

CITY OF STRONGSVILLE, OHIO

**ORDINANCE NO. 2024 – 009**

**By: Mayor Perciak and All Members of Council**

**AN ORDINANCE AUTHORIZING THE MAYOR TO ENTER INTO A CONTRACT FOR THE PURCHASE OF TWO (2) NEW DRONES WITH RELATED APPURTENANCES FOR USE BY THE CITY OF STRONGSVILLE POLICE DEPARTMENT, AND FOR TRADE-IN OF TWO (2) EXISTING OBSOLETE DRONES, TO HAVE THE CREDIT APPLIED TO THE PURCHASE PRICE, AND DECLARING AN EMERGENCY.**

WHEREAS, the Police Department of the City of Strongsville has two (2) drones which are obsolete and no longer useful for municipal public purposes; and

WHEREAS, therefore, the Police Department is in immediate need of replacing the drones with two (2) new Matrice drones, and related appurtenances, as reflected on Exhibit A attached hereto and incorporated herein; and

WHEREAS, pursuant to Article IV, §3(e) of the City Charter, the Director of Finance is authorized to sell obsolete or surplus equipment in such manner as Council may by ordinance authorize; and

WHEREAS, this Council is desirous of having the Director of Finance sell and trade-in the existing drones, and have the selling price credited against the purchase price of the new drones.

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF STRONGSVILLE, COUNTY OF CUYAHOGA AND STATE OF OHIO:

**Section 1.** That this Council finds that the City's Police Department is in need of two (2) new drones with related appurtenances, which can be obtained most competitively through **CLOUD CITY DRONES**.

**Section 2.** That this Council further finds and determines that there is an immediate and present emergency in the operation of the Police Department of the City of Strongsville in that the Police Department has two (2) drones which are obsolete and no longer needed for any municipal purpose, and further finds that it will be in the best interests of the City to sell such drones, and have the selling price applied as a credit against the purchase of two (2) new drones, pursuant to O.R.C. §721.15.

**Section 3.** That, for the reasons aforesaid, the Mayor be and is hereby authorized to enter into a contract with **CLOUD CITY DRONES** for the purchase of two (2) new Matrice drones, with related appurtenances, in the amount of \$26,956.78, as more fully set forth in Exhibit A, attached hereto and incorporated herein by reference; including the sale of the two (2) obsolete drones, in the total amount of \$2,245.00, as more fully set forth in Exhibit A, and providing that the sale price be credited towards the purchase price of the two (2) new Matrice drones, in order that the net contract price for the purchase of the new drones shall not exceed \$24,711.78, and in a form to be approved by the Law Director.

CITY OF STRONGSVILLE, OHIO

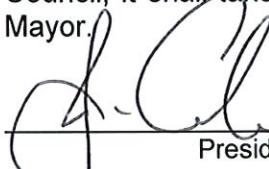
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**Section 4.** That the funds for the purposes of said contract have been appropriated and shall be paid from the General Fund.

**Section 5.** That it is found and determined that all formal actions of this Council concerning and relating to the adoption of this Ordinance were adopted in an open meeting of this Council; and that all deliberations of this Council, and any of its committees, that resulted in such formal action were in meetings open to the public in compliance with all legal requirements.

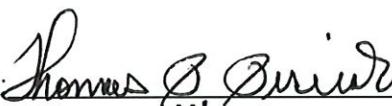
**Section 6.** That this Ordinance is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, property, health, safety and welfare of the City, and for the further reason that it is immediately necessary to enter into said contract in order to maintain continuity of services in the operation of the City of Strongsville Police Department, to ensure that officers are in possession of proper and current equipment to provide for the safety and welfare of the public, and to conserve public funds. Therefore, provided this Ordinance receives the affirmative vote of two-thirds of all members elected to Council, it shall take effect and be in force immediately upon its passage and approval by the Mayor.



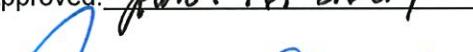
President of Council

Date Passed: 01 16 2024

	Yea	Nay
Carbone	✓	
Clark	✓	
Kaminski	✓	
Kosek	✓	
Roff	✓	
Short	✓	
Spring	✓	

Approved:   
Mayor

Date Approved: Jan. 16, 2024

Attest:   
Clerk of Council

Ord. No. 2024-009 Amended: \_\_\_\_\_  
1<sup>st</sup> Rdg. 01-16-24 Ref: \_\_\_\_\_  
2<sup>nd</sup> Rdg. Suspended Ref: \_\_\_\_\_  
3<sup>rd</sup> Rdg. Suspended Ref: \_\_\_\_\_

Public Hrg. \_\_\_\_\_ Ref: \_\_\_\_\_  
Adopted: 01-16-24 Defeated: \_\_\_\_\_

## QUOTE

### DJI Matrice 350 Public Safety

Reference: Q-503475

Quote created: 12/15/2023

Quote expires: 01/19/2024

Prepared by: Chris Williams  
+ 401.681.4112

Cloud City Drones  
Warwick, Rhode Island 02889 United States  
New England Enterprise UAS/UAV Dealer  
[hi@cloudcitydrones.com](mailto:hi@cloudcitydrones.com)  
+ 401.681.4112



Strongsville Police Department, OH  
18688 Royalton Road  
Strongsville, OH 44136

#### BILLING ADDRESS:

Strongsville Police Department, OH  
18688 Royalton Road  
attn. Steven Vanek UAS Program  
Strongsville, OH 44136

#### SHIPPING ADDRESS:

Strongsville Police Department, OH  
18688 Royalton Road  
attn. Steven Vanek UAS Program  
Strongsville, OH 44136

#### Accepting this quote

By signing and dating this quote you're simply agreeing to its contents. Nothing will be shipped without payment or qualifying purchase order.

Products and Services	QTY	Price	Discount	Line Total
Matrice 350 RTK Worry-Free Basic (2-Year) Combo	1	\$12,149.00	\$0.00	\$12,149.00
- Matrice 350 RTK	2Y			
- RC Plus Remote				
- Matrice 300 Series TB65 Intelligent Flight Battery (2)				
- Matrice 300 Series BS565 Intelligent Battery Station				
- Enterprise Shield Basic (Matrice 350 RTK Worry-Free Basic 2-Year)				

#### Did you know?

Cloud City Drones was the first Authorized DJI Dealer in Rhode Island.



#### Matrice 350 TB65 Intelligent Flight Battery

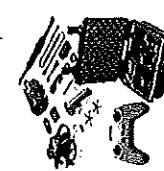
CPEN.000000457.01	4	\$700.00	\$0.00	\$2,800.00
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Learn More  
[cloudcitydrones.com/pages/trade-in](http://cloudcitydrones.com/pages/trade-in)

EXHIBIT A

**DJI Avata Public Safety Package**

Cloud City, a leading provider of drone solutions for various industries, has announced the launch of the DJI Avata Public Safety Package. This package is designed to meet the needs and challenges of public safety and first responder agencies, such as law enforcement, fire departments, emergency medical services and search and rescue teams.

**DJI Avata Pro-View Combo****DJI Care 2 Year Worry Free Protection****DJI FPV Remote Controller 2****DJI Avata Battery (3)****DJI Avata Fly More Kit****GPC DJI Avata Case****Samsung 128GB SD Card****Anker hi-speed USB Charger****DJI Goggles 2 Battery**

The compact DJI Goggles 2 Battery with battery level indicators displays power level when used with DJI Avata. Up to 2 hours of battery life.

**DJI Avata Intelligent Flight Battery****RC Plus Strap Bracket Kit**

The DJI RC Plus Strap Bracket Kit allows you to effortlessly carry your RC Plus controller via the use of a strap.

**AVATA-STARTER-KIT**

Item	Quantity	Unit Price	Total Price
AVATA-STARTER-KIT	1	\$2,400.00	\$0.00
<b>Total:</b>			<b>\$2,400.00</b>

**177446345640**

Item	Quantity	Unit Price	Total Price
177446345640	1	\$39.00	\$0.00
<b>Total:</b>			<b>\$39.00</b>

Item	Quantity	Unit Price	Total Price
CP.FP.000000072.01	2	\$125.89	\$0.00
CP.RC.00000002.01	2	\$39.00	\$0.00
<b>Total:</b>			<b>\$251.78</b>

**Matrice 300 Gimbal and Sensors**

- DJI Zenmuse H2ON (SP)
- Starlight Night Vision
  - 20x Hybrid Optical Zoom
  - 12 MP Wide Camera
  - 1200 m LRF (Laser Range Finder)
  - 640×512 Dual Thermal Cameras 2×, 8× Optical Zoom
  - Enterprise Shield Basic (Zenmuse H2ON)

**Zenmuse L1 (SP)**

- Frame Lidar with up to 100% effective point cloud results

- Detection Range: 450m (80% reflectivity, 0 [lx] / 190 [lx])

- (10% reflectivity, 100 [lx])

- Effective Point Rate: 240,000 pts/s

- Supports 3 Returns

- Line Scan Mode and Non-repetitive Scan Mode

**DJI Zenmuse P1 w/35mm Lens (SP)**

- Accuracy without CCPs: 3 cm horizontally / 5 cm vertically

- Global Mechanical Shutter, Shutter Speed 1/2000 Seconds

- Smart Oblique Capture

- 45 MP Full-frame Sensor

- Includes a 6 months license for DJI Terra Electricity Version

**Optional Accessories**

*"Flying with your feet on the ground"*

## QUOTE

Matrice 300 Series Dual Gimbal Connector CP.EN.000000265.01 0 \$250.00 \$0.00 \$0.00



DJI RC Plus  
The 7-inch wide screen DJI RC Plus Remote Controller with dual control mode is tailor-made for Enterprise users.



Hoodman Weighted Drone Landing Pad (5 Feet)  
Five Feet



## Software and Apps

DJI FlightHub 2 - Professional Version (12-Month Plan) CP.RJ.000000101.01 0 \$999.00 \$0.00 \$0.00  
Professional Version (12-Month Plan)



DJI FlightHub 2 - Professional Version (1-Month Plan) CP.RJ.000000100.01 0 \$99.00 \$0.00 \$0.00  
Professional Version (1-Month Plan)



## Promotions

"Flying with your feet on the ground"

**QUOTE**

Free! Cloud City Phone Support	CCDPSUP3M	1	\$0.00	\$0.00	\$0.00
Free! Cloud City Drones priority white-glove phone support. (3 Month)					
Free! Cloud City - Enterprise Setup Service	CCDENSETUP	1	\$0.00	\$0.00	\$0.00
Preflight setup of airframe and gimbals includes account setup, all software and firmware updates to the latest version and warranty activation if needed. All batteries will be tested and charged prior to shipping.					
	Subtotal		\$26,956.78		
	Discount		\$0.00		
	Tax		\$0.00		
	Trade In Discount		-\$2,245.00		
	<b>Total</b>		<b>\$24,711.78</b>		

## QUOTE

### Trade it in

We can apply your qualifying equipment towards a new purchase. We can also take in your trades towards Cloud City Gift Cards.

**How we determine its value:** We always tell customers their best bet financially is always selling it privately. As the dealer we need to evaluate it, list it, support it and in some cases warranty it. Also, our cost and demand on that item plays a part in what we offer. Nothing is final until the unit is inspected and test flown if applicable.

**Next step:** Should you decide to proceed please ship items to be considered to:

Cloud City

*Attn: Trades (please include your quote number or department name and address)*

200 Lavan Street, Suite 1  
Warwick, RI 02883

Trade In (Estimated Value, After Verification)	Serial Number	Qty	Price	Line Total
Mavic 2 Enterprise Advanced (NA) <b>ACTIVATED 2022 / 08 / 23 WARRANTY: EXPIRED</b>	4GCCCK6QROBOPZX	1	\$1,525.00	\$1,525.00
DJI Smart Controller				
Mavic 2 Enterprise (DUAL) Universal Edition (US&Canada) <b>ACTIVATED 2019 / 05 / 28 WARRANTY: EXPIRED</b>	298DG2N0018JN6	1	\$720.00	\$720.00
DJI Smart Controller				
				Subtotal
				\$2,245.00
				Trade
				<b>\$2,245.00</b>