



QUOTATION

Safeware, Inc.
4403 Forbes Blvd.
Lanham, MD 20706-432
USA
301-683-1234
www.safewareinc.com

Order Number	
10249225	
Order Date	Page
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Quote Expires On: 10/20/2025	

Bill To: **Customer ID:** 66660
Marion County Board of County Commissioners
PROCUREMENT SERVICES
2631 SE Third St.
Ocala, FL 34471

Contract No: OMNIA Contract #4400008468
Ship To:
Marion County Board of County Commissioners
2631 Se 3 Street
Ocala, FL 34471

352-671-8316

Requested By: Chief Scott Gragen

PO Number	Taker	Email
QUOTE - SKYDIO X10	Chelsea Quiles	cquiles@safewareinc.com
Freight Terms	Phone	Fax
Freight Paid	804-236-0579	
Sales Representative		
Heather Boyer		

Quantities					Item ID Item Description	Pricing UOM	Unit Price	Extended Price
Ordered	Allocated	Remaining	UOM Unit Size	Disp.		Unit Size		
3.00	0.00	3.00	KT		SKY DR4ERKT2VZG0000NA	KT	16,846.00	50,538.00
Safeware Catalog Price:					28,552.54	Contract Discount: 41.00%	Your Discount:	41.00%
1.0					Skydio X10 Ready Kit SIM, VL VT300-Z	1.0		
					Incl X10 w/ Sensor Package (2.4/5 GHz 5G/LTE Ready: T-Mobile, Visible Light) NA + VT300-Z, Enterprise Controller, Ready Case, 2x wall adapters, additional propellers, 3x batteries, and dual charger. Incl license to Skydio Autonomy drone Software.			
6.00	0.00	6.00	EA		SKY DR4ACCBAT	EA	369.00	2,214.00
Safeware Catalog Price:					625.42	Contract Discount: 41.00%	Your Discount:	41.00%
1.0					Skydio X10 Battery 150W	1.0		
					One (1) battery for Skydio X10.			
3.00	0.00	3.00	EA		SKY DR4ATTSPK	EA	320.00	960.00
Safeware Catalog Price:					542.37	Contract Discount: 41.00%	Your Discount:	41.00%
1.0					Skydio Speaker for X10	1.0		
					One (1) speaker attachment that can be carried by the Skydio X10.			
3.00	0.00	3.00	EA		SKY DR4ACCLPAD	EA	125.00	375.00
Safeware Catalog Price:					211.86	Contract Discount: 41.00%	Your Discount:	41.00%
1.0					Skydio Landing Pad	1.0		



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Quantities					Item ID Item Description	Pricing UOM	Unit Price	Extended Price	
Ordered	Allocated	Remaining	UOM Unit Size	Disp.		Unit Size			
					One (1) collapsible landing pad.				
3.00	0.00	3.00	EA		SKY DR4ATTSWNAV	EA	2,800.00	8,400.00	
Safeware Catalog Price:					4,745.76	Contract Discount:	41.00%	Your Discount:	41.00%
		1.0			Skydio NightSense w/ VL Attachment,X10	1.0			
					Skydio NightSense for X10 includes access to advanced autonomy functionality in no and low light situations. Includes one (1) perpetual license and one (1) visible light spectrum active illumination attachment that can be carried by the Skydio X10.				
3.00	0.00	3.00	EA		SKY DR4ATTSPTL	EA	265.00	795.00	
Safeware Catalog Price:					449.15	Contract Discount:	41.00%	Your Discount:	41.00%
		1.0			Skydio Spotlight, X10	1.0			
					Skydio X10 attachment				
3.00	0.00	3.00	EA		SKY CEDR45G300Z3YRNA	EA	5,249.00	15,747.00	
Safeware Catalog Price:					8,896.61	Contract Discount:	41.00%	Your Discount:	41.00%
		1.0			Skydio Care, X10 Cell, 5G + VT300-Z, 3YR	1.0			
					Incl bundled Care for the X10 w/ Cellular 5G and the VT300-Z Sensor Package. Skydio Care for X10 w/ Cellular 5G (3yr) Incl: 3x Damage Replacement and up to one Lost Drone Replacement. 3x Damage Replacement and up to one Lost Sensor Package Replacement.				
3.00	0.00	3.00	YR		SKY SWFMDR4	YR	120.00	360.00	
Safeware Catalog Price:					203.39	Contract Discount:	41.00%	Your Discount:	41.00%
		12.0			Skydio Fleet Manager for X10	12.0			
					One (1) subscription to Skydio Fleet Manager for X10 includes access to Skydio Fleet Manager for tracking fleet usage. Includes one (1) subscription to Skydio Model Viewer, which allows the user of Fleet Manager to view 3D models from the browser.				
3.00	0.00	3.00	YR		SKY SWSTRDR4	YR	2,400.00	7,200.00	
Safeware Catalog Price:					4,067.80	Contract Discount:	41.00%	Your Discount:	41.00%
		12.0			Skydio MV Live Streaming, X10	12.0			



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Ordered	Allocated	Remaining	UOM	Unit Size	Item Description	UOM	Price	Price
						Unit Size		
					One (1) subscription to Skydio Multi-Viewer Live Streaming includes Multi-Viewer streaming capability. Base license includes 600 hours per year, per vehicle, per viewer, pooled. Requires purchase of Fleet Manager, Media Sync, and Data Storage.			
1.00	0.00	1.00	EA		OMNIA	EA	0.00	0.00
				1.0	OMNIA Contract #4400008468	1.0		
					Lead Agency: Fairfax County, VA Public Safety and Emergency Preparedness Standard freight within continental US is paid, all HAZMAT or expedited freight will be billed. 10/1/2018 - 9/30/2028 *Register with OMNIA at www.omniapartners.com/publicsector			

Ask me about the leasing and financing options that Safeware offers!

Sales Representative : hboyer@safewareinc.com

Total Lines: 10

SUB-TOTAL: 86,589.00
TAX: 0.00
AMOUNT DUE: 86,589.00
U.S. Dollars