



FLORIDA FISH AND WILDLIFE CONSERVATION COMMISSION  
1875 ORANGE AVENUE EAST  
TALLAHASSEE, FL 32301  
(850) 488-6551

REQUEST FOR INFORMATION (RFI): FWC 20/21-90  
TITLE: DRONE FLEET MANAGEMENT

**CALENDAR OF EVENTS**

SCHEDULE	DUE DATE	METHOD
RFI Advertised	May 7, 2021	Posted on the Vendor Bid System: <a href="http://vbs.dms.state.fl.us/vbs/mainmenu">http://vbs.dms.state.fl.us/vbs/mainmenu</a>
Deadline for Written Questions	Must be received <b>PRIOR</b> to: May 17, 2021 @ 5:00 PM ET	See Deadline for Written Questions Clause
Answers to Written Questions		The Commission's response to an inquiry will be sent directly to the vendor via email.
Written Response to RFI	Must be received <b>PRIOR</b> to: June 1, 2021 @ 5:00 PM ET	See Written Response to RFI Clause

**NOTE:** After receiving vendor responses, FWC anticipates requesting on-site presentations from each vendor who responds as a second phase to this RFI process for the purposes of presentations and demonstrations of product capabilities. There will be no negotiations or discussions of subsequent procurement during these presentations.

**STATEMENT OF NEED**

This is a Request for Information (RFI) as defined in Section 287.012(22), Florida Statutes (F.S.), for informational and planning purposes only. This RFI is issued by the State of Florida, Florida Fish and Wildlife Conservation Commission ("Commission" or "FWC"), to solicit information regarding the services described herein.

**An RFI is not a method of procurement.** Responses to an RFI are not offers and shall not be accepted by the Commission to form a binding Contract. This RFI and responses to it shall not result in the execution of a Contract with the Commission. By submitting a response to this RFI, a vendor is not prohibited from responding to any related subsequent solicitation. This RFI may be used for purposes of determining whether or not to competitively procure a commodity or contractual service, determining what solicitation process to use, or researching general, special, and/or technical specifications for a project or solicitation. The Commission reserves the right to utilize the information gathered through the RFI process to develop a scope of services, which may be incorporated into a Contract using a statutorily approved method of procurement.

FWC is seeking information about a Drone Fleet Management and Flight Operations Enterprise Solution. The Commission is requesting this information in order to gain the understanding needed to develop a comprehensive drone program for the agency.

All interested partners are invited to participate in the RFI by submitting a written response as indicated in this RFI document. The information provided as a result of this RFI is intended to be used to develop a future solicitation that utilize the technologies described herein.

The Commission reserves the right to use or reject any information supplied in response to this RFI.

## **PROJECT BACKGROUND**

FWC, through legislative action, recently acquired the legal authority to use small unmanned aerial systems for data collection associated with the management and conservation of Florida's fish and wildlife and their habitats. Consequently, FWC is anticipating rapid growth in the number of drones owned and used by FWC employees. The purpose of this project is to obtain and implement a drone fleet management and flight operations system that will provide organized and secure oversight of the safety, compliance, and productivity aspects of a FWC drone program including all drone related assets, flight planning, flight data, and individual project data.

## **RFI RESPONSE REQUIREMENTS**

Responses to this RFI shall include the following:

1. The vendor's complete name, address, telephone number, email address, FEID number and the vendor's point of contact for this RFI.
2. Provide answers to the following questions:
  - a. Does your enterprise system support multiple drone manufacturers (e.g., DJI, Parrot, Autel, Skydio, etc.)? If so, what platforms does your system support?
  - b. Does your enterprise system work well with small unmanned aerial systems such as DJI Mavic series drones, or is it tailored to larger drones?
  - c. Does your enterprise system include integrated solutions for Fleet Management and Flight Operations? If so, please specify the main components of each.
  - d. Can you please outline how your system integrates pre-flight, in-flight, and post-flight information/data and how this information would be made available to, for example, FWC's users and various levels of management (e.g., pilots in the field, division directors, drone program manager)?
  - e. Does your Fleet Management and Flight Operations solutions include a mobile app? If so, on what platforms can the app be use (e.g., DJI Smart Controller, iPhone, Android-based tablet)?
  - f. Does your system allow for in-the-field Low Altitude Authorization and Notification Capability (LAANC) authorizations via a mobile app and are these authorizations logged by the system?
  - g. Do you provide prospective users of your enterprise system with a demo of the system to help them determine the potential efficacy of the system for their needs? If so, please outline how your demo process works and what aspects of your system are included in a demo.
  - h. Is the solution SAAS? If so, where is it hosted?

- i. Is the data encrypted at rest? If so, please explain.
- j. Is the data encrypted in transit? If so, please explain.

### **INFORMATION EFFECTS**

The Commission will use the information gained from this RFI to gain the understanding needed to develop a comprehensive drone management program for the Agency.

### **PROCUREMENT MANAGER**

Florida Fish & Wildlife Conservation Commission  
Tallahassee Purchasing Office  
Attn: Ruth Heggen, Procurement Manager  
1875 Orange Avenue East  
Tallahassee, Florida 32311  
ruth.heggen@myfwc.com

### **DEADLINE FOR WRITTEN QUESTIONS**

Written questions that require an answer concerning this RFI shall be submitted in writing to the Procurement Manager identified in the previous section. Questions must be received no later than the date and time specified in the **Calendar of Events (Page 1)**. Questions may be sent via email with the RFI number in the subject line. It is the responsibility of the vendor to confirm receipt of questions if needed.

### **WRITTEN RESPONSE TO RFI**

Written responses to this RFI must be submitted to the Procurement Manager **via email** no later than the date and time specified in the **Calendar of Events**. Responses should include the RFI number in the subject line.

The Commission reserves the right to use any information supplied in any manner. After the Commission has received all responses to this RFI, the Commission, in its sole discretion, shall determine if a meeting with respondents is necessary to clarify the information received. In the event that the Commission decides to hold a meeting, the Respondent(s) will be notified via email.

### **PROPRIETARY INFORMATION**

Any portion of the submitted response which is asserted to be exempt from disclosure under Chapter 119, Florida Statutes, shall be clearly marked “exempt”, “confidential”, or “trade secret” (as applicable) and shall also contain the statutory basis for such claim on every page containing such exempt information. Pages containing trade secrets shall be marked “trade secret as defined in Section 812.081, Florida Statutes”. Failure to segregate and identify such portions shall constitute a waiver of any claimed exemption and the Commission will provide such records in response to public records requests without notifying the respondent. Designating material simply as “proprietary” will not necessarily protect it from disclosure under Chapter 119, Florida Statutes. An entire response should not be considered “trade secret”.

PLEASE NOTE: Any submitted material that is not clearly marked as stated in Section 8, Proprietary Information, is subject to Florida Statute 119, Public Records.

**VENDOR COSTS**

Vendors are responsible for all costs associated with preparing a response to this RFI. The State of Florida and the Commission will not be responsible for any vendor costs associated with preparing a response to this RFI.

The Commission appreciates your time and interest in responding to this Request for Information.

**THIS IS NOT A COMPETITIVE SOLICITATION IN ACCORDANCE WITH 287.057(1), F.S.**  
**PLEASE DO NOT ATTEMPT TO SUBMIT A BID, PROPOSAL OR OTHER PRESENTATION.**

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK