

January 24, 2017

Memo

To: Lieutenant Steve Feldman/Miami Beach Police Department

From: Howard Schemer/FLIR

In Re: Sole Source Memo

Dear Lieutenant Feldman:

Please accept this letter as verification as Sole Source Original Equipment Manufacturer and seller of the SkyWatch Tower here in the U.S.A. SkyWatch is an exclusive product line manufactured by FLIR Detection, Incorporated, a division of FLIR Systems Inc.

In addition, the unit you have included a FLIR Ranger UC Defend IR Thermal Day PTZ Camera. This camera is manufactured by our parent company, FLIR, Inc. All of the proprietary wiring as well configuration was designed by FLIR Detection Inc.

The SkyWatch tower is a mobile, platform based surveillance tower that elevates to 25 feet and is deployed by the DOD, Law Enforcement Agencies, US Customs and Border Protection for applications that include: Emergency Response, Flight Line Protection, Perimeter and High Crime Surveillance, Crowd Control, Special Events (i.e. Air Shows, VIP Protection, etc.), and more.

In order to distinguish the SkyWatch product within the market place, the following distinguishable Salient Characteristics are listed below for the SkyWatch Two Person Frontier Model you are considering:



Salient Characteristics

- Arched ascent and descent (**non-scissor lift**) system –
- 25 foot vantage point (eye level in cab)
- Ground level accessibility
- No tethering needed – stable in winds up to 40 mph; tethering points for higher velocities
- Dual hydraulic pump system
- Steel Cab
- Shore power or diesel generator power operation
- 90+ Gallon Fuel Tank (5 Day Run Time)
- Solar panel for drip charge to start battery
- References available throughout US Military, Law Enforcement Agencies, US Customs and Border Protection, etc.

Other Important Considerations

- Deployed Width - Outriggers Set 16ft
- Tinted Windows
- Steel Outriggers
- Steel Trailer
- Weight Capacity in cab 800 pounds
- Digital Wind Speed Meter
- 4 Roof Mounted Flood Lights



The World's Sixth Sense™

- Electrical Outlets in Cab and Operational Compartment
- Climate Controlled (Heat & AC)
- 2 Swivel Chair
- One 12V outlet
- 5K Dual Axle 15" Single Wheel
- Hydraulic Cylinders – 60" Stroke - 3.5 in
- Fail safe hydraulic system with electric and manual ascent and descent controls inside cab and in operational compartment.

Company Relevant Experience

- Over 900 Units Deployed since 2002.
- Heavily Used By US Military, Law Enforcement Agencies, US Customs and Border Protection
- 20 Year Product Development History