions is immaterial or timely corrected, bids that do **NOT** follow these instructions will be deemed to be nonresponsive and rejected.

1. Add Bidder’s business name above and follow the instructions below.
2. Review and respond to all questions.
3. Provide a written response that addresses how Bidder meets or exceeds each requirement in the *Written Response* column. Responses will count for all contract categories Bidder is submitting a bid for.
 - a. **Supporting Information.** Please make sure to include references in ***Exhibit A2 – Bidder Profile*** that align with the information provided in this exhibit. Enterprise Services may request additional information or references to help verify the information provided by Bidder in this exhibit. A Bidder’s failure to provide such requested information to Enterprise Services within five (5) business days will result in disqualification.
 - b. **Bidder’s Commitments.** Please note that, if Bidder is awarded a contract, Bidder’s responses to some of the performance requirements below (e.g., customer service) will be incorporated into the resulting contract. Accordingly, Bidder is cautioned to state only commitments that Bidder can meet throughout the term of the Cooperative Purchasing Agreement. An awarded Bidder (i.e., contractor) who is not able to meet such commitments throughout the term will be subject to contract termination for breach of contract and damages. Please see ***Exhibit D – Cooperative Purchasing Agreement***.
 - c. **Word Limit.** Bidder’s responses must demonstrate knowledge of the subject matter. Each question will have a different maximum word limit. Each written response must be complete and will be evaluated on its own merits. Limited responses may receive lower scores than those that demonstrate knowledge of the subject matter. The total word count for all written responses must not exceed **the stated limits**. Any text in excess of the stated maximum will be deleted prior to forwarding the submittals to the evaluation team. Each written response must be complete and will be evaluated on its own merits. Bidders cannot include links to external content or embedded documents, such additional materials will not be evaluated.

4. Bidder’s written response to the performance requirements will be assessed as follows:

Score	Rating	Definition
100%	Excellent added value	Bidder’s response provides outstanding added value for the state across all aspects of the performance requirement. Response demonstrates clear and extraordinary technical or business efficiencies and advantages as compared to the stated business need.
70%	Significant added value	Bidder’s response provides material added value across all aspects of the performance requirement or provides outstanding added value in some aspects of the stated business need. Response demonstrates clear and substantial technical or business efficiencies and advantages as compared to the stated business need.
30%	Sufficient added value	Bidder’s response provides minor added value across all aspects of the performance requirement or significant added value in some aspects of the stated business need. Response demonstrates vague or limited technical or business efficiencies and advantages as compared to the stated business need.
0%	Meets minimum acceptable standard	Bidder’s response meets the specified minimum acceptable expectation for the performance requirement. Note: Bidder must meet minimum acceptable standard to provide a responsive bid.

5. Submit the exhibit as a Microsoft Word document and without modifying the formatting. If you need to print out this document for any reason, please note this document is size Legal 8.5” x 14”.

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
1.	<p>Experience. The State is seeking to award Cooperative Purchasing Agreements to Bidders who employ key personnel with extensive industry knowledge and experience in Survey and Mapping Equipment.</p> <p><i>To meet <u>minimum acceptable standard</u> [0%]:</i> Each Bidder’s key personnel who will be supporting the resulting Cooperative Purchasing Agreement, if awarded, must have 3 years of relevant industry experience. Bidders who do not meet this <u>minimum acceptable standard</u> will be disqualified from further consideration. Add or delete Key Personnel lines as needed.</p> <p><i>Added value:</i> In the written response, demonstrate added value to the state by listing education, professional certifications, or other relevant industry recognition for each key personnel who will be supporting the resulting Cooperative Purchasing Agreement that exceeds the minimum acceptable standard above. Add or delete Key Personnel lines as needed.</p>	50	<p>Written Response Required. Keep total response for all sections to 750 words or less. Add or delete Key Personnel lines as needed.</p> <ol style="list-style-type: none"> 1. Bob Green/Geospatial Analyst <ul style="list-style-type: none"> • 43 Years of Industry Experience • Bob is a multi-generation land surveyor and geomatics professional with over 43 years of boundary, cadastral, Right-of Way, topographic and geodetic experience. He is a former business owner of a Colorado based Land Surveying and Consulting Firm. Mr. Green is a past 2 term member of The Monitor Panel of the Colorado State Board of Licensure for Architects, Professional Engineers, and Professional Land Surveyors. He also recently completed his last term as a member of the Survey Engineering Industrial Advisory Committee at New Mexico State University. Bob has been a positioning consultant to numerous government agencies including, the US Air Force Space Command Wing, the US Marine Corps, the Department of Defense, US Border Patrol, Army Corps of Engineers, Homeland Security and NASA at White Sands Test Facility. Mr. Green is currently working

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
			<p>on several research and development endeavors to streamline and improve functionality to legacy geospatial and drone-based photogrammetry and lidar workflows.</p> <p>2. Melvin L Philbrook/Strategic Development Director</p> <ul style="list-style-type: none"> • 36 Years of Industry Experience • BS Business Management AS Engineering Technologies • Mel Philbrook has been a Trimble Certified Instructor since 1994 and a geospatial solutions provider for over +35 years. He has been involved in civil engineering implementation and managing geographic information systems, as well as providing consultation for geospatial solutions to a myriad of public and private companies. His +35 years of field surveying, civil engineering and assisting GIS professionals in the public and private sector enables him to offer unique and valuable insight on the ever-changing geospatial market. <p>3. Jay Haskamp/Emerging Technologies Director</p> <ul style="list-style-type: none"> • 22 Years of Industry Experience: • AAS Degree – Land Surveying & Civil Engineering Technology • Jay Haskamp is a Trimble Certified Trainer and the Emerging Technologies Manager for Frontier Precision, Inc. He has been involved with Surveying and Engineering since 2001 and has served just about every role both in the field and the office. Jay joined Frontier Precision in 2008 and led their team of Certified Trainers, Support Staff and Services Personnel. He has recently taken on the role of Emerging Technologies Manager across all of Frontier Precision’s business areas. He has a love for new technologies and always tries to stay on the cutting edge of new ideas relating to the geospatial industry and beyond. Jay has had the opportunity to work with, and train Geospatial Professionals throughout the Upper Midwest, the Rocky Mountain and Southeastern regions, Alaska, Hawaii and Mexico. <p>4. Sean Muldoon</p> <ul style="list-style-type: none"> • 11 Years of Industry Experience • BS Biotechnology, Kansas State University • Sean Muldoon is a seasoned expert in UAS technology and program development, bringing over a decade of experience across biotechnology, agriculture, and unmanned systems. Sean began his career at MillerCoors, where he created and scaled a nationwide barley development program, driving innovation and efficiency in agricultural operations. Since joining Frontier Precision in 2020, Sean has focused on working closely with federal and

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
			<p>state agencies, including the Federal Highway Administration (FHWA), large progressive state Departments of Transportation (DOTs), utility firms, and local government organizations. He specializes in helping these entities implement and scale UAS programs to achieve measurable improvements in data accuracy, safety, and operational efficiency. Sean’s expertise includes advanced drone technologies, LiDAR, photogrammetry, and BVLOS (Beyond Visual Line of Sight) operations, ensuring clients successfully integrate cutting-edge geospatial solutions into their workflows. With a proven track record of supporting enterprise-level customers and public sector partners, Sean is recognized for his ability to deliver tailored solutions that meet the evolving needs of large-scale infrastructure, transportation, and utility projects</p> <p>5. Chris Jackson/UAS Sales and Training Specialist</p> <ul style="list-style-type: none"> • 7 Years of Industry Experience • BS – Unmanned Systems, Indiana State University • While earning his degree with an invested and entrepreneurial spirit, Chris started his own drone services business, Essential Aerial Solutions, which served mostly aggregates/excavation clients, but offered a variety of services. Within a week after graduation, Chris moved to Golden, Colorado to start a professional career with a leading remote sensing and data analytics company, Juniper Unmanned. Over those three years, he gained experience flying multiple UAS platforms including multirotor, fixed wing, and VTOL aircraft, as well as operational skills with various sensors including LiDAR, bathymetric LiDAR, magnetometer, and a variety of high-resolution cameras. Following his field-pilot position, Chris spent two years in Bozeman, MT with an American UAS manufacturer, Vision Aerial, as their Head Integrator and test pilot. This greatly enhanced his perspective and understanding of what it takes to build quality and reliable aircraft that users can have repeatable success with.
2.	<p>Customer Service. The State is seeking to award Cooperative Purchasing Agreements to Bidders who are able to provide excellent and timely customer support and communications.</p> <p><i>To meet <u>minimum acceptable standard</u> [0%]: Bidder must, as specified in Exhibit D – Cooperative Purchasing Agreement, provide customer support via telephone and email from 8 AM to 5 PM Pacific Standard</i></p>	75	<p>Written Response Required. Keep total response for all parts to 750 words or less.</p> <p>Minimum acceptable standard:</p> <ul style="list-style-type: none"> • Customer service hours for phone and email support (in PST): 6 AM – 8 PM • Response time commitment: 24 hours

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
	<p>time and respond to customer routine questions and quote requests within 72 hours (3 calendar days). Bidders who do not meet this <u>minimum acceptable standard</u> will be disqualified from further consideration.</p> <p><i>Added value:</i> In the written response, demonstrate added value to the state by offering excellent and timely customer support, communication, and dispute escalation that exceed the minimum acceptable standard above.</p> <ul style="list-style-type: none"> Escalation process for any customer service issue that is not resolved within 24 hours. Ongoing customer feedback process – your company’s approach to proactively seek, collect, and resolve any negative customer feedback. 		<ul style="list-style-type: none"> For customer routine questions. This response time is the time for a resolution/answer to a routine question. Routine questions are questions about the scope of work, process of work, status of current projects, invoicing, or reporting.: 24 Hours For quote requests. This response time is the time for a fully completed quote to be sent to the Purchaser, assuming the Purchaser has included relevant information in prior correspondence.: 24 Hours <p>Added value:</p> <ul style="list-style-type: none"> Escalation process for any customer service issue that is not resolved within 24 hours: Frontier Precision utilizes a CRM for case management. <p>Any service issues that are not resolved within 24 hours would be identified and usually means that case requires assistance from higher management and/or the manufacture. The customer is notified within that 24-hour period of how that case management is being handled.</p> <ul style="list-style-type: none"> Ongoing customer feedback process – your company’s approach to proactively seek, collect, and resolve any negative customer feedback: <p>Our Customer Service CRM Zoho Desk allows management to see all communication directly from the customer in all cases. Within our CRM customers can provide feedback that is directly to management and support personnel. In addition, our sales representatives maintain direct communication, ensuring good customer satisfaction in sales, service, training and support. We have a dedicated technical support team with 11 current team members. We do not charge for after-sales support! We have a dedicated technical support email address that is viewed by all team members, 8-5 Monday through Friday, excluding holidays. With this email system we also have a ticketing system that allows us to track common support cases, view our metrics on response time (normally under 24 hours but ideally within the hour of a support case submitted), and insight into when we are getting training questions so that we may be able to offer our training refresher courses to those individuals directly. We also do not charge for new purchase installation training.</p> <p>Frontier Precision has 2 locations in Washington and another location just across Vancouver, WA and Columbia River in Portland, OR to provide services. We provide technical assistance as well as routine maintenance. We have a Technical Service location in Tukwila, WA. We have 1 certified service technician in our Tukwila, WA and Tigard, OR facility. All told Frontier Precision has 8 service locations throughout our territory with 10 Trimble Certified service technicians. Trimble also provides factory service as required in their Dayton Ohio facility. We do not provide any service on Juniper Systems outside of firmware updates and free</p>

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
			<p>technical assistance. We provide both scheduled and drop off equipment service as well as FREE rod bubble checking and calibration services in all our locations.</p> <p>Frontier Precision prides itself in our ability to serve the customer after the sale. We provide in person and on-site training, training classes, free hosted webinars, as well as On-Demand Training – 50+ training courses available. Our On-Demand training courses have been used widely by State Agencies. We also do an annual User Group for the Minnesota clients offering up the latest information on tips and tricks. We also have a dedicated Frontier Precision YouTube Channel with over +260 videos with over 7000 subscribers and over 1.4 million views. We have industry experts on staff with some of the most tenured individuals in the industry with well over 100 combined years of experience just with our Minnesota staff alone. We have been servicing this industry since 1988, with roots in Minnesota since 2000. We have licensed surveyors on staff as well as certified trainers.</p>
3.	<p>Delivery standards. The State is seeking to award Cooperative Purchasing Agreements to Bidders that can deliver needed products in a timely manner and offer alternative solutions when the ordered goods are delayed.</p> <p><i>To meet minimum acceptable standard [0%]:</i> As stated in Exhibit D-Cooperative Purchasing Agreement, section 8.2 (d), at a minimum, Bidders must commit to deliver all orders within 30 days of the order receipt. Bidders that do not meet this <u>minimum acceptable standard</u> may be disqualified from further consideration.</p> <p><i>Added value:</i> Provide information on how your company can meet and exceed the below stated delivery needs:</p> <ul style="list-style-type: none"> • Company process for backordered products. 	75	<p>Written Response Required. Keep total response for both parts to 500 words or less.</p> <p>Minimum acceptable standard:</p> <ul style="list-style-type: none"> • Not to exceed delivery time for all orders (in days): 14 Days <p>Added value:</p> <ul style="list-style-type: none"> • Bidder’s process for backordered products? Notification to the purchasing party on a weekly basis of any changes to the back ordered products. Frontier Precision has (2) Stores located in Washington where we stock inventory to minimize back ordered or delayed deliveries. In severe cases we offer loaner equipment to get our clients up and running on their investment.
4.	<p>Return Policy. The State is seeking to award Cooperative Purchasing Agreements to bidders that can offer flexible return policies that do not include any re-stocking charges.</p> <p><i>To meet minimum acceptable standard [0%]:</i> At a minimum, with no penalties, charges, or re-stocking fees applied, Purchasers must be able</p>	50	<p>Written Response Required. Keep total response for both part a) and b) to 500 words or less.</p> <p>Minimum acceptable standard:</p> <ul style="list-style-type: none"> • Time frame after delivery when a Purchaser can return non-defective products in their original unopened packaging (in days): 30 days on non-defective products in the original unopened packaging <p>Added value:</p>

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response
	<p>to return non-defective products in the original unopened packaging within 7 days of product delivery. See Exhibit D – Cooperative Purchasing Agreement. Bidders that do not meet this <u>minimum acceptable standard</u> may be disqualified from further consideration.</p> <p><i>Added value:</i> Demonstrate your company’s commitment to offer flexible and customer friendly solutions for non-defective product returns by providing the following information:</p> <ul style="list-style-type: none"> • Fees, if any, that would apply if a Purchaser returns non-defective products in their original, unopened packaging. 		<ul style="list-style-type: none"> • If a Purchaser would like to return products, what fees, if any, would apply: Up to 25% depending on age and condition and factors on the reason product is being returned.
5.	<p>Supply Chain and Inventory. The State is seeking to award Cooperative Purchasing Agreements to Bidders who offer a resilient supply chain and/or sufficient ongoing inventory levels to withstand any unexpected short-term disruptions in the market and continue to supply the State with needed goods.</p> <p><i>To meet <u>minimum acceptable standard</u> [0%]:</i> Bidder must have at least one supply agreement in place. Bidders who do not meet this <u>minimum acceptable standard</u> will be disqualified from further consideration.</p> <p><i>Added value:</i> Demonstrate that Bidder has inventory and supply chain management processes that will support the State needs with minimal disruptions by providing the following information:</p> <ul style="list-style-type: none"> • Identify what processes Bidder utilizes when an established Manufacturer no longer can supply a certain product; • Identify and describe Bidder’s supply chain resilience strategies and/or programs in place to reduce short-term disruptions to the State. 	50	<p>Written Response Required. Keep total response for both parts to 500 words or less.</p> <p>Minimum acceptable standard:</p> <ul style="list-style-type: none"> • Number of supply agreements your company has, and with which Manufacturers: (see below) <p>Added value:</p> <ul style="list-style-type: none"> • Identify what processes Bidder utilizes when an established Manufacturer can no longer supply a certain product: We sign authorized distribution agreements with each manufacture that we resell • Identify and describe Bidder’s supply chain resilience strategies and/or programs in place to reduce short-term disruptions to Washington and Oregon state: Frontier Precision works closely with our Manufacturers to stay on top of supply chain shortages as well as when products are no longer available. Most manufacturers have a Notification PDF sent to us when a product is going to End of Life or no longer available. This is also done through a weekly Newsletter shared with our staff. This allows us ample time to notify interested clients of products that are going to End of Life and no longer available or the replacement product. We maintain a database of past purchases, future opportunities, and customer information available to us to produce notifications to those clients as products are discontinued and no longer available and new products are available as replacements.

REQ ID	Performance Requirement and Stated Business Need	Available Points	Written Response																																										
			<p>To address supply chain resilience Frontier Precision has 2 locations located in the State of Washington to better serve our clients. We stock inventory of traditional supplies and necessary items like batteries, chargers, cables, and other necessary items to keep crews running in the field. We have a system in place with our Inventory management system where we have “Preferred Stock Level” and “Reorder Point” for each item we stock. Please see the example below. This is determined based on a 12-month order history so that necessary items are in our location to immediately be delivered to our clients when needed.</p> <table border="1" data-bbox="1276 479 2596 771"> <tbody> <tr> <td><u>10 - Hawaii</u></td> <td>8</td> <td>8</td> <td>1,143.92</td> <td>142.99</td> <td>131.25</td> <td>4</td> </tr> <tr> <td><u>13 - Tigard OR</u></td> <td>16</td> <td>16</td> <td>2,110.30</td> <td>131.89375</td> <td>131.25</td> <td>10</td> </tr> <tr> <td><u>06 - Maple Grove</u></td> <td>22</td> <td>22</td> <td>2,887.53</td> <td>131.25136364</td> <td>131.25</td> <td>5</td> </tr> <tr> <td><u>08 - Arvada</u></td> <td>22</td> <td>22</td> <td>2,896.68</td> <td>131.66727273</td> <td>131.25</td> <td>8</td> </tr> <tr> <td><u>12 - Seattle</u></td> <td>26</td> <td>26</td> <td>3,462.07</td> <td>133.15653846</td> <td>150.41</td> <td>6</td> </tr> <tr> <td><u>01 - Bismarck</u></td> <td>118</td> <td>118</td> <td>15,487.50</td> <td>131.25</td> <td>131.25</td> <td>20</td> </tr> </tbody> </table>	<u>10 - Hawaii</u>	8	8	1,143.92	142.99	131.25	4	<u>13 - Tigard OR</u>	16	16	2,110.30	131.89375	131.25	10	<u>06 - Maple Grove</u>	22	22	2,887.53	131.25136364	131.25	5	<u>08 - Arvada</u>	22	22	2,896.68	131.66727273	131.25	8	<u>12 - Seattle</u>	26	26	3,462.07	133.15653846	150.41	6	<u>01 - Bismarck</u>	118	118	15,487.50	131.25	131.25	20
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Return this exhibit to Procurement Coordinator at:
DESContractsTeamCypress@des.wa.gov

Solicitation No. 24123, Exhibit C Bid Price - Amendment 3

Introductions

Bidder may bid any or all categories. Bidders must bid on all line items in the category to be responsive for that category. Category 4 - GIS Software, **MUST** be paired with another Contract Category bid. Bidders **CANNOT** bid on Category 4 - GIS Software only.

Part 1 Category Discount is for contract rate. Bidders must provide **each and every** Manufacturer they intend to offer, if awarded a Cooperative Purchasing Agreement, and indicate the percentage off of Manufacturer Suggested Retail Price (MSRP). This percentage off will apply to items fitting the category that the Bidder offers and will be added to Exhibit A - Included Goods and Exhibit B - Prices for Goods of the Cooperative Purchasing Agreement.

Part 2 Market Basket is for evaluation purposes only. The sample products identified represent the most used and requested products eligible Purchasers typically purchase. Bidders must provide the Manufacturer name, Manufacturer percentage off, and MSRP price. DES is **only** asking for categories 1, 2, 3, and 4 to list **ONE**

Price Sheet Instructions**Part 1 - Category Discount (for contract rate)**

Manufacturer name (column A) - Bidder must enter each and every manufacturer(s) they intend to include, if awarded a Cooperative Purchasing Agreement, in all categories on Part 1 – Category Discount tab. Bidder can list Manufacturers even if those Manufacturers do not supply all items in the Market Basket. **ALL** Manufacturer Percentage off Manufacturer (column G) - Bidder must enter a percentage off for **each and every** manufacturer Bidder intends to offer, if awarded a Cooperative Purchasing Agreement. This percentage off will apply to items fitting the category description that the Bidder offers. Bidders must submit a percentage off each Manufacturer for each category they wish to be considered for an award. The percentage off for each Manufacturer must be

Part 2 - Market Basket (for cost evaluation) - 80% of score will consist of best MSRP Discount Rate, and 20%

Line item name (column A) - lists the line items in the category. Items in the category can not be altered. The products listed in the Market Basket are a sampling of products; they do not represent the full catalog of Survey Line item requirements (column B) - This column lists the product requirements for each line item. Requirements

Manufacturer name (column C) - Enter the Manufacturer in the space provided. Bidders must provide the

Unit of Measure (UoM) (Column D) - The unit of measurement is each. This column cannot be altered.

Unit of Measure (UoM) Quantity (Column E) - The quantity that Enterprise Services is seeking pricing on. This MSRP Price (Column F) - Enter the MSRP price for one unit. List the price in \$0.00 format.

Manufacturer percentage off discount (Column G) - Provide the percentage off Manufacturer. Bidders

Bidder price after discount (column H) - This represents the Evaluated Price. The MSRP Price is multiplied by the Manufacturer percentage off discount. These amounts are then added together to get the Bidder price after

OPTIONAL – labor service rates: If Bidder is found to be an Apparent Successful Bidder and wishes to offer labor service rates, Bidder must provide a description that details the services they offer (column B), and their rate

Example of Responsive Bid

Equipment, Survey and Mapping Air Equipment, and Survey and Mapping GIS Software.

On Part 1 - Category Discount, Bidder A provided all Manufacturers that Bidder

Part 1 - Category Discount:

Part 1 - Category Discount (continued):

Category 4: Survey and Mapping GIS Software	
Manufacturer Name	Percentage off Manufacturer
Apple	5%
Orange	12%
Peach	5%
Grape	7%

Part 2 - Market Basket:

Category Two: Survey and Mapping Sea Equipment							
Line item name	Line item requirements	Manufacturer name	UOM	UOM QTY	MSRP Price	Manufacturer percentage off	Price after discount
Unmanned Surface Vehicle (USV)	See Exhibit B1 - Required Specifications for a list of line item requirements for Unmanned Surface Vehicles.	1415	each	1	\$6,000.00	25.00%	\$ 4,500.00
Evaluation Rate							\$ 4,500.00

Category Three: Survey and Mapping Air Equipment							
Line item name	Line item requirements	Manufacturer name	UOM	UOM QTY	MSRP Price	Manufacturer percentage off	Price after discount
Unmanned Aerial Vehicle (UAV)	See Exhibit B1 - Required Specifications for a list of line item requirements for Unmanned Aerial Vehicles (UAV's).	PQR	each	1	\$15,000.00	12.00%	\$ 13,200.00
Evaluation Rate							\$ 13,200.00

Category 4: Survey and Mapping GIS Software							
Line item name	Line item requirements	Manufacturer name	UOM	UOM QTY	MSRP Price	Manufacturer percentage off	Price after discount
GIS software subscription, pack of ten (10) licenses	See Exhibit B1 - Required Specifications for a list of line item requirements for GIS Software.	Orange	pack	1	\$7,000.00	12.00%	\$ 6,160.00
Software Subscription, pack of twenty-five (25) licenses	See Exhibit B1 - Required Specifications for a list of line item requirements for GIS Software.	Orange	pack	1	\$30,000.00	12.00%	\$ 26,400.00

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Exhibit C Bid Price, Part 1 - Category Discount

Category 1: Survey and Mapping Land Equipment	
Manufacturer Name	Percentage off Manufacturer
Trimble GNSS	10%
Trimble Robotic	15%
Trimble Scanners	10%
Trimble DiNi	15%
Trimble Data Collectors	10%
Spectra Precision	10%
Juniper Systems	5%

Category 2: Survey and Mapping Sea Equipment	
Manufacturer Name	Percentage off Manufacturer

Category 3: Survey and Mapping Air Equipment	
Manufacturer Name	Percentage off Manufacturer
ACSL	2%
AgEagle	2%
AgroScout	2%
Anzu	2%
Autel	2%
Censys	2%
CZI	2%
Deep Trekker	2%
Elistair	2%
First iZ	2%
FLIR	2%
Flybotix	2%
FoxFury	2%
Freefly	2%
Gremsy	2%
GVI	2%
Inspired Flight	2%
Parrot	2%
Pergam	2%
Phase One	2%
Quantum Systems	2%
Sentera	2%
Skydio	0%

Spectra	2%
Vision Aerial	2%
Wispr Systems	2%
Workswell	2%
Yellowscan	0%
Category 4: Survey and Mapping GIS Software	
Manufacturer Name	Percentage off Manufacturer
Trimble	10%
Flytbase	2%
Pix4D	2%
Terrasolid	2%
SPH Engineering	2%
gNext	0%

S



Line item name

Total Station, Robotic

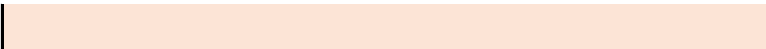
GNSS Receiver

3D Scanner

Digital Level

Data Collector

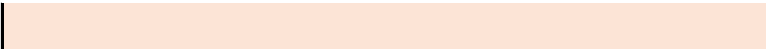
Evaluation Rate



Line item name

Unmanned Surface Vehicle (USV)

Evaluation Rate



Line item name

Freefly Astro

Skydio X10

Yellowscan Voyager

Evaluation Rate

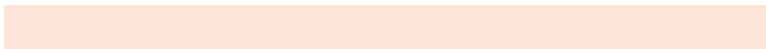


Line item name

Trimble Business Center Advanced

Pix4D Matic

Evaluation Rate



Line item name

Labor service rates

FPI-Training- Survey

FPI-Training- Hourly

Part 2 - Market

Category 1 - Survey and Mapping

Line item requirements

Trimble S7 3" Robotic, DR Plus, Trimble VISION, FineLock, Scanning Capable

Trimble R980, Model 50, ROW -Configuration Level - Base and Rover Mode

Trimble X9 Instrument Pack - X9 Premium Perpetual Configuration

Trimble DiNi (0.3) Instrument in transport case (with battery, manual and data transfer cable)

Trimble TSC5 controller - WWAN, Worldwide region

Category Two: Survey and Mapping

Line item requirements

Category Three: Survey and Mapping

Line item requirements

Astro Max (non-NDAA/Blue) NO PAYLOAD (950-00158)

Skydio X10 Ready Kit [1 Battery] (2.4/5 GHz, 5G/LTE Ready: T-Mobile, Visible Light) NA + VT300-L

YellowScan® Voyager 30 Integrated System (YSVXKIT3)

Category 4: Survey and Mapping

Line item requirements

Trimble Business Center Survey Advanced - Dongle License

PIX4Dmatic, Perpetual License (3030.79)

Optional items

Description

Labor service rates for software implementation, training, and/or demos.

On-Site Daily Training Fee

Remote web based Training Fee

On-Site Daily Service/Training Fee

Basket

ing Land Equipment

Manufacturer name	Unit of Measure (UoM)	Unit of Measure (UoM) quantity	MSRP Price
Trimble	each	1	\$31,555.00
Trimble	each	1	\$32,000.00
Trimble	each	1	\$50,400.00
Trimble	each	1	\$7,290.00
Trimble	each	1	\$4,515.00

oping Sea Equipment

Manufacturer name	UOM	UOM QTY	MSRP Price
	each	1	

oping Air Equipment

Manufacturer name	UOM	UOM QTY	MSRP Price
Freefly	each	1	\$20,000.00
Skydio	each	1	\$20,476.00
Yellowscan	each	1	\$269,600.00

oping GIS Software

Manufacturer name	UOM	UOM QTY	MSRP Price
Trimble	each	1	\$4,805.00
Pix4D	each	1	\$6,990.00

Not-to-exceed hourly rate

\$	135.00
\$	1,800.00
\$	225.00

\$

2,500.00

Manufacturer percentage off discount	Bidder price after discount
15.00%	\$ 26,821.75
10.00%	\$ 28,800.00
10.00%	\$ 45,360.00
15.00%	\$ 6,196.50
10.00%	\$ 4,063.50
	\$ 111,241.75

Manufacturer percentage off discount	Bidder price after discount
	\$ -
	\$ -

Manufacturer percentage off discount	Bidder price after discount
2.00%	\$19,600.00
0.00%	\$20,476.00
0.00%	\$269,600.00
	\$19,600.00

Manufacturer percentage off discount	Bidder price after discount
10.00%	\$ 4,324.50
2.00%	\$6,850.20
	\$ 11,174.70