

## "SOLE SOURCE" PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: Las Cruces Fire Dept.

1. Name of product or service: Talon Hazmat Robot
2. Name of product manufacturer: QinetiQ North America
3. Name of "sole" product supplier or service provider: QinetiQ NA
4. Describe in general terms the product/service you are requesting and the intended application.  
Digital communications upgrade for Talon Hazmat Robot belonging to Las Cruces Fire Dept.
5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.  
This robot is manufactured and repaired only by QinetiQ. This is a patented robot made specifically for Hazmat operations.
6. How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).  
Please see attached documentation from QinetiQ senior operations manager.
7. What product supplier or service provider has your Department used until now to satisfy similar requirements?  
Since the purchase of this robot, no repairs or upgrades have been requested until now.

  
Signature of Department Head

5-30-2018  
Date

(Attach Quote and Use Additional Sheets As Necessary)

\*\*This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met.  
Completing this form does not guarantee approval of this type of procurement.

**TALON® and Dragon Runner Family of Robots  
Sole Source Manufacturer  
Sales and Distribution Policy**

The TALON and Dragon Runner families of robot vehicles are manufactured solely by or for, and to the wholly-owned designs and specifications of QinetiQ North America (hereinafter “QNA”.) This includes the TALON Engineer, the TALON HazMat, the TALON SWAT, the TALON EOD, the Tactical Robotic Controller (TRC), the Robotic Applique Kit (ROK), and the MAARS robot systems including any and all configurations and/or combinations thereof as well as all configurations and/or combinations of the Dragon Runner family of robot vehicles.

These families of robotic vehicles and parts are manufactured in the United States of America, sold exclusively in America by or for QNA direct to the end user, and are export controlled under the United States State Department International Traffic in Arms Regulations (ITAR.) No vehicles, parts, or components of any of these families of robots can be procured through any of QNA’s vendors or suppliers. All sales must originate through QNA. If at any time any resellers, distributors, or dealers are utilized, all of the products they may offer must be obtained through QNA and no product advertising, offers to distribute, repair, or sell TALON or Dragon Runner robot vehicles is authorized under any conditions without the express written authorization of QNA.

If additional information is needed in support of manufacturing operations, sales distribution policies, repair activities, or any other information relating to TALON or Dragon Runner vehicle or part sales, repair, or distribution, please contact the undersigned.

Thank you.



Fran Pugsley  
*Senior Manager, Operations*  
*Unmanned Robotic Business Systems*  
*QinetiQ North America*  
*350 Second Ave., Waltham, MA 02451*  
*office 781.684.4624 | fax 781.684.4315 | cell 617.549.7647*  
[fran.pugsley@qinetiq-na.com](mailto:fran.pugsley@qinetiq-na.com)



Foster Miller, Inc.  
 dba QNA  
 350 Second Avenue  
 Waltham, MA 02451  
 781-554-4000

## PRICE QUOTATION

Quote based on Terms and Conditions of Prior Agreements (if any) between Customer and QinetiQ North America.  
 NOTE: All TALON products are sold strictly subject to Foster Miller, Inc. dba QNA, terms and conditions. Product is controlled for export under U.S. law and any order is contingent upon receipt of the appropriate export authorization from the U.S. Government.

INQ-18-0112A

Quote To: Las Cruces Fire Department - HazMat Team  
201 East Picacho  
Las Cruces, New Mexico 88001

Date: 04/17/18

POC: Battalion Chief: Cody Haver

Vehicle Project No: DDNN.121374

Main Dept Line: 575-640-5130

Vehicle Serial No: 4-1056

E-mail: chaver@las-cruces.org

\*\* Vehicle will be evaluated upon receipt for any other issues and will be quoted separately \*\*  
 \*\* MultiRae Pro Sensor needs to be unlocked in order to program integration software with sensor \*\*

TALON Robot COFDM Upgrade							AMOUNT
Item	Part Number	Description	Unit of Measure	Quantity	Unit Price		
<b>TALON Gen IV COFDM Radio Upgrade includes the following with installation:</b>							
1		COFDM Upgrade Kit, Video Only	EA	1			INCLUDED
2		COFDM Upgrade for Laptop Controller	EA	1			INCLUDED
<b>Total COFDM Upgrade</b>							<b>55,242</b>
<b>Additional Accessories and Components</b>							
1		MultiRae PRO Integration Kit for 3DoF Arm (for MultiRae PRO Sensor)	EA	1	2,764		2,764
2		COFDM Radio External 2.4GHz Antenna Kit	EA	1	3,839		3,839
<b>Total Additional Accessories and Components</b>							<b>6,603</b>
DSI-PACKAGING		Packaging Materials, Packaging, & Preparation for Shipment, & Shipping of upgraded vehicle to NM <b>** Customer responsible for shipment of vehicle to Waltham, MA for upgrade.</b>	LOT	1	3,265		3,265
<b>TOTAL</b>							<b>65,110</b>

**IMPORTANT:**

- All TALON and Dragon Roamer products are ITAR controlled.
- NO ORDER CAN BE ACCEPTED UNLESS AND UNTIL IT IS IN COMPLETE AGREEMENT WITH FOSTER MILLER INC. DBA QNA'S TERMS AND CONDITIONS OF SALE.** If a copy of these terms and conditions is not included with your quotation, please contact TMDH Business Systems at the above address and a copy will be forwarded to you.
- Shipping in U.S. Foster Miller, Inc. dba QNA facility, Waltham, MA unless otherwise stipulated.
- Inspection & Acceptance to be at Origin, Foster Miller, Inc. dba QNA has a Government Quality Assurance Specialist on site to provide these services for the U.S. Government.
- Orders are only accepted under the condition that any duties, value added taxes (VAT) or other fees, taxes, or assessments of any kind that may be levied upon this procurement shall be the sole responsibility of the customer and are not included in this quotation.
- Quotations are valid for 90 days from the date of the quotation.
- Unless otherwise indicated, express delivery within 30 to 360 days AAD provided any required export license is approved in a timely manner and delivery schedules do not conflict with U.S. military priorities.
- A Formal Letter of Credit (LOC) issued by an international bank in good standing and acceptable to Foster Miller, Inc. dba QNA or payment at least 30 days in advance of delivery is required for any shipment going outside of the United States.
- Radio Frequencies used by the TALON require authorization of the spectrum control office in the location of end use. If authorization for use of the 2400.00 radio frequencies is not received or if authorized COFDM radio frequencies have not been provided to the seller with the order or at least 45 days prior to planned delivery, **VEHICLES WILL BE SHIPPED WITH RADIOS DISENGAGED** and QNA TSG will send a field service engineer to the customer's location **AT CUSTOMER EXPENSE** to install the correct frequencies when they become available.

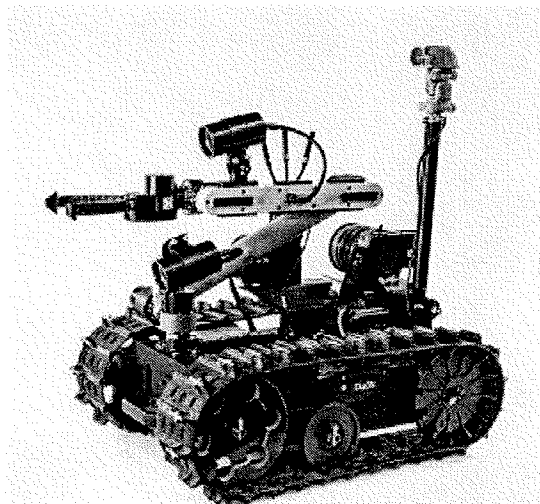
## TALON®

**The Robot Champion. Now on its 5th generation, the Legacy continues.**

### **Rugged. Reliable. A Military Work Horse.**

Since its introduction in 2000, QinetiQ North America's TALON family of robots has earned a reputation for durability, flexibility, modularity and performance in keeping personnel, assets and civilians out of harm's way.

In military, law enforcement and first responder applications, TALONs are widely deployed for improvised explosive device (IED) and explosive ordnance disposal (EOD), reconnaissance, communications, CBRN (Chemical, Biological, Radiological, Nuclear, Explosive), HAZMAT, security, heavy lift, defense and rescue missions.



TALON robots have been in continuous, active military service since 2000 when they were successfully used in Bosnia for the safe movement and disposal of live grenades.

Out of the two robot types used at Ground Zero, TALON robots were the only ones to last the tough mission without requiring a major repair. TALON robots were used extensively at Ground Zero in search and recovery efforts after the Sept. 11 attack on the World Trade Center. They were the first robots taken into Afghanistan during action against the Taliban and Osama bin Laden.

Over 3,800  
TALONs  
have been  
sold  
worldwide!

#### **Features/Benefits:**

- Rugged and reliable
- Proven performance – referred to as a military workhouse
- Fast and mobile (TALON V speed up to 6 mph)
- Man transportable
- Operates in adverse weather and challenging terrain
- Configurable (TALON V IOP compliant)
- High payload capacity and payload-to-weight ratio
- Highly mobile