

## **QUOTATION**

Safeware, Inc. 4403 Forbes Blvd. Lanham, MD 20706-432 USA 301-683-1234 www.safewareinc.com Order Number
10249225
Order Date Page
10/10/2025 16:30:31 1 of 3

Quote Expires On: 10/20/2025

Email cquiles@safewareinc.com

Contract No: OMNIA Contract #4400008468

Ship To:

Taker

Chelsea Quiles

Marion County Board of County Commissioners

2631 Se 3 Street Ocala, FL 34471

**Bill To:** Customer ID: 66660

Marion County Board of County Commissioners PROCUREMENT SERVICES

PO Number

**QUOTE - SKYDIO X10** 

2631 SE Third St. Ocala, FL 34471

352-671-8316

Requested By: Chief Scott Gragen

Freight Terms					Cheisea Quites equites as a comment of the comment			reme.com	
					Phone				
		Freight Paid			804-236-0579				
	Sai	les Representative	?						
		Heather Boyer							
				Item ID Item Description		Pricing UOM	Unit Price	1 .	
Ordered	Allocated		Size dsia	nem Describ	au.	Unit Size			
3.00	0.00	3.00 KT		SKY DR4ER	KT2VZG0000NA	KT	16,846.00	50,538.00	
		Safeware Catalog	? Price:	28,552.	54 Contract Discount: 41.00%	Your Discount: 41.00		41.00%	
			1.0	Skydio X10 I	Ready Kit SIM, VL VT300-Z	1.0			
				Enterprise Co adapters, add	obile, Visible Light) NA + VT300-Z, ontroller, Ready Case, 2x wall itional propellers, 3x batteries, and Incl license to Skydio Autonomy are.				
6.00	0.00	6.00 EA		SKY DR4AC	CCBAT	EA	369.00	2,214.00	
		Safeware Catalog	g Price:	625.	.42 Contract Discount: 41.00%	Your I	Your Discount: 41.00%		
			1.0	•	Battery 150W	1.0			
2.00		2.00 5.1			ery for Skydio X10.	F.4	320.00	960.00	
3.00	0.00	3.00 EA	Driggs	SKY DR4AT	.37 Contract Discount: 41.00%	EA Vour I	320.00 Discount:	41.00%	
	Safeware Catalog Price:							41.00/0	
			1.0	Skydio Speal		1.0			
				One (1) spea the Skydio X	ker attachment that can be carried by [10.]				
3.00	0.00	3.00 EA		SKY DR4AC	CCLPAD	EA	125.00	375.00	
	Safeware Catalog Price:			211	.86 Contract Discount: 41.00%	Your Discount: 41.00%		41.00%	
			1.0	Skydio Land	ing Pad	1.0	<b>F</b>		



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Quote Expires On: 10/20/2025

## Contract No: OMNIA Contract #4400008468

Quantities					Item ID	Pricing UOM	Unit	it Extended
Ordered	Allocated	Remaining	UOM Unit Size	Disp.	Item Description	Unit Size	Pric	l n.
		<u> </u>			One (1) collapsible landing pad.			
3.00	0.00	3.00	) EA		SKY DR4ATTSWNAV	EA	2,800.00	8,400.00
		Safeware (	Catalog Pri	ce:	4,745.76 Contract Discount: 41.00%	Your I	Discount:	41.00%
			1.0		Skydio NightSense w/ VL Attachment,X10	1.0	1	
					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	D EA		SKY DR4ATTSPTL	EA	265.00	795.00
		Safeware (	Catalog Pri	ce:	449.15 Contract Discount: 41.00%	Your 1	Discount:	41.00%
			1.0		Skydio Spotlight, X10	1.0	)	
					Skydio X10 attachment			
3.00	0.00	3.00	0 EA		SKY CEDR45G300Z3YRNA	EA	5,249.00	15,747.00
		Safeware	Catalog Pri	ce:	8,896.61 <i>Contract Discount:</i> 41.00%	Your l	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	0 YR		SKY SWFMDR4	YR	120.00	360.00
		Safeware	Catalog Pri	ce:	203.39 <i>Contract Discount:</i> 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		0 YR		SKY SWSTRDR4	YR	2,400.00	7,200.00
		Safeware	Catalog Pri	ice:	4,067.80 Contract Discount: 41.00%	Your .	Discount:	41.00%
			12.0		Skydio MV Live Streaming, X10	12.0	0	



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Quantities					Item ID	Pricing UOM	Unit	it Extende
Ordered	Allocated	Remaining	UOM Unit Size	Disp.	Item Description	Unit Size	Price	Price
					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 a	about th	e le	asing and financing options that Safe	ware off	ers!***	
		Sales Repi	resentativ	e:	hboyer@safewareinc.com			
Total Li	ines: 10					SL	JB-TOTAL: TAX:	86,589.00 0.00
						AMO	UNT DUE:	86,589.00
							U.S. Dolla	ars