



Bid Waiver Request

Request # 05837472

Approved Bid Waiver Summary

Submission Details:

Request # 05837472

Purchase Description: Annual Pictometry as approved by BOCC

Vendor Name: Eagleview

Vendor Number: 106730

Type: Service

Total Commitment Cost: \$837,300.00

Fund, Org, Object Code: Tax, 47000000,530100

Grant Funded: No

One Time or On-Going Expense: On-Going Expense

If On-Going Provide Timeline: 3 years

Exemption Type: 9. Services

Exemption Description: Standardization or compatibility is the overriding consideration Eagleview is the only oblique imagery vendor that is integrated with NCPTS (North Carolina Property Tax System)

Upload all quotes, proposals, or supporting documents: Farragut EagleView Letter (1).pdf, EagleView Guilford sole source Letter.pdf

Requestor's Full Name: Donna Bailey

Requestor's Guilford County Email Address: dbailey1@guilfordcountync.gov

Requestor's Department: Tax

Signature Date: 09/18/2025

× *Donna P Bailey*

Signed By: Donna P Bailey - dbailey1@guilfordcountync.gov
Date Signed: 09/18/2025 11:34:11 AM -07:00 GMT
IP Address: 174.238.102.217

Is this Submission a Contract or Purchase Order?: Contract

Review Details:

Purchasing Approval: Approve

Small Business and Entrepreneurship Approval: Approve

Small Business and Entrepreneurship Reviewer Full Name: Maria Miles

Small Business and Entrepreneurship Reviewer Guilford County Email: mmiles2@guilfordcountync.gov

Small Business and Entrepreneurship Signature Date: 09/21/2025

× *Maria Miles*

Signed By: Maria Miles - mmiles2@guilfordcountync.gov
Date Signed: 09/21/2025 6:48:42 AM -07:00 GMT
IP Address: 69.132.7.161

Purchasing Approval: Approve

Instructions for Requestor: Board Action Required – Services \$200K+ and Construction \$500K+ (2 steps) 1. Contact Contracts Specialist for Contract Draft and Execution 2. Contact Fran Cameron for BoCC Agenda Item Assignment

Purchasing Signer Full Name: Francesca Cameron



Bid Waiver Request

Request # 05837472

Purchasing Signer Guilford County Email: ncameron@guilfordcountync.gov

Purchasing Signature Date: 09/22/2025

× Francesca Cameron

Signed By: Francesca Cameron - ncameron@guilfordcountync.gov
Date Signed: 09/22/2025 8:30:18 AM -07:00 GMT
IP Address: 97.129.189.20



FARRAGUT™

Joe Oddi
Director, Partner Strategies
EagleView
25 Methodist Hill Dr.
Rochester, NY 14623

Tuesday, September 17, 2024

Dear Joe,

I am writing to confirm to you that EagleView is the only oblique imagery vendor that is integrated with NCPTS. There are currently no other integrations planned for vendors providing similar imagery.

Best regards,



Ed Parker

Product Management Director for Local Gov Solutions

Farragut Systems Inc.
2775 Meridian Parkway
Durham, NC 27713



July 29, 2025

Guilford County GIS & Property Tax Department
201 S. Eugene St
Guilford County, NC 27401

Dear Sir or Madam,

EagleView Technologies, Inc. respectfully submits this letter to provide justification regarding our aerial imagery and software solution as it pertains to the unique needs of Guilford County. EagleView's offering represents a distinct capability set that directly aligns with the County's operational and technical requirements, particularly in support of property assessment, GIS workflows, and public service initiatives.

Our imaging solution is anchored by proprietary viewing platforms, including CONNECT and our next-generation EVCloud, both of which enable side-by-side analysis of multiple image libraries with variable perspectives. This allows users in Guilford County to compare current and historical imagery with unmatched clarity and precision—an essential function in accurate assessment and land records analysis.

EagleView is also uniquely positioned to host the County's GIS datasets without limits, ensuring seamless rendering of spatial data directly onto high-resolution oblique imagery. The simultaneous capture of oblique and orthogonal imagery guarantees consistency in scale, orientation, and accuracy across both data types. Furthermore, Guilford County has access to a historical archive of imagery dating back to 2007, offering a deep and reliable visual history to support ongoing planning and analysis.

A particularly critical aspect of our solution is its exclusive compatibility with the Farragut North Carolina Property Tax System (NCPTS), used by the County for property tax administration. EagleView's oblique imagery integrates natively into NCPTS, streamlining workflows and enabling enhanced decision-making directly within the County's appraisal platform.

Our technology is underpinned by a robust intellectual property portfolio, with over 300 active patents that protect the methods we use to capture, process, display, and apply geo-referenced aerial imagery. Notably, EagleView holds the patent for oblique-mosaic imagery (US7873238B2), a foundational innovation that has shaped the industry's capabilities today. In fact, EagleView pioneered the concept of geo-referenced oblique aerial imagery itself—an invention that continues to define the standard for modern aerial intelligence.

I hereby certify that the information and representations provided in this justification are accurate and complete to the best of my knowledge. Should you require any additional details or clarification, I would be pleased to assist.

Thank you for your consideration.

Sincerely,

Doug Tonnemacher

Vice President – East Region

M: 515 229-7016

doug.tonnemacher@eagleview.com

www.eagleview.com