



**Requests for Proposals  
Salem NH Police Department  
sUAS Drones  
RFP 2023-023  
Town of Salem NH**

**SALEM PURCHASING**

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Prepared for and in coordination with the  
**Salem NH Police Department**  
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**TOWN OF SALEM NH  
REQUEST FOR PROPOSALS  
RFP 2023-023  
SALEM NH POLICE DEPARTMENT  
sUAS DRONES**

You are cordially invited to submit a proposal for the Salem NH, Police Department sUAS Drones, in accordance with the attached specifications, terms, and conditions listed in RFP 2023-023 Salem Police Department sUAS Drones which can be obtained at <https://www.townofsalemnh.gov/purchasing>. The Town of Salem NH is requesting bids from Qualified Vendors for supplying the product(s), software, and accessories of two (2) drones. The successful bidder must meet certain Federal conditions. **All proposals/bids must be received by July 19, 2023, at 9:30 AM EST. Two (2) copies of the BID Sheet must be signed and submitted in a sealed envelope, plainly marked:**

**RFP 2023-023  
Salem NH Police Department  
sUAS Drones  
Town of Salem NH  
Attn: Purchasing Office  
33 Geremonty Drive  
Salem NH 03079**

Qualified vendors requiring additional information or clarification relative to the contents of the bid may direct inquiries to Gia Faccadio, Purchasing Agent, [gfaccadio@salemnh.gov](mailto:gfaccadio@salemnh.gov), (603) 890-2090.

The Town reserves the right to reject any or all bids or any part thereof, to waive any informality in the bidding, and to accept the bid considered to be in the best interest of the Town. The Town also reserves the right to conduct reasonable negotiations with low bidders and sole bidders as well as the right to deny the lowest bidder, if vendor fails to meet all of the requirements listed within the bid. Failure to submit all information may disqualify a bid.

## **BID NARRATIVE:**

The Town of Salem NH is looking to purchase two (2) small Unmanned Aircraft (drone) for primary drone flights.

### Primary Drone:

One (1) drone should be capable of achieving sustained minimum flight times of 30 – 50 minutes, able to video record, and support thermal cameras, lighting, etc. The drone should be capable of remote landing and should be water-resistant, tether-compatible, platform DJI Matrice 350 RTK drone is preferred.

### Secondary Drone:

One (1) smaller, secondary Unmanned Aircraft (drones) that is capable of at least 30 minutes of flight time, and has the capability to record video, and detect thermal heat signatures. These drones will be used for outdoor and indoor missions and be capable of recording video and have or can be fitted with a light source, platform DJI Matrice M30T is preferred.

The Vendor who places the bid **MUST** meet certain Federal qualifications. It is mandated that the drones and their vendors cannot be Federally disbarred / suspended at the System for Award Management at [www.sam.gov](http://www.sam.gov). Any drone / vendor that is federally disbarred / suspended cannot be procured and Vendor will be denied.

There is no guarantee of an award as the Town reserves the right to cancel this bid for unsatisfactory products, deliverables, and lead times. This award will be through best offer meeting the Towns needs not guided solely by price, low bid, or exact specifications.

## **BID DISCLAIMER:**

The bid will be awarded to a responsive & responsible bidder based on the best cost, qualifications, and the quality of the equipment / product / materials / services to be provided and the support that the bidder offers. The Town reserves the right to award based on its best interest understanding the volatility of current market conditions including excessive lead times and delivery dates. Exceptions can and will be made thereof should they be warranted.

## **QUALIFICATIONS**

Eligible Vendor should be able to provide the following items:

### Primary Drone

- Platform DJI Matrice 350 RTK preferred.
- Six (6) Additional batteries.
- Charging system for batteries.
- Mounted Camera system with thermal, recording and zooming capabilities.

- Backup propeller set.
- Storage case capable of storing and deploying.
- FAA-compliant positional lighting.
- Controller and screen with backup batteries.
- Onsite training/familiarization for Police Department drone pilots.

**Secondary Drone**

- Platform DJI Matrice M30T is preferred.
- Six (6) Additional batteries.
- Charging system for batteries.
- Backup propeller set.
- FAA-compliant positional lighting.
- Controller and screen with backup batteries.
- Onsite training/familiarization for Police Department drone pilots

**EQUIPMENT WARRANTY**

- All Vendor equipment shall be warrantied from the manufacturer starting on the date of the Town's receipt on all products and advise if any additional warranty is provided by the Vendor.

## GENERAL TERMS AND CONDITIONS

**PREPARATIONS OF BIDS/PROPOSALS:** Proposals shall be submitted on the forms provided and must be signed by the Bidder or his authorized representative. The person signing the proposal shall initial any corrections to entries made on the attached forms.

Vendors must provide pricing on all items appearing on the bid forms unless specific directions in the advertisement, on the bid form or in the special provisions allowed for partial bids. Failure to provide pricing on all items may disqualify the bid. Alternative bids will be considered, unless otherwise stated, only if the alternate is described completely, including, but not limited to, sample, if requested and specifications sufficient so that a comparison to the request can be made.

Any questions or inquiries must be submitted in writing and must be received by the Purchasing Department no later than seven (7) calendar days before the Request for Proposal due date to be considered. Any changes to the Request for Proposal will be provided to all bidders of record.

The name of manufacturer, trade name, or catalog number mentioned in this request for bid description is for the purpose of designating a minimum standard of quality and type. Such references are not intended to be restrictive, although specified color, type of material and specified measurements may be mandatory.

Proposals will be considered for any brand that meets or exceeds the quality of the specifications listed. On all such proposals, the bidder shall specify the product they are proposing and shall supply sufficient data to enable a comparison to be made with the particular brand or manufacturer specified. Failure to submit the above may be sufficient grounds for rejection of the proposal.

**SUBMITTED BIDS/PROPOSALS:** Proposals must be submitted as directed in the Notice to Qualified Firms, and on the forms provided unless otherwise specified. Proposals must be typewritten or printed in ink. Proposals must be mailed or delivered in person. Proposals that are faxed or emailed will not be accepted.

**WITHDRAWING BIDS/PROPOSALS:** Proposals may be withdrawn prior to the opening date and time upon written request of the Proposer. Negligence on the part of the Proposer in preparing his/her proposal shall not constitute a right to withdraw a proposal subsequent to the proposal opening.

### **PROPOSAL EVALUATION:**

The Town reserves the right to reject any and all proposals received for the following reasons including but not limited to:

- Fails to adhere to one or more of the provisions established in the proposal.
- Fails to submit its proposal at the time or in the format specified herein or to supply the minimum information requested herein.
- Fails to meet the minimum evaluation criteria specified in this proposal.
- Fails to submit its proposal to the required address on or before the deadline date established by the Town.
- Misrepresents its services, experience, and personnel by providing demonstrably false

- information in its proposal or fails to provide material information.
- Fails to submit its cost on the enclosed bid form.
- Refuses a reasonable request for an interview.
- Refuses to provide clarification requested by the Town.

### **RECEIPT AND OPENING OF PROPOSALS:**

Proposals shall be submitted prior to the time fixed in the Request for Sealed Bids/RFP. Proposals received after the time so indicated shall be returned unopened.

### **PROPOSAL RESULTS:**

All sealed bids received will be considered confidential and not available for public review until after the bid opening is conducted. Bid and RFP openings will be scheduled and opened accordingly. Results will not be given over the phone. Please send your request in writing or send an email to [gfaccadio@salemnh.gov](mailto:gfaccadio@salemnh.gov) to receive sealed bid results after the public opening. All Bids, RFP's, and RFQ's will remain unofficial and if applicable confidential until the award has been posted on the Town website.

**KNOWLEDGE AND EXPERIENCE:** If and as requested per document, provide a description of the firm/vendor's knowledge and experience in the industry. Highlight your company's experience in providing the highest quality and effective product and reliable service and support.

**REFERENCES:** If and as requested per document, projects within the past ten years best illustrating current qualifications for this project.

**AWARD OF CONTRACT:** It is the policy of the Town of Salem, NH that contracts are awarded only to responsible bidders. In order to qualify as responsible, a prospective vendor must meet the following standards as they relate to this request:

- Have adequate financial resources for performance or have the ability to obtain such resources as required during performance.
- Have the necessary experience, organization, technical and professional qualifications, skills, and facilities.
- Be able to comply with the proposed or required time of completion or performance schedule.
- Have a demonstrated satisfactory record of performance.
- Adhere to the specifications of this bid and provide all documentation required of this bid.

The contract will be awarded to a responsive & responsible bidder based on best (lowest) cost first understanding the qualifications and experience of the bidder, the quality of the equipment/ product /materials/services to be provided and the support that the bidder offers during the duration of the contract terms.

**EXECUTION OF AGREEMENT:** The successful proposer shall sign (execute) the necessary agreements for entering into the contract and return such signed agreements to the town within ten (10) calendar days from the date mailed or otherwise delivered to the successful Proposer.

**APPROVAL OF AGREEMENT:** Upon receipt of the agreement that has been fully executed by the proposer, the owner will complete the execution of the agreement and return the agreement to the contractor. The Agreement accompanied by a Town issued purchase order will be delivered to the contractor and will constitute a mutual approval and agreement by both parties to abide by the

terms and conditions of the agreement.

**FAILURE TO EXECUTE AGREEMENT:** Failure of the successful proposer to execute the agreement at the date and time agreed upon by the Town and the successful Proposer shall be just cause for cancellation of the award and forfeiture of all deposits.

**CONTRACT TERMINATION:** If at any time the proposer fails to provide proper services during the contract period, the Town of Salem, NH will have the option to terminate the contract at any time without notice.

**RIGHT TO REJECT BIDS:** The Town reserves the right to reject any and all sealed bids, should the Town deem it to be in the best interest of the public. The Town also reserves the right to deny the lowest bidder, if vendor fails to meet all the requirements listed within the bid.

**INSURANCE CERTIFICATES:**

Prior to award of this contract, the Contractor shall submit insurance certificates indicating coverage for all vehicles, public liability, and property damage in the following amounts:

|                                 |   |
|---------------------------------|---|
| Comprehensive General Liability | \$ 1,000,000 / \$ 1,000,000               |
| Auto Liability: Property Damage | \$ 1,000,000 / \$ 1,000,000               |
| Personal Injury                 | \$ 1,000,000 / \$ 1,000,000               |
| Workmen's Compensation          | as required by the State of New Hampshire |

**PRICING:** Unless otherwise specified all prices listed are firm for the term of the contract. All prices should include all labor and material costs, and any discounts offered. All fuel surcharges, delivery charges and miscellaneous charges that are not part of the terms and conditions of this contract will only hold up payment if they are added to the submitted invoice.

**INVOICING:**

Invoices **must be physically mailed** and/or submitted (emailed invoices unacceptable) **to Accounts Payable at:**

Town of Salem  
c/o Accounts Payable  
33 Geremonty Drive  
Salem NH 03079

The invoice must include an itemization of all items, supplies, repairs, labor furnished, including unit list pricing, and net pricing, as identified in the bid award. The total amount due shall be clear and apparent on the invoice for proper payment. Payment terms are net thirty (30) days from the date of the invoice. General terms as allowable: Invoices received before the twentieth of each month should be processed for said month with payment available through said month check disbursement.

**TAX:**

The Town is exempt from all sales and federal excise taxes. Our exemption number is 026000817 Please Invoice less these taxes.

**DELIVERY:** Deliveries are to be made only to the department or division indicated on the order and in accordance with accepted commercial practices, without extra charge for packing or containers.

**GUARANTEES AND WARRANTIES:** All parts and labor related to agreements must be guaranteed and include a warranty. If any work is unable to be guaranteed, the contractor must inform the Town, in writing, prior to the delivery of an item or any work being performed.

**FORCE MAJEURE:** Neither party shall be liable for any inability to perform its' obligations under any subsequent agreement due to war, riot, insurrection, civil commotion, fire, flood, earthquake, storm or any other act of God.

**BID AWARD:** The Bid will be awarded to the most responsive & responsible Vendor based on the best cost, qualifications, and experience of the bidder.



## **SIGNATORY DECLARATION**

I, the undersigned, acknowledge completion and receipt of the Authorized Signatory Declaration Form, and fully understand my responsibility as an Authorized Signatory on this document and all subsequent forms thereof requiring signature. In particular I understand rules regarding the referencing, checking, and verification as necessary for disclosure to award this bid or proposal as requested and defined within this document. The bid document as submitted has not been altered knowing all information must be filled out correctly for consideration. It is hereby understood that the Town of Salem reserves the right to reject any and all proposals or parts of proposals; to waive any defects, information, and minor irregularities; to accept exceptions to these specifications; to award contracts, or to cancel this request, if it is in the Town's best interest to do so.

Written Name of Authorized Signatory: \_\_\_\_\_

Title: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_



### **NON-COLLUSION STATEMENT**

By Submission of the Bid or Proposal, the Bidder Certifies that:

1. This bid or proposal has been independently arrived at without collusion with any other competitor or potential competitor;
2. This bid proposal has not been knowingly disclosed and will not be knowingly disclosed prior to the opening of bids or proposals for this project, to any other bidder, competitor, or potential competitor;
3. No attempt has been made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal;
4. The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties of perjury, affirms the truth thereof, such penalties being applicable to the bidder as well as to the person signing in its behalf;
5. That attached hereto (if a corporate bidder) is a certified copy of a resolution authorizing the execution of the certificate by the signatory of this bid or proposal on behalf of the corporate bidder.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



### **INDEMNIFICATION AGREEMENT**

The successful vendor agrees to indemnify, investigate, protect, defend, and save harmless the Town of Salem, NH, its officials, officers, agents, and employees from any and all claims and losses accruing or resulting to any and all contractors, subcontractors, suppliers, laborers and any other person, firm or corporation furnishing or supplying work, services, materials, equipment or supplies in connection with the performance of this contract and from any and all claims and losses accruing or resulting to any person, firm or corporation which may be injured or damaged by the vendor in the performance of this contract. In any case, the forgoing provisions concerning indemnification shall not be construed to indemnify the Town for damage arising out of bodily injury to persons or damage to property caused by or resulting from the sole negligence of the Town or its employees. This indemnification shall survive the expiration or early termination of this contract.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



## **NO BID QUESTIONNAIRE**

If you choose not to bid, please complete the questionnaire below and return it with your response by the bid opening date. Your assistance in helping us to analyze no bid rationale is very much appreciated.

A no bid is submitted in reply to the Town of Salem, NH invitation in reference to:

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Given the following:

Item not supplied by our company  
 Bid Specification (Provide reason)

---

Profit Margin too low  
 Past experience with the Town of Salem (Provide reason)

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Insufficient time allowed to prepare and respond to bid request  
 Bid requirements (Provide reason)

---

Priority of other business opportunities limits time.  
 Other reason(s): \_\_\_\_\_

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Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**W-9**

Form  
(Rev. December 2014)  
Department of the Treasury  
Internal Revenue Service

## Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

|  |  |  |  |  |  |
|--|--|--|--|--|--|
| <b>Print or type<br/>case specific instructions on page 2:</b> | 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  |  |  |  |  |
|  | 2 Business name/disregarded entity name, if different from above   |  |  |  |  |
|  | 3 Check appropriate box for federal tax classification; check only one of the following seven boxes:<br><input type="checkbox"/> Individual/sole proprietor or <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate single-member LLC<br><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ► _____<br><small>Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.</small><br><input type="checkbox"/> Other (see instructions) ► _____ |  |  |  |  |
|  | 5 Address (number, street, and apt. or suite no.)  |  |  | Requester's name and address (optional)<br><b>Town of Salem, NH</b><br><b>33 Geremonty Drive</b><br><b>Salem, NH 03079</b> |  |
|  | 6 City, state, and ZIP code  |  |  |  |  |
|  | 7 List account number(s) here (optional)   |  |  |  |  |

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I Instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

|                        |  |  |   |  |   |  |  |
|------------------------|--|--|---|--|---|--|--|
| Social security number |  |  |   |  |   |  |  |
|                        |  |  | - |  | - |  |  |

|                                |  |   |  |  |  |  |  |  |
|--------------------------------|--|---|--|--|--|--|--|--|
| OR                             |  |   |  |  |  |  |  |  |
| Employer identification number |  |   |  |  |  |  |  |  |
|                                |  | - |  |  |  |  |  |  |

### Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification Instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the Instructions on page 3.

|              |                               |        |
|--------------|-------------------------------|--------|
| Sign<br>Here | Signature of<br>U.S. person ► | Date ► |
|--------------|-------------------------------|--------|

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at [www.irs.gov/w9](http://www.irs.gov/w9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.
- By signing the filled-out form, you:

- 1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),

- 2. Certify that you are not subject to backup withholding, or
- 3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- 4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.