

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

SOLE SOURCE CERTIFICATION

Requisition Number: 0000207947 Bid # _____

In accordance with authority granted under Florida A & M University Regulation 6.005(10)(b), the following documentation is submitted in support of a request to purchase the items(s) listed below that are only available from one vendor.

Vendor: YellowScan

Account Number: _____ Cost \$ 57,136.68

Item(s): YellowScan LiDAR Scanner with accesories

Justification: (Describe efforts made, vendors contacted, prices quoted, specifications required, availability, compatibility, decision/reason for selection). See attached for justification.

YellowScan Mapper II and other YellowScan LiDAR products are the only one available in the market that has the ability to post process GNSS and inertial data in real-time via a physical base station and a continuously operating reference station. Moreover, YellowScan provides a complete software solution to create and manipulate point cloud data.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Signature: [Handwritten Signature] Title: Assistant Professor Date: 10/23/2020

I, the undersigned designee of the Florida A & M University Purchasing Office, as delegated in Regulation 6.005(10)(b), (or a designee delegated the authority as described in, hereby concur { } do not concur { } with the above justification and recommend { } do not recommend { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Signature: Mattie Hood Date: 10/30/20
Director of Procurement Services

I, the undersigned designee, acting for and on behalf of the University President pursuant to the delegation authority approve { }, disapprove { } the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Signature: Alan D. Robertson Date: 11/5/2020
VP, Administrative and Financial Services

POSTED FROM 11/9/2020 8:00 a.m. TO 11/12/2020 8:00 a.m.
DATE TIME DATE TIME

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN REGULATION 6.005(9)(K), SHALL CONSTITUTE A WAIVER OF THE RIGHT TO PROCEEDINGS.

October 21, 2020

To whom it may concern:

This document certifies that, YellowScan Inc. is the sole provider of the unique hardware and software solution, known as the MAPPER II LiDAR and CloudStation Software.

Mapper II is a fully integrated UAS LiDAR system ideally suited to collect data points from middle level vegetation thanks to its 3 returns per laser pulse. Other key differentiators include the rugged design and ability to post-process GNSS and inertial data for highest accuracy via a physical base station or with position correction services such as Continuously Operating Reference Stations (CORS) and Trimble's RTX service. Like all YellowScan LiDAR products, the Mapper II is fully integrated to include onboard power, GNSS, IMU, and data storage.

YellowScan CloudStation provides a complete software solution to create and manipulate point cloud data. It allows you to extract, process and display data immediately after acquisition. The auto-generation of flight lines and the creation of .LAS files are done in just a few clicks. CloudStation also offers modular functionality to allow for increased precision and accuracy of LiDAR data, additional use of ground control points for further data refinement and quality control measures.

LiveStation, another YellowScan proprietary product, provides real-time in-flight LiDAR monitoring kit with radio-modem connectivity.

A handwritten signature in black ink, appearing to read "Cliff Holle".

Cliff Holle

General Manager

254 S. 600 E #105, Salt Lake City, UT 84102

Telephone: +1 801 876-1007

YellowScan Inc.
 254 South 600 East, Suite #105
 Salt Lake City UT 84102
 United States

Incoterms : DDP**Invoicing and shipping address:**

Florida Agricultural & Mechanical University
 Tallahassee 32307

Florida Agricultural & Mechanical University
 Tallahassee 32307

Quotation # YS1557**Quotation Date:**

08/07/2020

Validity Date:

30/11/2020

Salesperson:

Ernesto Ortiz

Payment Terms:

50% on order, 50% prior
 shipping

End Customer:

Florida Agricultural &
 Mechanical University

Description	Quantity	Unit Price	Discount (%)	Taxes	Price
• Material					
[YSM2KIT15] YellowScan® Mapper II Integrated System - Multi-echo Ibeo Lux Laser Scanner - Calibrated APX-15 GNSS-inertial board - GNSS antenna and cable - Integrated battery (+ one spare) - Battery charger and data cables - 3 x connectors for external sensor/camera - Rugged transport pelicase with customized foam - 1 year warranty - 2.1 kg (battery included) - 1.5 h autonomy HS Code: 9015 80 4000	1.000 Unit(s)	67,800.000	50.44		\$ 33,601.68
[SEM.PRA.0004] Mounting Bracket adaptator for YellowScan Mapper II Additional part for DJI Matrice 600 mounting bracket to adapt to Mapper II LiDAR system	1.000 Unit(s)	600.000	0.00		\$ 600.00
[YABKTDJIM] Mounting Bracket for DJI M600 - YellowScan custom-made mounting bracket - Rugged design and lightweight aluminium - Wire rope vibration isolator system - Quick release Designed in France, Made in China HS Code: 9015 90 0090	1.000 Unit(s)	2,700.000	5.00		\$ 2,565.00
Subtotal:					\$ 36,766.68

YellowScan Inc.
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 United States

Description	Quantity	Unit Price	Discount (%)	Taxes	Price
• Software					
[LK00YCS00] YellowScan® CloudStation - YellowScan proprietary software for processing and visualization of LAS files - Optimized and user-friendly graphical interface - Automatic or custom flight line selection - Advanced visualization tools - Perpetual licence - 1 single seat floating license (token system) - Possibility to check-out the license up to 30 days - Maintenance included (support and updates) - Mandatory for every first hardware purchase	1.000 Unit(s)	9,900.000	0.00		\$ 9,900.00
[LKPPUAVW1] Applanix POSPac UAV with 1-year maintenance - Trajectory correction software for best quality point cloud generation - Allows single base inertial navigation fusion processes - Perpetual licence with 1-year maintenance included - Mandatory for every first hardware purchase	1.000 Unit(s)	5,000.000	0.00		\$ 5,000.00
Subtotal:					\$ 14,900.00
• Services					
[Y.SPBASW1] Service Pack Basic - 2-day Getting Started Training - 1 remote healthcheck - 5 hours Remote Assistance *Training is provided through a remote/virtual classroom setting **On-site training available for additional cost for trainer travel expenses	1.000 Unit(s)	4,300.000	0.00		\$ 4,300.00
[SHIPSYSAMERI] Shipping North America DAP Registered shipping with insurance Includes packaging, document preparation, shipping and other handling fees	1.000 Unit(s)	1,200.000	0.00		\$ 1,200.00
Subtotal:					\$ 5,500.00
Total Without Taxes					\$ 57,166.68
Total					\$ 57,166.68

Comments;

YellowScan Inc.
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Salt Lake City UT 84102
United States

Standard Delivery times (from first payment received until shipment) for YellowScan Mapper II : 4 weeks
Standard Delivery times (from first payment received until shipment) for Mounting Bracket products : 4 weeks

This quote does not include sales or other tax. If required, they will be added to the formal invoice at the time of purchase.

Payment by transfer on the following bank account:

Bank of the West
2011 E Blackstone Road
Salt Lake City, UT 84121
+1-800-488-2265

Checking account: 060498094
Routing: 124002735
Swift: BWSTUS66
Domestic Wires (ABA): 121100782

No advanced payment discounts. Unpaid balances are subject to monthly interest at a rate equal to the lesser of: (a) two percent (2%) per month compounded monthly; or (b) the highest rate allowed by law, until paid in full. In case of late payment in relation to the indicated deadline, a penalty calculated at a monthly rate of 2.7% will be applied. Any late payment will be entitled to a fee for recovery costs amounting to \$40 USD.

50% on order, 50% prior shipping