



Bid Waiver Form

Revised 04/2021

Procurement Exception List

- ☐ Emergency Procurement
- ☐ Unique and specific technical qualifications are required
- ☐ A special adaptation for a special purpose is required
- ☐ A unique or opportune buying condition exists
- ☐ Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

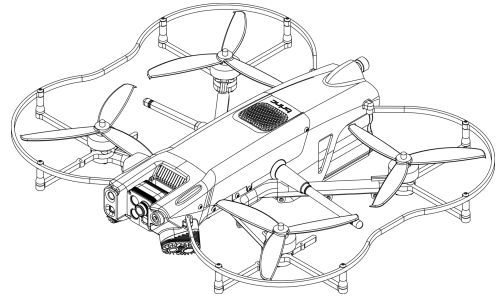
Bid Waiver Approval (For Purchasing Use Only)

☐ Under \$43,000 (Controller)

☐ \$43,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed



Sole Source Letter for BRINC Drones Lemur 2 and Fleet Operations Solution

BRINC is the sole manufacturer and developer of the Lemur 2. BRINC is also the sole provider of the comprehensive fleet management, live streaming, and operations hub which integrates with the Lemur 2.

The Lemur 2 is the only law enforcement grade drone system to offer the following combination of features:

- Integrated loudspeaker and microphone, transforming the drone into a mobile communication hub for negotiators.
- Glass breaker attachment, for effective entry into structures and ventilation of buildings.
- Payload Dropper Attachment, for delivering or dragging small objects during negotiations.
- Turtle Mode enables the LEMUR 2 to automatically flip back and redeploy in the event of being knocked over on its back.
- 6 hour perch time for extended eyes on critical locations.
- 190 degree gimbal range enabling the ability to look straight up above the drone.
- Integrated blue and white lights built into the gimbal. Lighting modes include persistent or strobe lights depending on the needs of the situation.
- Produce real-time floor plans while the drone is in flight, utilizing LiDAR sensors that stream data directly to the controller.
- Designed and made in the USA, meets the security standards set forth by the National Defense Authorization Act (NDAA).

Integrates with BRINC LiveOps, a cloud-based platform streamlining Lemur 2 operations, offering the following combination of features:

- Live stream with the drone's advanced 4K color, night vision, and FLIR thermal sensors.
- Stream LiDAR data to LiveOps for stakeholders while the drone autonomously creates and shares 3D maps, saving all information on LiveOps.
- Communicate using the drone's built-in speaker and microphone, seamlessly connected to the LiveOps platform.
- Enhance negotiations with A.I. call transcriptions on LiveOps, ensuring accuracy, real-time insights, and collaborative decision-making.
- Efficiently manage fleets and teams, overseeing pilots, maintaining detailed flight records, and tracking call history.



Dane County, WI Sheriff's Department (2: Lemur 2 Safeguard: 3 year program)

Dane County Sheriffs Office WI

115 W Doty St
Madison, WI 53703
United States

Nathaniel Newberry

newberry.nathaniel@danesherriff.com
(608)259-6901

Reference: 20241003-125508927

Quote created: October 3, 2024

Quote expires: December 31, 2025

Quote created by: Michael Weaver

Territory Account Executive
michael.weaver@brincdrones.com

Any applicable taxes the agency owes will be added when invoicing if they are not included in this quote. If the agency is tax-exempt, please provide documentation to your BRINC Drones point of contact.

Item & Description	SKU	Quantity & Total
LEMUR Safeguard	L-	2 x \$59,997.00
- 1x LEMUR 2 Kit Including: 1x LEMUR 2 Airframe, 1x Controller, 2x Battery, 1x Charging Kit (1x Power Supply, 2x Chargers, 3x USB-C Cables, 1x Power Supply Cable), 1x Spare Parts Kit, 1x Tool Kit, 1x Hard Case	SG-1	after 25% discount
- 1x Accessory Kit Including: 1x Glass Breaker, 1x Dropper, 1x Robot Mount		\$89,995.50
- No Questions Asked Repairs/Replacements		for 3 years
- LiveOps Tactical W/ Storage For Duration Of Contract		
- Hardware Refresh Every 2 Years		
- Included Training At Every Refresh		

One-time subtotal	\$89,995.50
	after \$29,998.50 discount

Year 1 Total	\$89,995.50
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Total contract value	\$89,995.50
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Purchase Terms and Bundle Details

This quote is governed by the terms and conditions found in the Brinc Master Services Agreement

Payment Terms: Net 30.

Forms of payment accepted include ACH and wire transfer. VISA, Mastercard, and American Express are accepted on orders less than \$3,000.

Signature

Signature

Date

Printed name

Countersignature

Countersignature

Date

Printed name

Questions? Contact me



Michael Weaver

Territory Account Executive

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BRINC

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United States