



**Flying Lion Product Information & Proposal
for
City of Oceanside**

**Drone as First Responder (DFR) Trial, DFR Pilot Staffing
and Equipment Leasing**

Backup for Axon Air Proposal

December 17, 2024

***Pricing is valid until June 30, 2026

Overview of Flying Lion

Flying Lion, Inc. (FLI) is a drone service provider to Law Enforcement, Public Safety Agencies and Municipalities. Founded in 2014 and incorporated in California in 2015 to provide On-demand drone Air Support, training, and consultation, and are currently under contract by Chula Vista, Hermosa Beach, Manhattan Beach, Palos Verdes Estates, Redondo Beach, Beverly Hills, and Santa Monica Police Departments. Additionally, Flying Lion has over 37,000 DFR Flights and over 21,700 Beyond Visual Line of Sight (BVLOS) flights as the remote pilots in command (RPICs) for the Chula Vista PD, Redondo Beach PD, Hemet PD, Azusa PD, Montgomery County Maryland PD, Santa Monica PD, and Beverly Hills PD DFR Programs.

Flying Lion has created a cost effective RPIC staffing solution for these agencies to take advantage of Flying Lion's training and pilot base for their Drone as First Responder program.

Based on our initial conversation with City of Oceanside, attached is a proposal for Flying Lion to help provide FAA Consulting and Paid 4 Week Trial as a foundation for your DFR launch.

Flying Lion services are offered via Axon Air.

Flying Lion Proposal for City of Oceanside

Drone as First Responder (DFR) Services

DFR 4 Week (40 Hours per week) Paid Trial Program

The DFR 4 Week Trial Period is a terrific way to test and collect DFR program data specific to the agency's needs. The Flying Lion team will help coordinate the setup of both the rooftop and Air Support Officer (ASO) workstation including a 4-week trial of Axon Air Remote software, configuration of DFR software for launch sites, geofences, user setup and training.

DFR 4 Week (40 Hours per week) Trial Program

DFR Trial Period Dates: TBD

DFR Trial Period Pricing

4 week Trial Rate:

OPTIONAL: DJI M300/M350 – Equipment Lease

* Purchased VIA AXON AIR

* Not purchased

Includes travel expenses in contiguous US. Any additional travel expenses will be quoted separately.

Services include:

- Validate physical setup of both the rooftop and Air Support Officer (ASO) work areas
- Ongoing training of DFR software in day-to-day operations Air Support Officer (ASO), RPIC and Spectators (Core/Initial software training handled by Axon Air)
- Optimizing and troubleshooting network and operational procedures
- Refine incident tracking system and daily/weekly reporting of DFR results
- Support Command Staff utilization of DFR Software
- Advising on "Month End" Report suitable for presentation to command staff, city management and city council.

Roles/Responsibilities For DFR Paid 4 Week Trial

Flying Lion to Provide:

Staffing

Flying Lion will provide agency with Remote Pilots in Command (RPIC) services for 40 hours per week (4 x 10 hour shifts) to support the Agency's Drone as First Responder (DFR) program.

Air Support Officers (ASO) Training (ASO training is included in 4 Week Trail)

4 Day Deskside ASO Training at your department covering all aspects of DFR Operations. This will be handled by a fellow sworn officer who has performed the Remote Operator (RO) role as an ASO. The ASO must have their FAA Part 107 Certification.

Equipment

Drone TBD

Misc Drone Equipment

USB Charger / USB-C Cable
Primary & Spare Propellers
Landing Pad
Tripod
Gimbal Damper(s)
Vision System Calibration Plate
Carrying Case

Rooftop Equipment

(2) iPads (if needed)
Various charging cables
Anemometer
Phone (or agency provides Radio)

Police Agency to Provide:

ASO Set-Up

- Direct Internet (High-Speed)
- Computer
 - Mouse – Trackball or gaming controller
 - Monitors – Minimum 2 Large Screen
- Radio with foot pedal
- Desk Phone (2)

RPIC Set-Up

- Rooftop
- Wired Internet (if possible... or other high-speed internet option)
- Weighted Pop-up/Sun Protection (if needed)
- Desk and Chair
- Cart or Tripod
- Phone/Radio
- Power cords
- Locked Storage

Required Software will be Provided at No-Cost During the Trial

If needed, Flying Lion will coordinate with the software vendor Axon Air Remote DFR Software to secure a free trial of the DFR software during the 4-week trial period.

Axon Air Remote Software enables:

- Remote Operator control of a drone
- Support for Launch Sites, Obstacles and Emergency Landing Zones
- Ability to post to Public Portal for transparency the Call for Service (CFS) log and flight paths for the flights you wish to make public

Example from Montgomery County, Maryland:

Main UAS Public Transparency Webpage:

<https://www.montgomerycountymd.gov/pol/howdol/drone-as-first-responder.html>

Axon Air Remote Flight Logs:

<https://remote.dronesense.com/dashboard/MCPDDFR>

Rooftop RPIC Staffing

For ongoing DFR operations, Flying Lion is able to provide trained Part 107 certified Remote Pilots in Command (RPIC) for specified work shift.

Here are the responsibilities of the Remote Pilot in Command (Remote):

- Ensure safety of drone flights both line-of-sight and BVLOS
- Setup and takedown of drone equipment
- Aircraft airworthiness verification
- Daily coordination with members of the agency and Air Support Officer (ASO)
- Daily minor drone maintenance (e.g. broken propeller replacement, cleaning, etc.)
- Diagnose errors or technical problems and determine proper solutions
- Document and communicate technical issues to DFR
Software engineers & DFR Program Manager or designee

Annual “Not-to-Exceed” Rooftop Staffing Rates per Launch Location:

July 1, 2024 to June 30, 2025

**All pricing assumes 50% daytime/50% nighttime shifts – use attached "DFR Budget Estimator" tool for other scenarios.

40 hours a week (4 days x 10 hours/day) = \$130,538 per site

70 hours a week (7 days x 10 hours/day) = \$228,441 per site

All Prices effective July 1, 2024 to June 30, 2025 – Future renewals are subject to annual increase of 5-10% annually.

July 1, 2025 to June 30, 2026

**All pricing assumes 50% daytime/50% nighttime shifts – use attached "DFR Budget Estimator" tool for other scenarios.

40 hours a week (4 days x 10 hours/day) = \$143,600 per site

70 hours a week (7 days x 10 hours/day) = \$251,285 per site

All Prices effective July 1, 2025 to June 30, 2026 – Future renewals are subject to annual increase of 5-10% annually.

Payment Terms

- An invoice for service will be sent by Flying Lion every 2 weeks (bi-monthly)
- The invoice will detail actual time worked the previous 2 weeks with a daily breakdown by launch site/location.
- Payment Terms: Net 30

Notes:

- All RPICs are W2 Employees of Flying Lion.
- Nighttime Operational Hours based on chart below
- Detailed hourly pricing will be included in final contract.

- Overtime charged at 1.5x for time over 10 hours per shift per pilot & double time 12+ hours (per state regulations)
- Represents only personnel cost, does not include drone hardware lease or any software subscriptions.
- Non-Flight Rate - Due to adverse weather or equipment failure (minimum of 5 hours compensation for any non-flight day)
- Holiday Pay (1.5x) for 7 Holidays per year - For the following national holidays, the hourly rates will be paid at time-and-a-half (1.5x) for any work on the day observed: New Year's Day, Memorial Day, Independence Day, Juneteenth, Labor Day, Thanksgiving, and Christmas.

Notes:

Sunset to sunrise hours are outlined in the following table (may need to be adjusted by region):

| Month | Sunset | Sunrise |
|-----------|------------------------|------------------------|
| January | 5:00pm PST | 7:00am PST |
| February | 5:30pm PST | 6:30am PST |
| March | 6:00pm PST, 7:00pm PDT | 6:00am PST, 7:00am PDT |
| April | 7:30pm PDT | 6:30am PDT |
| May | 8:00pm PDT | 6:00am PDT |
| June | 8:00pm PDT | 5:30am PDT |
| July | 8:00pm PDT | 6:00am PDT |
| August | 8:00pm PDT | 6:00am PDT |
| September | 7:00pm PDT | 6:30am PDT |
| October | 6:30pm PDT | 7:00am PDT |
| November | 6:00pm PDT, 5:00pm PST | 7:00am PDT, 6:00am PST |
| December | 5:00pm PST | 6:30am PST |

Insurance Coverage Included

RPIC Staffing includes the following Insurance Coverage, any additional coverage can be quoted:

- Commercial General Liability - \$2,000,000 per Occurrence, and also \$2,000,000 in Aggregate.
- Automobile Liability (Owned and Non-Owned): \$1,000,000
- Workers Compensation: \$1,000,000
- Professional Liability: \$1,000,000
- Aviation: \$2,000,000

Optional Drone Equipment Annual Lease

To buffer your department from the responsibilities and continual maintenance of enterprise drone ownership, scalable drone hardware solution for flight team growth, ability to utilize the newest drone models.

| Drone Equipment Annual Leasing | |
|---|----------------|
| Description | MSRP |
| DJI Matrice M300/M350 Lease – 40 or 70 hours per Week | \$825 per week |
| DJI Matrice M30T Lease – 40 or 70 hours per Week | \$440 per week |

This lease includes all drone equipment, batteries, propellers/accessories, maintenance, 48-72 hour replacement, and physical drone insurance.

Payment Terms

- Lease Payment Terms and Timing is the same as Rooftop Staffing above