

# ACTION ITEM

<b>CONTRACT ID:</b>	<b>Aerial Imagery Services</b> <b>ITN 18-0015</b> <b>MULTIPLE VENDOR AWARD (LISTED IN ATTACHMENT "A")</b>
<b>BUDGETED ITEM</b>	Claims Department costs for the Archived Imagery and Post-Event Imagery contracts are a budgeted operating expense, and Drone Inspection Services is paid as an Adjusting Expense under the claim file. Underwriting and Agency Services Department costs are included in the 2018 Annual Operating Budget. Funding for the remaining years of the contract term will be budgeted in the appropriate subsequent years.
<b>CONTRACT AMOUNT</b>	The estimated contract amount (inclusive of all contracts) is \$16 million for the recommended base term of the contract and \$3,200,000 for each renewal.
<b>PURPOSE / SCOPE</b>	<p>Aerial imagery services are utilized by the Claims and Underwriting and Agency Services Departments. The services are divided into three (3) categories:</p> <ul style="list-style-type: none"><li>• Drone Inspection Services – Allows Citizens to obtain current images of a property without the need to have someone climb on the roof to take pictures. These images are used by both Claims and Underwriting, particularly after a catastrophic weather event, for the purposes of assessing roof damages/repairs.</li><li>• Post-Event Imagery – Involves the use of fixed-wing aircraft to capture high resolution images over a large area following a catastrophic event. This allows Citizens to provide better customer service by identifying the number of impacted Citizens' risks and expediting contact with those policyholders. In addition, it allows Citizens to better determine the number of staff and resources (i.e. adjusters) needed to respond to a catastrophe.</li><li>• Archived Imagery – Allows Citizens to access an online library of historical images of a property to conduct risk reviews for underwriting purposes, as well as making damage assessments for claims purposes.</li></ul> <p>Citizens currently receives these services under older contracts or event-specific emergency contracts. With newer technology and better pricing options being introduced, Citizens staff expects to increase its use of these services to improve the quality of both its underwriting and claims processing decisions.</p>
<b>CONTRACT TERM(S)</b>	The recommended contract term for each indicated vendor is 10-years, which includes a 5-year base term and five (5) optional one (1) year renewals.
<b>PROCUREMENT METHOD</b>	On January 26, 2018, Citizens issued Invitation to Negotiate (ITN) 18-0015 for Aerial Imagery Services. Responses were received and evaluated by an Evaluation Committee. On April 5, 2018, the Evaluation Committee recommended vendors to be advanced to negotiations. On May 15, 2018, the Negotiation Team made a recommendation for award. Attachment "A" is a copy of the Notice of Intent to Award listing the selected vendor(s) for each service category.

# ACTION ITEM

2 | PAGE

Claims Committee Meeting, June 13, 2018  
Board of Governors Meeting, June 20, 2018

<b>RECOMMENDATION</b>	Citizens' Claims Committee approved and recommends the Board of Governors:  a) Approve the recommended vendors for award and resulting contracts, including the optional renewal, for Aerial Imagery Services, ITN 18-0015, to the vendors identified in Attachment "A";  b) Authorize staff to take any appropriate or necessary action consistent with this Action Item; and  c) Approve this Action Item not to exceed \$32 million for a contract period of five (5) years with five (5) optional one (1) year renewals.
<b>CONTACTS</b>	Jay Adams, Chief Claims Officer



**NOTICE OF INTENT TO AWARD  
INVITATION TO NEGOTIATE NO. 18-0015  
AERIAL IMAGERY SERVICES**

**May 15, 2018**

Citizens Property Insurance Corporation (“Citizens”) intends to award Contracts to the following Vendors:

**Drone Inspection Services**

1. DroneBase, Inc.
2. Geomni, Inc.
3. Airborne Response, LLC
4. The Sanborn Map Company, Inc.
5. SkySkopes, Inc.
6. Soaring Sky, LLC

**Post – Event Imagery**

1. The Sanborn Map Company, Inc. (Primary Contract)
2. Geomni, Inc. (Secondary Contract)

**Archived Imagery**

1. Geomni, Inc.

Citizens will undertake efforts to finalize a signed contract with the above Vendor. If unsuccessful, Citizens may undertake efforts to reach contract finalization with the next ranked Vendor:

2. EagleView Technologies, Inc.

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***FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN SECTION 627.351, F.S.,  
CONSTITUTES A WAIVER OF PROCEEDINGS. SEE SECTION 4, GENERAL CONDITIONS, WITHIN THE  
SOLICITATION DOCUMENT FOR DETAILS REGARDING HOW AND WHERE TO FILE A PROTEST.***