

Request for Demonstrations - Tethered Drone System (See below for Q/A)

Background: The New York State Division of Homeland Security and Emergency Services (DHSES) is interested in further exploring the use of a tethered Unmanned Aircraft System (UAS, aka drones) in support of the agency's emergency response missions. To that end, DHSES is inviting vendors with tethered UAS technology to attend a "demo day" at the DHSES State Preparedness Training Center (SPTC) located in Central New York. In addition to DHSES, other State and local agencies interested in UAS technology will be invited to attend.

Purpose: The purpose of this event is for DHSES and other public safety agencies to gain additional insight regarding tethered UAS technology and systems. DHSES is most interested in systems with both power and secure data capabilities. Ideally, the systems will need to demonstrate the ability to carry a variety of payloads and an ability to interchange the payload in the field. The ability to function in poor weather conditions should be identified as well.

Agenda: The event is scheduled to run from 1:00 pm-4:00 pm on April 4th, 2018. During this time, each vendor will have up to two hours (1:00-3:00) to demonstrate their system and the associated capabilities and an opportunity to participate in a roundtable discussion/information sharing forum with the agencies in attendance (from 3:00-4:00).

Location: The event will take place at the SPTC, which includes more than 1,000 acres of training space. The SPTC is located at 5900 Airport Rd, Oriskany, NY 13424. More information on the SPTC is available at: <http://www.dhSES.ny.gov/sptc/map.cfm>

FAA Rules Compliance: The demonstrations will take place in Class G airspace and each vendor must comply with the FAA's small UAS rules and ensure all UAS operators have their Remote Pilot in Command Certification (107 certification) from the FAA. DHSES will work to ensure coordination regarding the times and exact locations of the demonstrations. Note: vendors may be asked to provide copies of operational and safety plans to ensure compliance with DHSES operational and safety standards. Vendors will also need to comply with the emergency procedures outlined in the SPTC Outside Agency Use Agreement noted below.

Liability: The vendor shall be solely responsible and answerable in damages for any and all accidents and/or injuries to persons (including death) or property arising out of or related to the demonstration. The vendor shall indemnify and hold harmless the State and its officers and employees from claims, suits, actions, damages and cost of every nature arising out of the demonstration.

SPTC Outside Agency Use Agreement: Each vendor will be required to complete the SPTC Outside Agency Use Agreement in advance of the demonstration. The agreement is available here: <http://www.dhSES.ny.gov/documents/Revocable-Access-Outside-Agency-Use.pdf>

Disclaimer: This demonstration, to be provided at no cost to DHSES, is not a promise or commitment to enter into a procurement contract. The results of this demonstration will be analyzed to determine if a product(s) exists that can meet the needs of DHSES and possibly other agencies. In accordance with State Finance Law, if a vendor prepares and furnishes specifications for a state agency technology procurement proposal, to be used in a competitive acquisition, such vendor shall not be permitted to bid on such procurement, either as a prime vendor or as a subcontractor. Therefore, this demonstration is strictly for informational purposes only.

Registration: If you are interested in demonstrating your products please register by March 26th at https://www.surveymonkey.com/r/Tethered_UAS_Demo_Day_Registration. Pilot credentials (i.e., 107 certification) and a signed copy of the SPTC Outside Agency Use Agreement must be submitted as part of the registration.

Questions/Answers: Any questions about this event or type of tethered UAS technology DHSES is interested in should be submitted in advance to Terry Hastings at terry.hastings@dhSES.ny.gov. Questions should be submitted by March 16th and all answers will be shared on the DHSES website by March 23rd. *(see below for the questions/answers)*

Q. Is this demo strictly for tethered solutions?

A. Yes, this demonstration is strictly for tethered solutions.

Q. Can a manufacturer include free flight, beyond line of site besides tethered solutions?

A. No beyond line of site flights will be allowed, as this demo is focused on tethered solutions.

Q. How many tethered manufacturers or dealers are you expecting?

A. We hope to have at least 5-10 but will not know for sure until the registration closes.

Q. Can you provide a list of potential attendees?

A. In addition to NYS DHSES, other State and local government/public safety agencies will be invited to attend as well, to include law enforcement, fire, emergency management, and other agencies. We anticipate that at least 8-10 different agencies will participate.

Q. Will you have a power outlet (110 v @15amp) available or do I need to bring a generator?

A. Please bring a generator and anything else you need for your demo.

Q. Will we be allowed to showcase our capabilities in static mode should we encounter a technical malfunction during the pre-test?

A. Yes.

Q. Are there security restrictions at the facility and do we need to provide advanced documentation for participants to gain access on April 3rd and 4th?

A. There are no advanced documentation requirements associated with this event. Upon arrival at the State Preparedness Training Center, please park in the student lot (on the right) and proceed into the main Education and Administration Building (EAB). You will be checked in at the EAB.

Q. What are the access procedures; will there be room for a truck and trailer and will the trailer be secure when delivered on April 3rd?

A. After you are checked in at the EAB, SPTC staff will make arrangements for your truck and trailer to move into the gated area of the SPTC. Please note that the SPTC will search your vehicle before it is allowed access into the gated area; no guns, ammunition, large knives, or other weapons will be allowed in. Once the truck and trailer is brought behind the gates, it may be left overnight at the Center. It will be within the gated area of the SPTC and the gates are locked at night, so it will be secured.

Q. Can Homeland Security recommend lodging facilities and, may we use a Government rate during our two night stay? If so please advise.

A. A list of hotel options frequently used by SPTC guests can be accessed online at: <http://www.dhSES.ny.gov/sptc/lodging.cfm>. We cannot advise as to whether or not you may use a government rate for the stay; that would be based on your own internal policies.

Q. Can you provide some additional insight regarding what specifically you may be interested in as it relates to the desired ability of the UAS, especially as it relates to communications?

A. In addition to a general overview of the system and capabilities, as it relates to communication, we are interested to know:

- 1) What is your payload capacity and capability to mount devices to the UAV – and have you mounted cellular/Wi-Fi/LMR equipment to your platform? (depending on what they offer as direct options, it is possible that we may wish to attach our own communications device instead)
- 2) What type of power is available to the communications device mounted to the UAV (e.g. “aux power” separate from the drone’s power)?
- 3) What/how are the communications capability on the tether itself (e.g. network up the tether)?