

January 27, 2017

Memo

To: Lieutenant Steve Feldman/Miami Beach Police Department

From: Howard Schemer/FLIR

In Re: Sole Source Memo

Dear Lieutenant Feldman:

Per your request I am providing this additional information to support your sole source justification/award of a purchase order to our company FLIR Systems for the refurbishment of two FLIR SkyWatch™ units previously procured by your department from FLIR. FLIR Systems is the only provider of the services capable of refurbishing the units to the full, original specifications because:

- The design of the SkyWatch™ units and product line are proprietary and owned by FLIR.
- FLIR is the only manufacturer and sole source of supply of SkyWatch™ units.
- Refurbishment of the units to the original specification require access to and use of design drawings, specifications and other product knowledge which is proprietary to and owned by FLIR. This knowledge is not currently shared with or available to other providers of refurbishment services.
- The unit must be refurbished to original specifications by trained technician, assembly and test personnel, only available at FLIR, to warranty the performance and workmanship of the refurbished units.

The SkyWatch towers your presently own are 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:



SkyWatch Frontier Two Man Model

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



The World's Sixth Sense™

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

I hope the above information provides you what you and Miami Beach require to move forward with you procurement of the refurbishment of your units. If you require anything further please do not hesitate to call or email me.

Respectfully,

Howard Schemer
Director, SkyWatch Sales
FLIR Systems, Inc.