



CITY OF SUNLAND PARK NEW MEXICO

1000 McNutt Rd. Ste. A • Sunland Park, NM 88063
(575) 589-7565 • Fax (575) 589-1222

September 13, 2024

Re: Sole Source Procurement

To whom it may concern:

The City of Sunland Park has decided to award a sole source procurement award to **Paladin Drones, Inc.** for the purchase of equipment, software and support that will allow the City an all-in-one comprehensive "Drone as a First Responder" program. The award would be for an annual subtotal of \$49,000 that would cover a one (1) year term, with an option to renew two (2) additional twelve (12) months.

Please refer to the letter attached where Paladin Drones, Inc. describes the items and services offered to the City of Sunland Park.

Under 13-1-172 NMSA 1978, any offeror who is aggrieved by this decision may protest to the Purchasing Office. The protest must be submitted in writing within fifteen calendar days after knowledge of the facts or occurrences giving rise to the protest.

Feel free to contact me with any questions or concerns regarding this notification.

Claudia Carrillo
Purchasing Agent/Chief Procurement Officer
City of Sunland Park, New Mexico
Email: claudia.carrillo@sunlandpark-nm.gov



Aug 1, 2024

Divyaditya Shrivastava
Paladin Drones Inc.
11241 Richmond Ave, STE E102
Houston, TX 77082
PH. (770) 900-7643

Sunland Park Procurement Department, NM:

This letter serves the purpose to establishing that Paladin Drones Inc. is currently the "Sole Source" of the following suite of items and services in the drone industry:

DESCRIPTION OF ITEMS AND SERVICES

To the best of our knowledge, Paladin Drones Inc. is currently the only source of the following suite of items and services listed below, and no other company or firm sources and sells / licenses such a suite of items and services at any other price level, the quoted price being Paladin's universal sales price (USP).

- **EXT LTE Module:** Paladin is the only company in the United States that is able to connect drones to a cellular network. No other company can provide this service today. All other drones operate on a radio frequency (RF) via controller.
- **Paladin Watchtower:** Our integrated software allows the user to use their laptop device to:
 - o LTE Cellular Remote Operational Controls
 - o Streaming over LTE Cellular
 - o Dock Integration
 - o Autonomous flight

While there are other drone distributors and providers, Paladin provides a unique offering that differentiates it from having a "competitive edge" over its competitors, but rather as a Sole Source provider.

If there are any additional questions or materials that can be provided, please do not hesitate to let us know.

Sincerely,

Divyaditya Shrivastava, CEO

Divyaditya Shrivastava