

ITEM OPPORTUNITY SYNOPSIS

Scouting Number:	2023-147
Name of the item to be scouted:	Electronic Speed Controllers for Electric Multi-Rotor Series UAS (Drones)
State item to be used in:	Montana
Describe the Item:	
Please describe the item application/the end use of the item.	A Montana-based drone manufacturer would like to source two types of U.S.-made Electronic Speed Controllers for drone motors - 70A 6S ESC and 55A HV ESC.
Supplier Information:	
Type of Supplier Being Sought (select from the list below):	
Manufacturer	
Contract Manufacturer	x
Distributor	
Other (Please Specify)	
Reason for Scouting Submission (select from the list below)	
2nd Supplier	
Price	
Re-Shore	x
Past supplier no longer available	
New Product Startup	
BABA	
Other (Please Specify)	
Summary of Technical Specifications and Performance Requirements:	
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Standard for this item, made in the U.S.
Provide dimensions / size / tolerances / performance specifications of the item	70A 6S ESC and 55A HV ESC
List required materials needed to make the product, including materials of product components, if applicable	Current items they would like to replace are linked here: https://www.kdedirect.com/collections/uas-multi-rotor-electronics/products/kde-uas55hvc https://store.tmotor.com/goods-371-FLAME+70A+6S.html
Are there applicable certification requirements?	
Yes	
No	x
Please explain:	
Are there any applicable regulations that apply to the production of this item?	
Yes	
No	x
Please explain:	
Are there any other standards / requirements?	
Yes	
No	x
Please explain:	
Additional Comments:	
Additional technical comments:	
Volume and Pricing:	
Estimated Potential Business Volume (i.e. #units per day, month, year):	Approximately 250/quarter of each type - 70A 6S and 55A+HV
Estimated Target Price / Unit Cost Information:	This data is unavailable. The client currently imports these items and understands that domestically-made parts will cost more.
Delivery Requirements:	
When is it needed by? (Immediate, 30 days, 6 months, etc)	Between one and six months, but flexible. The client hopes to develop an ongoing domestic supply chain.

Describe packaging requirements (i.e. individually / group packaging, etc)

NA

Where will this item be shipped?

Near Bozeman, Montana

Additional Comments:

Is there other information you would like to include?