



# COMMONWEALTH of VIRGINIA

## Department of General Services

Division of Purchases and Supply

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### ADDENDUM NO. 4 TO ALL OFFERORS:

Reference – Request For Proposal: RFP E194-79435  
Commodity: 03596  
Date: June 13, 2018  
Proposal Due: June 27, 2018 at 1:00 PM EDT

The above is hereby changed and clarified as follows:

1. Proposal Due Date has been changed as follows: Proposals due date is now June 27, 2018 at 1:00 PM local prevailing time.
2. A signed copy of this addendum and the revised pricing scenario must be received in order to be considered. If a proposal has already been submitted, an Offeror may either:
  - a. Submit a sealed, signed copy of the addendum with the revised pricing scenario if nothing else in an Offeror's response changes.
  - b. Send a return mail/package slip to Matt Fritzinger at [Matthew.Fritzinger@dgs.virginia.gov](mailto:Matthew.Fritzinger@dgs.virginia.gov) so the proposal will be returned to allow the Offeror the opportunity to change their proposal.
3. Nonprofessional purpose of this solicitation: It is often not practicable or feasible for a public body to acquire, maintain and operate drone devices, and the purpose of this solicitation is to enable public bodies to acquire the use of drone products performed through a contracted service provider that remains responsible for owning, maintaining, and operating the devices. Recognizing that activity surrounding drones and their applications for public use have emerged quickly and that the technology, use, and governance and oversight of their use are rapidly evolving, the RFP statement of needs identified various potential areas of use in an effort to stimulate vendor creativity and attention to the variety of potential applications. Several land surveyor associations have expressed concern that part of the statement of needs may detail services that only a licensed land surveyor may provide. It is not the intention of this solicitation to procure services that contractors can provide only if they have a professional license in the relevant jurisdiction. Certain changes in this Addendum are intended to address that issue for Virginia and more generally for the RFP. However, this is a nationwide solicitation, and the laws applicable in each jurisdiction may vary. Accordingly, a general change made by this Addendum is to clarify that, if any specific description of service in the RFP, as amended, would be illegal for an unlicensed contractor to provide in the relevant jurisdiction, the RFP will not be read as requiring that service for purposes of service in that jurisdiction.
4. General RFP Statement of Needs, Section IX(A)(C), "Construction and Infrastructure Services" is hereby deleted and replaced with the following:
  - C. Aerial Inspection or Mapping Data Services

- a. These services are to the extent permitted by relevant State and local law.
  - b. Aerial Mapping Missions: To the extent legally permissible, the flyover and delivery of data files showing selected geographical features. Contractor should describe the features, standards, and methods of services it can provide, and any specialized equipment that can be provided, such as high definition cameras, video recording devices, or aerial Lidar imaging equipment.
  - c. Aerial Inspection Missions: To the extent legally permissible, aerial inspection of vehicle traffic, bridge and tunnel structures, rock and soil movements, volume of various stockpiles, including but not limited to gravel, sand, salt, and reclaimed asphalt pavement. Contractor should describe the features, standards and methods of services it can provide, and any specialized equipment that can be provided, such as high definition cameras, video recording devices, top-mounted cameras, or thermal imaging cameras for detection of surface defects.
5. Revised Pricing Scenarios, Pricing Scenario 3 is deleted and replaced with the following:
- a. Revised Pricing Scenario 3 – Aerial Inspection and Mapping Situation which is attached.
6. Virginia specific adjustment to Statement of Needs for Service Area “C” (“Aerial Inspection or Mapping Data Services”). For avoidance of doubt, the services sought for Virginia public bodies in this RFP for Service Area (C) shall not include aerial mapping services or any task or service if that task or service would require the Contractor to have a land surveyor license under Va. Code § 54.1-406.
7. Answers previously given to Questions in Addendum No. 1 should be deemed adjusted to reflect the changes made in this Addendum No. 4. Without limiting the foregoing, the following Answers are hereby revised and restated as follows:
8. Question 29: On page 11, Construction and Infrastructure Support Services, there are standards listed for the various task/missions to be compliant with, however many task/mission are trades which should only be performed by Licensed Professionals as per Code of Virginia 54.1-406. There is not a specific requirement for a contractor having proper licenses in the RFP. Will the RFP be amended to include licensing requirements for contractors performing missions which should only be conducted or under the supervision of licensed professionals?
- Answer 29: Per this Addendum No. 4, the referenced service area on page 11 has been revised and renamed “Photographs, Videos, and/or Inspection or Mapping Data Services.” Of these, “aerial mapping services” are outside the scope of services being sought for Virginia public bodies, and the remainder of this Service area has been clarified to exclude any tasks or services for Virginia public bodies if the task or service would require the contractor to be licensed as per Code of Virginia 54.1-406.
9. Question 30: Will agencies utilizing the contract be required to utilize contractors with licensed personnel for missions which should only be performed by licensed professionals in accordance with Code of Virginia 54.1-406?
- Answer 30: Please see the answer to Question 29.
10. Question 52: Since many states identify at least some of the Construction and Infrastructure Support Services potential missions as professional services, they are prohibited from receiving pricing during the qualification stage. Shouldn't pricing be removed so that States could utilize this section? If it is removed, how should we proceed being qualified? How does that change the evaluation?
- Answer 52: Per this Addendum No. 4, the referenced service area on page 11 has been revised and renamed “Photographs, Videos, and/or Inspection or Mapping Data Services.” This Service area has been revised so that it does not require any task or service to the extent the task or service would constitute a professional service in the relevant State. Failure to submit pricing

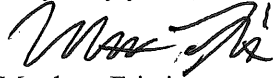
for this service category, as revised, will remove an Offeror from consideration for that Service Category. Participating States must sign a Participating Addendum with the selected offerors before any services are ordered by public bodies in those jurisdictions, and as part of that process it will be the responsibility of each Participating State to determine whether this solicitation met their jurisdiction's legal requirements to allow their participation.

11. Question 76: If we have a professional engineer would you want to know that?

Answer 76: As clarified in this Addendum No. 4, this RFP does not seek any task or service if the task or service would require the contractor to hold such a license. That said, you may include any information about your personnel that you believe shows knowledge or experience that may be useful in the nonprofessional activities sought by this solicitation.

Note: A signed acknowledgment of this addendum must be received attached to your proposal. Signature on this addendum does not substitute for your signature on the original proposal document. **The original proposal document must be signed.**

Very truly yours,



Matthew Fritzing  
Statewide Contract Officer  
Phone: 804-786-0078

[Matthew.Fritzing@dgs.virginia.gov](mailto:Matthew.Fritzing@dgs.virginia.gov)

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Name of Firm

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Signature/Title

\_\_\_\_\_  
Date