



**Bid Synopsis
For
Mobile Drone Detection Sensor**

RFQ Issued & Publicly Posted: 02/12/2024	Public Postings: Livingston Co. Website (livgov.com) BidNet (bidnetdirect.com/mitn)
Solicitation #: RFQ-LC-24-06	
Number of Timely Responses Received: 5	RFQ Due Date: 03/04/2024

The Evaluation Committee has completed evaluation of the quotes received for the Request for Quotes (RFQ) referenced above. The purpose of this RFQ was to secure quotes for a mobile drone detection sensor. Below is a recap of the RFQ process and evaluation.

The RFQ documents were publicly posted on two websites. Five timely responses were received, and one late bid was received.

The five timely responses were received as follows:

AeroDefense
Airsight
ApolloShield Anti-Drone Systems
Multitech Traders
Unmanned Vehicle Technologies

A bid from Adorama Business Solutions was received late and was not considered in the evaluation.

AeroDefense: The references submitted by AeroDefense were relevant and strong. They offered a customer service contact 24/7 for the county, which was beyond their normal customer service hours. The evaluation committee requested clarification from AeroDefense related to their pricing. Bid pricing was \$28,761.25 total (\$7,000 for hardware, \$21,000 for software, and \$2,000 for onsite training year 1). Clarification was requested from the bidder, as it was not clear whether an annual subscription would be required. The bidder clarified that the annual fee to sustain the project would be \$21,000.

Airsight: The information included in this bid response was somewhat vague regarding the true annual cost of the equipment. Clarification was received that the annual cost for the system, inclusive of all hardware, software and maintenance is \$7,000 per year. The total first-year cost is \$8,500 which includes a one-time on-site installation fee. Airsight requires that customers sign a three-year contract. There was no description of the hardware included in the response, and there was concern that the references were paying \$15,000 or more per year with Airsight.

ApolloShield: This company is based in Israel. The bid response indicates that engineering and troubleshooting would be done by the customer's technicians. They did not provide 24-hour support, battery run time was only five hours, and system repairs would need to be sent to Israel. The pricing submitted was \$87,460 (\$52,430 for hardware, \$19,200 annual for software, and \$10,200 for training).



Multitech Traders: The bid response did not provide references, and all required bid documents were not included. The response included software and training only, no hardware. The pricing was the highest of all the bids received at \$140,700.

Unmanned Vehicle Technologies: The headquarter for UVT is in Arkansas, but they have a Michigan office located close to Livingston County. They provide an all-inclusive system for the first three years, including updates. With this ever-changing technology this was not a concern for the evaluators. Their system is self-contained, multi-use and portable, which is a positive because it is not vehicle dependent. The UVT proposal is the most fiscally responsible of all the bidders, at \$47,530 which includes the first three years. After the first year, updates and cloud service would be \$6,700; the County could still use local without the cloud if required. UVT confirmed that delivery is estimated to be 2 – 4 weeks after order.

Based on the above, it is the evaluation committee's unanimous decision to recommend Unmanned Vehicle Technologies for award, pending Board of Commissioner's approval.