



Pre- proposal Conference Notes for

RFP 25F-0805 Drones, Remotely Operated Devices, Contracted Services, Sales, and Services

Wednesday, July 16, 2025, 10:00 a.m. local Arizona time

Meeting held using Teams Meeting.

Melissa Jimenez, CPPB called the meeting to order at 10:08 a.m.

Melissa Jimenez, CPPB introduced herself as the author of RFP 25F-0805 and facilitated the meeting. The meeting notes will be posted on Mohave's website within 24 hours after the meeting. The questions asked today will determine if an amendment will be issued for clarifications, corrections, and/or additions. The final decision to issue an amendment rest with Mohave. If an amendment is issued, it will be emailed to the address provided in your OpenGov Procurement registration and posted under in "Addenda & Notices" for reference. **Note: An amendment will not be issued.**

There were no interested parties who called in.

Reminders:

- Mohave is requesting that all participants mute phones, while on the call.
- Any interested parties are welcome to the RFP opening. Contact the author of the solicitation to request opening information. In addition, the solicitation's sign-in and opening documents will be posted on our website within 24 hours of the due date.
- July 29, 2025, at 5:00 p.m. (local Arizona time) is the last day for questions. Written emails are preferred.
- **Statements made during this pre-proposal conference are not amendments to the solicitation.**
- **Mohave is not responsible for any unsuccessful submission of documents to the OpenGov Procurement website.**

Melissa Jimenez, CPPB provided an overview of the procedure for the conference and solicitation reminders.

- **Roll Call**
- The Special and General Terms and Conditions in this solicitation include statutes and requirements identified by and found within current applicable Presidential Executive Order(s); the Code of Federal Regulations; decisions and requirements from the Offices of the Arizona Attorney General and Auditor General; the Arizona Administrative Code (School District Procurement Rules); the Arizona State Procurement Code; Uniform Commercial Code, risk management, and Mohave procedures. These statutes, requirements, rules, codes, and practices are what is required to ensure awarded contracts are compliant for our members use.

When considering taking any exceptions/deviations to the solicitation's terms and conditions, your firm must take into account that any exceptions or deviation will be evaluated for compliance to the statutes or requirements. Mohave cannot accept exceptions/deviations to statutes, requirements, rules, or codes, where it has been adopted into practice or law by the state or federal government. *Unacceptable exceptions/deviations may remove your proposal from consideration for award. Mohave shall be the sole judge on the acceptance of exceptions/deviations and Mohave's decision shall be final.* Mohave may allow revisions to proposals through best and final offers, as authorized in Arizona procurement rules and code. Issuance of a request for best and final offer is not guaranteed. Proposals should be complete and meet all specifications and requirements of this solicitation.

- To be considered, proposals shall be electronically submitted via OpenGov Procurement prior to the specified due date and time as stated on Page 1 of the RFP. The link to OpenGov Procurement is provided on Page 1 to upload your documents. Mohave strongly cautions all vendors not to upload the solicitation documents at the last minute. There is a chat function provided by OpenGov Procurement to help with any upload issues. However, in accordance with the procurement rules, solicitation documents will not be accepted after the RFP's due date and time. In addition, OpenGov Procurement's e-procurement website will not allow uploading of solicitation documents after the due date and time.
- Provide workbook details and helpful reminders, e.g. searchable electronic formats, any preset formulas, electronic catalogs. Include our preference that the required RFP 25F-0805 pricing workbook be submitted with their proposal in the original Excel format.
- The contract vendor under an awarded contract remits the 1% administration fees to Mohave. Offerors shall include the administration fee in all offered prices in the Price Schedule(s) and shall not add the administration fee separately (or as part of a reduction off the offered discount) into the prices.
- Plan rooms are not authorized by Mohave to post our solicitations. Please note that plan rooms and other notification firms receive solicitation information from requests for public information made to Mohave. These firms do not have timely information and should not be relied upon for solicitation information or updates. Mohave is not responsible for misinformation or incorrect solicitation information provided by Plan Rooms.
- If your firm has received notification of this solicitation by means other than the original solicitation email notification from OpenGov, your firm will need to register as potential bidder with OpenGov at <https://procurement.opengov.com/portal/mesc>. By clicking "Subscriber" on the Mohave's OpenGov portal, your firm, will receive all future solicitation notices issued by Mohave.
- By clicking "Following" on the solicitation's OpenGov solicitation page, your firm will receive any amendments, notices, and responses to questions that may be issued before the due date and time of the solicitation's opening.

Previously Submitted Questions and Answers:

- None

Questions and Answers from the pre-proposal:

- **Question:** Can you provide me with additional information of the 1% administration fee?
- **Mohave Answer:** Offerors shall include the administration fee in all prices in the Price Schedule(s). No administration fee is charged on separately stated shipping, sales or use tax, bonds, transportation, lodging, mileage, and/or M&IE. Cost plus a percentage of cost pricing is not acceptable as per Arizona procurement rules and code. Products and/or services listed as "e.g., call for quote, TBD, TBA" are not acceptable. All products and/or services provided with your proposal must contain a specific price to be considered for inclusion under an awarded contract.
- **Question:** Can we provide other autonomous devices or is it just drones (aerial)?
- **Mohave Answer:** Yes, other autonomous devices (remotely operated devices), other than drones, may be offered.
- **Question:** Can we offer a percent discount off manufacturer price lists?
- **Mohave Answer:** Yes, select your pricing methodology in your response and include the manufacturer(s) and percentage discount(s) offered in the provided Excel electronic pricing workbook. If applicable, include searchable manufacturer price lists (e.g., .pdf) as attachment(s) in your offer. Weblinks or any documents outside of what has been submitted through OpenGov before the deadline will not be reviewed.

There were no other questions, and the meeting was concluded at 10:43 a.m.

Attachment: Attendee List

7/16/2025: MJ

Attendee List

Full Name	User Action	Timestamp
Melissa Jimenez	Joined	7/16/25, 10:04:39 AM
Doug Mize	Joined	7/16/25, 10:07:54 AM
ed vogt (Unverified)	Joined	7/16/25, 10:11:38 AM
Brett H - DJI (Unverified)	Joined	7/16/25, 10:22:13 AM