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February 18, 2025

Invitation For Bid
GSA-009-25
Unmanned Aircraft System (Drones)

Questions and Concerns received from 2cofly on February 6, 2024.

1. Does the UAS have to be a Blue DIU listed UAS or NDAA compliant? Or can it be a foreign made drone?
   Response: UAS drones must comply with current U.S. department of interior (DOI) regulations regarding UAS procurement. Whereas, the UAS is subject to § 200.216 prohibition on certain telecommunications and video surveillance services or equipment as stated on page 5 of 40 of the IFB no: GSA-009-25.

2. Does the drone need to have an interchangeable payload capability or a payload that is fixed?
   Response: Either is sufficient as long as camera requirements are met.

3. We understand that the bid bond/surety is 15% of total amount. a) Will this be converted into the performance bond? b) How long will the performance bond be held?
   Response: A) Yes. **B)** Bid Bond will be held through the duration of the contract. Once contract is completed bid bond will be returned.

4. Gimbal requirements: Does it have to be a **3 axis gimbal** with +/-90º pan, or could it be a 2 axis gimbal. (Physically yaw drone for panning)
   Response: 3 axis is preferred.

5. How far can we deviate from Wind Speed, IP Rating, Flight Time, Horizontal Speed, and Operating Temperature requirements? Or must we meet the listed specs at 100%?
   Response: Several drone models currently in production meet or exceed the requirements requested. Deviations must be specified for consideration.

6. For the 35 minute flight time minimum, is that based on the drone's performance with or without the payload?
   Response: Without payload.

7. Do you require training with this drone purchase?
   Response: Only basic operations training for specific model familiarization

Questions and Concerns received from Aviation Concepts LLC on February 7, 2024.

1. **Multiple Submissions:**
   - Can a single company submit more than one quote if they are resellers for multiple manufacturers?
     Response: Yes. The Government will consider not more than two (2) (Basic and Alternate) items. See item 9 on page 6 of 40 of the bid packet.

- If multiple submissions are allowed, should each quote be submitted separately or can they be combined in one package?
  Response: Combined in one package. Bidder shall explain fully each price if supplies, materials, equipment, and/or specified services offered comply with specifications and the product origin. See item 9 on page 6 of 40 of the bid packet.

2. **End User Clarification:**
- Could you specify who the end user of the UAS will be?
- Are there any specific operational requirements or preferences from the end user?
  Response: Guam Fire Department. Thermal/infrared, water resistance (ip55 minimum), rapidly deployable, etc.

3. **Intended Use of Drones:**
- What are the primary applications or missions for which the drones will be used (e.g., surveillance, mapping, agriculture, public safety)?
  Response: Public Safety (search and rescue, fire observation, fire prevention).

4. **Software and Data Requirements:**
- Does the UAS require compatibility with any specific third-party software for post-processing data, images, or videos?
  Response: No, however, they must be able to store all video/picture data on a removable SD card or similar format.
- Is a third-party software required with the quote? If so, how long would the license be needed, i.e., annual, perpetual, etc.? Is there a preferred program?
  Response: No.

5. **Training and Support:**
- Will training for operators be required as part of the contract? Please specify.
  Response: Basic operations training for specific model familiarization.
- Are there specific support or maintenance expectations post-purchase?
  Response: No, other than stating manufacturer warranty, if any.

6. **Security and Data Privacy:**
- Could you clarify the **Local Data Mode** requirement mentioned on page 40? Should the UAS be capable of complete disconnection from the internet, or is it sufficient for the system to have the ability to toggle between connected and disconnected states?
  Response: The ability to prevent any data generated during drone operations from being transmitted to servers or any other third party, essentially keeping all flight data completely local on the device.

7. **Legal and Regulatory Compliance:**
- Do the drones need to comply with **NDAA (National Defense Authorization Act)** requirements, specifically avoiding the use of components from restricted manufacturers?
  Response: UAS drones must comply with current U.S. department of interior (DOI) regulations regarding UAS procurement. Whereas, the UAS is subject to § 200.216 prohibition on certain telecommunications and video surveillance services or equipment as stated on page 5 of 40 of the IFB no: GSA-009-25.

Please Note: Follow up/Clarification to the Questions and Concerns responses dated 02/18/2024 must be submitted to the General Services Agency via email to gsaprocurement@gsadoa.guam.gov no later than 5pm, Monday, August 12, 2024.

Andriana Quitugua
Acting Chief Procurement Officer

Please Print
Acknowledgement Copy (Email to GSA)
Received By: _____
Date: _____
Company Name: _____
Email to: gsaprocurement@gsadoa.guam.gov