



**SAILDRONE**



**Schedule**

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

**SCHEDULE TITLE: MULTIPLE AWARD SCHEDULE (MAS)  
LARGE CATEGORY F, Information Technology**

**CONTRACT NUMBER:**  
47QTCA22D0097

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>

**PERIOD COVERED BY CONTRACT:**  
06/07/2022 – 06/06/2027

**SAILDRONE INC**  
1050 W Tower Ave CA,  
Alameda, 94501  
(P) 410-382-1719  
<https://www.saildrone.com/>

**Contract Administration Source**  
Desiree Butler-James  
(P) 510-956-8362

[contracts@saildrone.com](mailto:contracts@saildrone.com)

Pricelist current through Modification #PA-0004, dated 06/16/2022

Business Size: **Small Business**

## SAILDRONE INC CUSTOMER INFORMATION

1a. **TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs):**

<u>SIN 541370GEO:</u>	Earth Observation Solutions
<u>54151ECOM:</u>	Electronic Commerce and Subscription Services

1b. **LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:** See Attached Pricelist.

1c. **HOURLY RATES (Services Only):** See Attached Pricelist

2. **MAXIMUM ORDER\*:**

<u>SIN 541370GEO:</u>	\$500,000
<u>SIN 54151ECOM:</u>	\$500,000

\*If the “best value” selection places your order over this Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement; (2) offer the lowest price available under this contract; or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404

3. **MINIMUM ORDER:** \$100

4. **GEOGRAPHIC COVERAGE:** Worldwide

5. **POINT(S) OF PRODUCTION:**

1050 W TOWER AVE  
ALAMEDA, CA 94501-5003

6. **DISCOUNT FROM LIST PRICES:** Net GSA Pricing Listed in Attached Pricing Table

7. **QUANTITY DISCOUNT(S):** 3% discount on orders of 10+ USVs for 90 Mission Days or more.

8. **PROMPT PAYMENT TERMS: Discount1 :** 1.00 % if Payment is made within 15 days

9. **FOREIGN ITEMS:** None

10a. **TIME OF DELIVERY:** To be Negotiated at the Task Order Level.

10b. **EXPEDITED DELIVERY:** To be Negotiated at the Task Order Level.

10c. **OVERNIGHT AND 2-DAY DELIVERY:** To be Negotiated at the Task Order Level.

10d. **URGENT REQUIREMENTS:** Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

11. **FOB POINT:** Destination

12a. **ORDERING ADDRESS:**

Saildrone  
ATTN: Desiree Butler-James  
1050 W TOWER AVE  
ALAMEDA, CA 94501-5003

- 12b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on the Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3
13. **PAYMENT ADDRESS:**  
Saildrone  
ATTN: Desiree Butler-James  
1050 W TOWER AVE  
ALAMEDA, CA 94501-5003
14. **WARRANTY PROVISION:** Not applicable
15. **EXPORT PACKING CHARGES:** Not Applicable
16. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** Not Applicable
17. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** Not Applicable
- 18a. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF APPLICABLE):** Not Applicable
- 18b. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** Not Applicable
19. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):**
20. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** Not Applicable
21. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** Not Applicable
- 22a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** Not Applicable
- 22b. **Section 508 Compliance for EIT:** Not Applicable
23. **SAM Unique Entity Identifier:** DR4UE3MCD3K7
24. **NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:** Active.

Saildrone GSA Price List

MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA PRICE INCLUDING IFF	COO
SAILDRONE Inc.	E002	Explorer Mission - Maritime Domain Awareness (MDA) Configuration	The pricing reflects the daily USV price to collect and transmit near real-time data for a Maritime Domain Awareness (MDA) mission using the wind propelled and solar powered Explorer. "MDA is defined by the International Maritime Organization as the effective understanding of anything associated with the maritime domain that could impact the security, safety, economy, or environment." The mission price is the price to collect and transmit data in near real-time while in the customer specified operating area. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The USV(s) will be equipped with the customer specified MDA sensor suite. MDA includes data collection to support intelligence, surveillance, and reconnaissance. To ensure the best pricing for the Government, USV shipping costs, if required, will be assessed at open market rates. Travel, if required, is assessed at the task order level. GSA and State Department per diem will be used to support domestic and international travel pricing respectively. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USVs.	EA	\$ 2,670.07	US
SAILDRONE Inc.	E002DR	Explorer Mission - Maritime Domain Awareness (MDA) Configuration with Dispatch and Recovery Event (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for three (3) USVs, to collect and transmit near real-time data for a Maritime Domain Awareness (MDA) mission in a contested environment using the wind propelled and solar powered Explorer. The price also includes: (1) the effort to pack and load the USVs into a 40 foot container; (2) the safe transport of the USVs to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USVs; (4) the effort to repack the USVs at the end of the mission; (5) the safe transport of the USVs once the mission concludes; (6) and travel for two SAILDRONE personnel for 5 days/4 nights. The pricing also assumes a minimum USV mission of 90 days/USV.	EA (includes 1 Dispatch and Recovery Event per mission for 3 Explorers)	\$ 48,866.50	US
SAILDRONE Inc.	E003	Explorer Mission - Bathymetry Configuration	The pricing reflects the daily USV price to collect and transmit near-real-time data for a bathymetry mission using the Explorer platform. Bathymetry missions are used to determine the topography of the ocean floor in the customer designated operating area. The USV will be equipped with the Bathymetry sensor suite to enable single-beam hydrographic surveys and near real-time data collection down to 1000m depth. The USV price is assessed per USV per day. The quoted price is for USV operation, near-real-time data collection and final data delivery. The pricing does not include post-mission data processing (PMDP). USV shipping costs will be assessed using an open market rate to ensure the best pricing for the Government. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within a service area. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USVs.	EA	\$ 2,697.59	US
SAILDRONE Inc.	E003DR	Explorer Mission - Bathymetry Configuration with Dispatch and Recovery Event (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for three (3) USVs, to collect and transmit near-real-time data in the customer designated operating area for a Bathymetry mission. The price also includes: (1) the effort to pack and load the USVs into a 40 foot container; (2) the safe transport of the USVs to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USVs; (4) the effort to repack the USVs at the end of the mission; (5) the safe transport of the USVs once the mission concludes; (6) and travel for two SAILDRONE personnel for 5 days/4 nights. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA (includes 1 Dispatch and Recovery Event per mission for 3 Explorers)	\$ 49,370.28	US
SAILDRONE Inc.	E004	Explorer Mission - MetOcean Configuration	The pricing reflects the daily USV rate to collect and transmit near-real-time data in the customer designated operating area for a MetOcean mission. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The Explorer USV will be equipped with the customer designated MetOcean sensor suite suitable for the various types of MetOcean missions. Metocean missions refer to any mission collecting meteorology, climate, satellite calibration/validation or fish-stock assessment data. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The final data set will be delivered to the customer at mission conclusion. The Voyager platform must be selected if the USV operation in a high latitude. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USVs.	EA	\$ 2,670.07	US

MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA PRICE INCLUDING IFF	COO
SAILDRONE Inc.	E004DR	Explorer Mission - MetOcean Configuration with Dispatch and Recovery Event (CONUS Only)	CONUS ONLY: The pricing reflects the daily USV rate, inclusive of three (3) USVs, to collect and transmit near-real-time data in the customer designated operating area for a MetOcean mission. The price also includes: (1) the effort to pack and load the USVs into a 40 foot container; (2) the safe transport of the USVs to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USVs; (4) the effort to repack the USVs at the end of the mission; (5) the safe transport of the USVs once the mission concludes; (6) and travel for two SAILDRONE personnel for 5 days/4 nights. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA (includes 1 Dispatch and Recovery Event for 3 Explorers)	\$ 48,866.50	US
SAILDRONE Inc.	V002	Voyager Mission - MDA Configuration	The pricing reflects the daily USV price to collect and transmit near-real-time data for a Maritime Domain Awareness (MDA) mission requiring radar and acoustics sensors. The radar and acoustics sensor package are not supported on the Explorer platform. "MDA is defined by the International Maritime Organization as the effective understanding of anything associated with the maritime domain that could impact the security, safety, economy, or environment." The mission price is the price to collect and transmit data in near real-time while in the customer specified operating area. The USV(s) will be equipped with the customer specified MDA sensor suite. MDA includes data collection to support the intelligence, surveillance and reconnaissance of the operating area. The price is assessed per USV per day. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. This pricing does not include dispatch and recovery of the USVs. The pricing also assumes a minimum USV mission of 90 days/USV.	EA	\$ 5,137.03	US
SAILDRONE Inc.	V002DR	Voyager Mission - MDA Configuration with Dispatch and Recovery Event (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for one (1) Voyager USV, to collect and transmit near real-time data for a Maritime Domain Awareness (MDA) mission the wind propelled and solar powered/motorized Voyager. The price also includes: (1) the effort to pack and load the USV into a 40 foot container; (2) the safe transport of the USV to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USVs; (4) the effort to repack the USV at the end of the mission; (5) the safe transport of the USV once the mission concludes; (6) and travel for two SAILDRONE personnel for 5 days/4 nights. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA (includes 1 Dispatch and Recovery Event per mission for 1 Voyager)	\$ 49,874.06	US
SAILDRONE Inc.	V003	Voyager Mission - Bathymetry Configuration	The pricing reflects the daily USV price to collect and transmit near-real-time data for a multi-beam bathymetry survey using the Voyager platform. Bathymetry missions are used to determine the topography of the ocean floor in the customer designated operating. The Voyager USV will be equipped with the Bathymetry sensor suite to enable multi-beam survey down to 400m depth. The Voyager is also equipped with a diesel engine to support surveys in areas with insufficient wind and sunlight. The mission pricing is assessed per USV per day. The quoted price is for USV operation, near-real-time data collection and final data delivery. The pricing does not include post-mission data processing (PMDP). PMDP costs. USV shipping costs will be assessed using an open market rate. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USVs.	EA	\$ 8,392.95	US
SAILDRONE Inc.	V003DR	Voyager Mission - Bathymetry Configuration with Dispatch and Recovery Event (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for one (1) Voyager USV, to collect and transmit near-real-time data in the customer designated operating area for a Bathymetry mission. Bathymetry missions will not be conducted in a contested environment. The Voyager platform must be selected if the USV operation is in a high latitude. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA (includes 1 Dispatch and Recovery Event per mission for 1 Voyager)	\$ 49,370.28	US

MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA PRICE INCLUDING IFF	COO
SAILDRONE Inc.	V004	Voyager - MetOcean Configuration	The pricing reflects the daily USV rate to collect and transmit near-real-time data in the customer designated operating area for a MetOcean mission. The Voyager USV will be equipped with the customer designated MetOcean sensor suite based on the type of MetOcean mission. The Voyager platform, equipped with the diesel engine, is ideally suited to operate in environments with insufficient wind or sunlight. Metocean missions refer to any mission collecting meteorology, climate, satellite calibration/validation or fish-stock assessment data. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USVs.	EA	\$ 5,085.14	US
SAILDRONE Inc.	V004DR	Voyager - MetOcean Configuration with Dispatch and Recovery (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for one (1) Voyager USVs, to collect and transmit near-real-time data in the customer designated operating area for a MetOcean mission. The price also includes: (1) the effort to pack and load the USV into a 40 foot container; (2) the safe transport of the USV to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USV; (4) the effort to repack the USV at the end of the mission; (5) the safe transport of the USV once the mission concludes; (6) and travel for two SAILDRONE personnel for 5 days/4 nights. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA (includes 1 Dispatch and Recovery Event per mission for 1 Voyager)	\$ 49,370.28	US
SAILDRONE Inc.	S002	Surveyor Mission	The Surveyor may be used to collect and transmit near-real-time data for both MDA and bathymetric missions. The mission price is assessed per USV per day. For bathymetric missions, the end user may select from five available payload options. For MDA missions, the Surveyor will collect and transmit near real-time data to support end-user intelligence, surveillance and reconnaissance activities. All data will be delivered to the customer at the end of the mission. The quoted price is for USV operation, near-real-time data collection and final data delivery. The pricing does not include post-mission data processing (PMDP) for bathymetry missions. PMDP for bathymetric missions will be assessed at the task order level. Mission day billing begins upon date of commencement of data collection, whether in transit and/or within service area. The pricing also assumes a minimum USV mission of 90 days/USV. This pricing does not include dispatch and recovery of the USV(s).	EA	\$ 24,685.14	US
SAILDRONE Inc.	S002DR	Surveyor Mission with Dispatch and Recovery (CONUS Only)	CONUS ONLY: The pricing reflects one (1) dispatch and recovery event for one (1) Surveyor USV, to collect and transmit near-real-time data in the customer designated operating area for an MDA and/or bathymetric mission. The price also includes: (1) the effort to pack and load the USVs into a 40 foot container; (2) the safe transport of the USVs to a dock to support launch/deployment; (3) the effort to unpack/re-assemble the USVs; (4) the effort to repack the USVs at the end of the mission; (5) the safe transport of the USVs once the mission concludes; (6) and travel for three SAILDRONE personnel for 5 days/4 nights. Each OCONUS Dispatch and Recovery Event will be assessed as an Open Market Item.	EA	\$ 320,906.80	US
SAILDRONE Inc.	WOB1	Weather Observation	SAILDRONE will provide marine weather observations using its fleet of deployed USVs. The customer will receive the observations in FM13 or netcdf format. The observations will be provided from USVs currently on mission. As such, the customer will not have input on the length of the mission or the operating area.	EA	\$ 8.46	US