



Single Source Announcement

NOTICE OF INTENT TO AWARD SINGLE SOURCE

The Northwest Florida State College Purchasing Department intends to make a purchase which has been determined to qualify as a "Single Source" purchase. The purpose of this "Notice of Intent to Award" is to publicly announce the College's intent to award a Single Source Contract for a specific service, construction or item of tangible personal property.

Any vendor who does not agree that the products are available only from the contractor determined to be a Single source may protest the "Notice of Intent to Award" by contracting the Purchasing Department within fifteen (15) days of the date of Notice is posted.

PROTEST: All protests shall be filed in accordance with Section 120.57(3), Florida Statutes, and the NWFSC purchasing policies. Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, shall constitute a waiver of proceedings under Chapter 120, Florida Statutes. Protestors are required to post a bond equal to 5% of the accepted bid per Florida Statute 255.0516. NWFSC will follow the statutory procedures for the resolution of protests arising from the contracting process. It is the Single responsibility of the protestor to know and follow all procedures according to Florida Statutes.

Qualified vendors should contact Katherine St. Onge, Director of Purchasing via email to purchasing@nwfsc.edu prior to the contact deadline: October 16, 2025 @ 5:30 PM CT. Please address your subject line as follows: Notice of Intent of Single Source.

Notice of Award Posted: September 25, 2025 @ 5:30 PM CT

Northwest Florida State College, in accordance with Florida Statutes 287.057(3), is providing public Notice of the Intent to Award Single Source the purchase of Parrot UKR DroneSense Bundle consisting of (1) the Parrot UKR unmanned aerial system (UAS), (2) the DroneSense UAS software platform for public safety customized for the Parrot UKR, and (3) an extended care warranty plan for the Parrot UKR (Campus Drones) from DroneSense, 2028 E Ben White Blvd #240-4502, Austin TX 78741.

Estimated Amount of Award: \$136,861.50

Aug 26, 2025

DroneSense
2028 E Ben White Blvd
Suite 240-4502
Austin, TX 78741

To whom it may concern:

This letter is to confirm that the *Parrot UKR DroneSense Bundle* consisting of (1) the Parrot UKR unmanned aerial system (UAS), (2) the DroneSense UAS software platform for public safety customized for the Parrot UKR, and (3) an extended care warranty plan for the Parrot UKR provided by DroneSense, is a sole source product.

Parrot Drone SAS is the manufacturer of the Parrot UKR, an NDAA-compliant and Blue sUAS-approved UAS designed for government agencies. Its unique features include a 15km range on the native radio (without cellular connectivity), GNSS-denied navigation, a quietest-in-class system, and an open software ecosystem.

DroneSense, Inc., an Austin, TX-based software company, develops proprietary operating systems for unmanned aerial systems (UAS). Its unique features include alpha-numeric mission codes for sharing video and telemetry, proprietary autonomous search patterns, and a distinctive blend of live situational awareness tools with program administration. Leveraging these capabilities, DroneSense seamlessly integrates the Parrot UKR to provide real-time situational awareness to operators in the field. In collaboration with Parrot, DroneSense has developed proprietary software to pilot, track, and manage the Parrot UKR, and is additionally the exclusive provider of the extended care warranty program for the system.



DRONESENSE

This sole source product is developed, integrated, sold and distributed exclusively by DroneSense and there is only one price for the above named product. There are no other like products available for purchase that would serve the same purpose or function. Finally, the product must be purchased directly from DroneSense as there are no agents or dealers authorized to represent the product at this time.

If you desire additional information, please do not hesitate to contact me at 206-915-0717 at any time. Thank you for your interest in our products.

Sincerely,

Aydin Ghajar
Chief Operating Officer
DroneSense

Phone: 512.582.0444

Website: dronesense.com

Address: 2028 E Ben White Blvd #240-4502 Austin, TX 78741