Proc Folder : 685601
Solicitation Description : Addendum #1
Proc Type : Agency Purchase Order

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VENDOR
VS0000020949
Skyward IO, Inc.

Solicitation Number:  ARFQ 0803 DOT2000000037

Total Bid : $16,800.00  Response Date: 2020-03-17  Response Time: 16:07:33

Comments:

FOR INFORMATION CONTACT THE BUYER
Tina L Lewis
(304) 558-9398
tina.l.lewis@wv.gov

FEIN #

Signature on File

DATE

All offers subject to all terms and conditions contained in this solicitation

Page : 1

FORM ID : WV-PRC-SR-001
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**Comm Code**: 43232607

**Extended Description**: Web-based/ IOS Application Software compatible with DJI Technology aircraft (Up to 30 User Licenses)

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**Comm Code**: 43232607

**Extended Description**: Enterprise Software Onboarding
The Purpose of this addendum is to modify the solicitation identified as ("Agency Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

[  ] Modify bid opening date and time
[X] Modify specification of product or service being sought
[  ] Attachment of pre-bid sign insheet
[  ] Correction of error
[X] Other

Description of Modification to Solicitation:

Specification correction
Answer Vendor Questions

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provision of the Agency Solicitation and other addenda not modified herein shall remain in full force and effect.

2. Vendor should acknowledge receipt of all addenda issued for this Agency Solicitation by completing an Addendum Acknowledgement, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.
Addendum #1

To add the following to the Specification

3.1.1 Vendor must be available by phone or webinar during 7:00am to 5:00pm Eastern Standard Time for technical support.

Responses to Questions from Vendors

1. Whether companies from Outside USA can apply for this? like, from India or Canada)
   1. Yes, All companies can apply. The awarded vendor must be registered with the WV Secretary of State and the WV Purchasing Division.

2. Whether we need to come over there for meetings?
   2. In person meetings are not foreseen at this juncture, however if meetings are needed, we have the ability for tele-conferencing with conversational English speaking/understanding employees/representatives.

3. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)
   3. Please see answers to Questions 1 & 2.

4. Can we submit the proposals via email?
   4. All submissions must be submitted by wvOASIS, US mail, or Hand Delivered.
ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: ARFQ DOT2000000037

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification. Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:
(Check the box next to each addendum received)

[ ] Addendum No. 1                           [ ] Addendum No. 6
[ ] Addendum No. 2                           [ ] Addendum No. 7
[ ] Addendum No. 3                           [ ] Addendum No. 8
[ ] Addendum No. 4                           [ ] Addendum No. 9
[ ] Addendum No. 5                           [ ] Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor’s representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Skyward, IO
Company

Authorized Signature
03 / 17 / 2020

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.
# EXHIBIT A - PRICING PAGE

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**TOTAL COST**  
$16,800.00

All Equipment will be delivered to WV DOT  
1900 Kanawha Blvd., East  
Charleston, WV 25305

LOCATION -Building 5, Room 920, Charleston, WV 25305
SKYWARD PLATFORM FEATURES
Enterprise Software, Mobile GCS, & APIs
Skyward’s industry-leading software combines airspace and ground intelligence, LAANC integration, flight planning and logging, personnel and fleet management tools, and a mobile ground control system — all in one digital system of record. And we offer APIs and partnerships for a complete drone operations management solution.

We are committed to helping our customers see clearly, act intelligently, and fly with confidence through software and consulting services designed to power safety, efficiency, and access to airspace.
Skyward also provides in-person flight training, waiver support, customized standard operating procedures, and other consulting services.
Fleet managers in the office and pilots in the field rely on Skyward’s airspace map, management tools, and flight insights for operational oversight of their drone programs.

Our browser-based enterprise app seamlessly integrates with Skyward’s InFlight mobile app for drone ops management from the office to the field.
Advanced airspace intelligence

See where to fly at a glance. Skyward’s airspace map has been meticulously designed to simplify complex airspace at lower altitudes.

AIRSPACE DESIGN INCLUDES:

- Restricted airspace (red shapes)
  - Includes TFRs, MOAs, and other flight restrictions
- LAANC-enabled controlled airspace (blue shapes)
  - Submit an airspace access request through Skyward and receive a response within seconds.
- Other controlled airspace (orange shapes)
  - Non-LAANC airports
- Advisory airspace (yellow shapes)
  - State parks, schools, hospitals, and other sensitive locations.
- Special flight rules areas (orange or red shapes)
- Airport runway orientations (long solid yellow lines)
FOUR MAP LAYERS
- Dark, Satellite and Terrain views for optimum situational intelligence
- VFR Sectional Chart

AIRSPACE CARDS
- Show any controlled, restricted, or advisory airspace for a selected point on the map
- Shows nearest street address
Skyward’s airspace map features dynamic zoom.

- Increase the level of detail as you zoom in
- See only the information you need at a given height
- Understand in-depth information without clutter

**MEDIUM ZOOM SHOWS:**
- Simplified LAANC facility grids, with heights above ground level
- Markers for heliports, arenas, hospitals, schools, and more
Essential ground intelligence

Drone operators need to plan for hazards on the ground as well as in the sky. Skyward’s airspace map integrates critical ground intelligence, including:

- Major power transmission lines
- Pedestrian walking paths
- Over a million vertical obstacles
- 3D mode – tilt and pan map at virtually any angle
- 3D views of key ground obstacles such as buildings and structures
Flight planning tools

Thorough planning is the first step to a safe drone deployment. Skyward allows personnel to create precise flight areas for an operation, note airspace conditions and ground hazards, request LAANC access, and assign crew and aircraft to an operation.

- Create detailed flight areas
  - Save to Library for reuse in future operations
  - Measure distances and estimate flight length with Measure tool
ADD OPERATION DETAILS

- Assign roles and notify crew members
- Assign aircraft, batteries, and equipment
- Add customizable checklists
- Check weather
- Submit a NOTAM, if necessary
REQUEST LAANC ACCESS TO CONTROLLED AIRSPACE

- Set operational height for each LAANC grid
- Submit request and automatically get a response in seconds
- View Notice of Authorization in the browser-based app or InFlight
- Further coordination requests supported in Skyward
LOG FLIGHTS IN THE CLOUD

- Automatically log flights to your operation from Skyward InFlight
- Import flight logs from DJI GO and DroneDeploy
- Or manually enter flight log data into Skyward
Flight Insights: overview of all flights and operations

Skyward provides a digital system of record spanning your entire drone program. Risk and compliance teams can see aggregated data from every flight logged in Skyward — or filter down to specific flights, areas, and operations.
FILTER RESULTS FOR SPECIFIC CRITERIA BY:

- Organization (or view your flights across all organizations)
- Time
- Location
- Safety alert (flight exceeded max altitude or distance)

See flight paths and detailed log data from supported drone models.
Personnel management

Manage all the pilots and crew in your organization. See certifications and credentials, logged flight hours, and more.

- Add and assign personnel to your organization
- View certification status
- Set active/inactive status
- See total flight hours logged
- View detailed personnel information

- Add historical flight hours for crewed and UAS flights.
- Add custom fields
- Upload documents, such as pilot certifications
Aircraft management

Keep track of all the drones in your fleet. Plus, track maintenance tickets, batteries, and equipment.

- Track and manage all aircraft, regardless of manufacturer
- Track registration, airworthiness, number of flights, and flight hours
- Track aircraft history and create maintenance tickets
- See a detailed record for each drone
SKYWARD INFLIGHT MOBILE APP

Skyward InFlight brings the power and versatility of Skyward’s enterprise software into the field. InFlight features the same airspace intelligence and flight planning features — plus a complete mobile ground control system. And InFlight automatically logs flights to the Skyward platform.

Currently, InFlight runs on Apple iOS and Apple iPadOS, and integrates with DJI drones.
Skyward’s InFlight ground control system puts the power of Skyward at the pilot’s fingertips during flight. InFlight allows a pilot to simultaneously control the drone, view the camera feed, and see mission details — supporting successful missions and regulatory compliance. And InFlight automatically logs flights to the cloud in Skyward.
ESSENTIAL FLIGHT FUNCTIONS

- Aircraft information (battery level, GPS status, controller signal, and more)
- Take-Off, Land, and Return-to-Home functions
- Change return to home altitude and maximum altitude settings within the app
- Toggle between drone video feed and Skyward map
MEDIA TOOLS

- InFlight media manager — view all captured video and images without leaving the app
- Full camera controls
AUTOMATIC FLIGHT LOGGING

- Flights automatically sync with Skyward upon landing
- View logs from Flight Insights or Operation page
Customizable checklists

Checklists are an aviation standard for ensuring safety and compliance. Build customizable checklists in Skyward’s enterprise app and complete them in the field with InFlight.

- Create sets of custom checklists for use in office and the field
- Assign a checklist to a specific operation, or require a checklist for all new operations
- Create text fields to require data entry for better compliance tracking
- Complete checklists in the field to hold crews accountable to regulations and company standard operating procedures
- Require data entry in open fields to support compliance
- Checklists sync across Skyward’s enterprise and mobile platforms
**Advanced airspace intelligence in InFlight**

Deploy to the field with the full strength of Skyward’s enterprise airspace resources. InFlight features the same great airspace intelligence, ground data, flight planning tools, LAANC access, and customizable checklists in a mobile package. It’s part of one seamless workflow from office to worksite and back.

- View the same airspace information as Skyward’s browser-based app, including:
  - Controlled, restricted, and advisory airspace
  - Dynamic zoom
  - LAANC grids
- See airspace cards for any point on the map
- Toggle three map layers: terrain, dark, and satellite
Essential ground intelligence in InFlight

- View the same critical ground intelligence as Skyward's browser-based app, including:
  - Transmission lines
  - Walking paths
  - Vertical obstacles
  - 3D views of buildings, ground structures, and obstacles
Flight Planning Tools in InFlight

- Create new operations in the field or load an operation from the cloud
- Assign pilots, crews, and aircraft
- Edit operation details
- Create custom notes
- Request LAANC access in the field
- Further coordination requests supported in InFlight
- View LAANC Notice of Authorization
SKYWARD APIs

Skyward application programming interfaces (APIs) allow Enterprise subscribers to simplify workflows by integrating airspace intelligence, flight operation planning, and the ability to extract data from Skyward for reports in your existing business intelligence platform. That way, you can bring Skyward data into the business-essential software and project management tools that you rely on every day.
SKYWARD SUREFLIGHT API

For airspace information & flight planning

Check the airspace within another application to see if you’re free to fly a job, or if you need further authorization such as a LAANC request. Enter a street address or latitude/longitude, and SureFlight will return the low-altitude airspace layers associated with that location.
SKYWARD OPERATIONS API

For planning flight ops

If you’ve determined that you’re free to fly, you can use the Operations API to create a flight operation from within another software application. Include an operation name, date & time, pilot name, and any notes you may have. The Operations API will return a unique identifier so you can link to it within the Skyward platform.
For retrieving data about your company’s drone ops

The Reporting API allows you to gain insight by running queries on operations, flights, personnel, aircraft, and batteries. You can retrieve data on all of your assets at once, or filter by date, specific aircraft or battery, person, or operation. The Reporting API will return JSON compliant data, perfect for integrating into your existing business intelligence tools.
LIVE STREAM & CUSTOM AI

Partnership with Unleash live

For enterprises looking to add additional capabilities, Skyward has partnered with Unleash live to enable companies to get fast, actionable drone data into the hands of the people who need it most.

Unleash live integrates the output of existing camera networks, IoT devices, and other data sources into a browser-agnostic cloud platform. The captured data can be analyzed using custom-built dynamic A.I. models, visualized to provide immediate insights, and exported for deeper analysis with 3rd party solutions.
Live video streaming

Unleash live can reduce the time it takes to collaborate between the field and office. Drone crews can act fast by collaborating in real time with live video feeds.

- Stream up to 4 concurrent video channels
- Connect devices on the go within minutes
- Securely share the live stream to unlimited viewers
  - High definition video
  - Ultra-low latency
  - Share through a weblink
  - View on any device, no account required
- Live stream thermal imagery
- Re-stream from other platforms or embed live video into other websites
Media library

Organize your footage and photos in a secure, searchable, cloud-based media library for quick access and rapid results.

- Instantly access all media after a livestream
- Search by device, location, and time, or filter by media type
- Create models and A.I. detections from images and video
- Easily share images and footage
- Comparison slider to easily and visually compare changes across multiple images
2D & 3D modelling

Turn your visual data into digital models so you can achieve more and get greater insight.

- Create 2D, 3D, VR, orthomosaic maps, and point cloud models
- View from a browser
- Manually include ground control points
- Export data in many formats
- Store all your modelling and media assets in one centralized account
Fusion Atlas

Gain situational awareness with a georeferenced digital map to visualize live assets, GPS locators and live video feeds with contextual data.

- Data overlays integrating multiple kmz, kml and geoJSON data files
- View orthomaps on a geospatial map
- Esri ArcGis integration
- Orthomap annotations with severity and description
- Compare differences in layers over time
Custom A.I. analytics

Use custom-built A.I. models to suit specific use cases, speeding up infrastructure inspections and auditing.

- Get a customer-built model started with 60 minutes of video and 1,000 images to use as training data
- Use for auditing or inspection purposes
- Build to count, identify, inspect, audit, or locate
- Apply A.I. to thermal imagery
- Run on a live stream for immediate results
- Upload images for post-processing at a later date
- Connect to 3rd party software to trigger events
Skyward can help you take your drone program further, faster.

**Drone Consulting**
Skyward consultants help drones prove their value throughout your business as quickly as possible.

- **Proof of Concept**
  We’ll show you how drones can deliver ROI across your business

- **Risk Mitigation & Compliance**
  Get the policies and procedures you need to run a safer operation and comply with regulatory and corporate requirements

- **Skyward Implementation**
  Setup and training for your team to help your team get the most out of Skyward

- **Technology Configuration**
  We’ll configure your fleet to serve your business, including drones, sensors, and data-processing software

**Drone Management Platform**
Skyward’s software provides operational oversight and transparency, customizable workflows, and access to controlled airspace.

- **Procurement**
  Our team will acquire the hardware and equipment for you and register aircraft with the FAA

- **Team Training**
  Get training for the FAA’s Remote Pilot Certificate (Part 107) as well as beginner and intermediate flight training

- **Efficient, Scalable Workflow**
  We’ll help you refine your workflow, engage your stakeholders, and create customized flight and ops checklists

- **Ongoing Support**
  Call on our experts during regular check-ins and get early updates on Skyward’s product roadmap as well as regulatory developments

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Get in touch at contact@skyward.io & schedule a 15-minute consultation

Watch a 2-minute video of Skyward in action at go.skyward.io/Recorded-Demo-Register.html