



Memorandum

Date: 12/3/2024  
Meeting of: City Council

File No. AM No. 24-185  
Type: Consent Item

TO: Members of the City Council  
FROM: Mayor Angela Birney  
DEPARTMENT DIRECTOR CONTACT(S):

Police	Chief Darrell Lowe	425-556-2521
--------	--------------------	--------------

DEPARTMENT STAFF:

Police	Brian Coats	Deputy Chief
--------	-------------	--------------

TITLE:

Approval of the Master Service and Purchasing Agreement between the City of Redmond and BRINC Drones

OVERVIEW STATEMENT:

The Police Department is seeking Council approval to enter into a Service and Purchasing Agreement with Seattle-based BRINC Drones to further expand the Drone as a First Responder (DFR) program. This Master Services and Purchasing Agreement establishes the terms and conditions for acquiring and utilizing BRINC devices and related services, providing the Police Department with a comprehensive package that includes installation, maintenance, hardware refreshes, training, and unlimited repairs and replacements for essential drone equipment.

Additional Background Information/Description of Proposal Attached

REQUESTED ACTION:

Receive Information       Provide Direction       Approve

REQUEST RATIONALE:

- **Relevant Plans/Policies:**  
N/A
- **Required:**  
Contracts exceeding \$50,000 must be approved by Council.
- **Council Request:**  
N/A
- **Other Key Facts:**  
N/A

OUTCOMES:

Under the terms of this agreement, BRINC will provide a suite of drone capabilities, including the installation of two DFR launch stations. Additional equipment and services included in this agreement are two indoor drones, and five BRINC Balls, within the LiveOps software suite.

BRINC’s LiveOps suite provides robust operational capabilities, such as Teleoperations, Patrol-Led DFR, Tactical Operations, and a Community Transparency Portal. Additionally, maintenance for all stations, ongoing training, and unlimited repairs and replacements for all airframes and BRINC Balls are included, with a camera replacement limit of one per year for each Responder or Guardian, barring manufacturer defects.

BRINC’s LiveOps suite provides robust operational capabilities, such as Teleoperations, Patrol-Led DFR, Tactical Operations, and a Community Transparency Portal. Additionally, maintenance for all stations, ongoing training, and unlimited repairs and replacements for all airframes and BRINC Balls are included, with a camera replacement limit of one per year for each Responder or Guardian, barring manufacturer defects.

The total initial cost for this multi-year, all-inclusive program is \$99,000 after substantial bundle discounts were negotiated, provided contract execution occurs prior to December 31, 2024. First year’s payment is not due until 30 days after delivery and installation, expected to be mid, to late January 2025. This structured payment approach ensures that Redmond Police can sufficiently evaluate the latest in drone technology, as well as a support framework that guarantees operational continuity and efficiency. If proven successful, the total cost of the six years is \$1,224,999.00 The contract allows for termination without penalty if financial resources become unavailable, or the technology does not meet our needs.

**COMMUNITY/STAKEHOLDER OUTREACH AND INVOLVEMENT:**

- **Timeline (previous or planned):**  
N/A
- **Outreach Methods and Results:**  
N/A
- **Feedback Summary:**  
N/A

**BUDGET IMPACT:**

**Total Cost:**

Redmond Police Department Drone Program Year 1: \$99,000.00  
Redmond Police Department Drone Program Year 2: \$225,000.00  
Redmond Police Department Drone Program Year 3: \$225,000.00  
Redmond Police Department Drone Program Year 4: \$225,000.00  
Redmond Police Department Drone Program Year 5: \$225,000.00  
Redmond Police Department Drone Program Year 6: \$225,000.00

Total Cost: \$1,224,999.00

**Approved in current biennial budget:**       **Yes**       **No**       **N/A**

**Budget Offer Number:**  
228 Criminal Justice

**Budget Priority:**  
Safe and Resilient

**Other budget impacts or additional costs:**     Yes             No             N/A  
*If yes, explain:*  
N/A

**Funding source(s):**  
BTIP

**Budget/Funding Constraints:**  
N/A

**Additional budget details attached**

**COUNCIL REVIEW:**

**Previous Contact(s)**

Date	Meeting	Requested Action
11/19/2024	Committee of the Whole - Public Safety and Human Services	Provide Direction

**Proposed Upcoming Contact(s)**

Date	Meeting	Requested Action
N/A	None proposed at this time	N/A

**Time Constraints:**

If approved, the contract will go into effect January 1, 2025. Initial payment is not due until 30-days after delivery and installation.

**ANTICIPATED RESULT IF NOT APPROVED:**

The police department will not enter into this agreement and will seek alternative options.

**ATTACHMENTS:**

- Attachment A: BRINC Master Services and Purchasing Agreement
- Attachment B: BRINC Quote for Redmond Police Drone Program
- Attachment C: BRINC Security FAQ
- Attachment D: Sole Source Letter for BRINC's Drone Program