

## **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

Contract No: OMNIA Contract #4400008468

**Ship To:** 

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

2631 SE Third St. Ocala, FL 34471

352-671-8316

Requested By: Chief Scott Gragen

		ı J				
PO Number	Taker		Email			
QUOTE - SKYDIO X10	Chelsea Quiles	s cquiles@safewareinc.		inc.com		
Freight Terms	Phone		Fax			
Freight Paid		804-236-0579				
Sales Representative						
Heather Boyer						
Quantities	Item ID		Pricing UOM	Unit	Extended	
Ordered Allocated Remaining UOM Sign	Item Descript	tion	Unit Size	Price	Pric	
3.00 0.00 3.00 KT	SKY DR4ER	KT2VZG0000NA	KT	16.846.00	50.538.0	

	Quantities					Item ID	UOM	Uni	Unit Extended
Ore	dered	Allocated	Remaining	UOM Unit Size	Disp.	Item Description	Unit Size	Price	Price
3.00	0	0.00	3.00	KT		SKY DR4ERKT2VZG0000NA	KT	16,846.00	50,538.00
			Safeware C	Catalog Pri	ice:	28,552.54 <i>Contract Discount:</i> 41.00%	Your D	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	0.00	6.00	EA		SKY DR4ACCBAT	EA	369.00	2,214.00
			Safeware C	Catalog Pri	ice:	625.42 <i>Contract Discount:</i> 41.00%	Your D	iscount:	41.00%
				1.0		Skydio X10 Battery 150W	1.0		
						One (1) battery for Skydio X10.			
3.00	0	0.00	3.00	EA		SKY DR4ATTSPK	EA	320.00	960.00
			Safeware C	Catalog Pri	ice:	542.37 <i>Contract Discount</i> : 41.00%	Your D	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	0.00	3.00	EA		SKY DR4ACCLPAD	EA	125.00	375.00
			Safeware C	Catalog Pri	ice:	211.86 <i>Contract Discount</i> : 41.00%	Your D	discount:	41.00%
				1.0		Skydio Landing Pad	1.0		



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Quantities				Item ID	Pricing UOM	77	F
Ordered	Allocated	Remaining	UOM Size Size		Uom Unit Size	Uni Pric	l n ·
			onu size   A	One (1) collapsible landing pad.	Onu Size	<u> </u>	
3.00	0.00	3.00	EA		EA	2,800.00	8,400.00
			Catalog Price:	4,745.76 <i>Contract Discount:</i> 41.00%		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 C	Catalog Price:	449.15 <i>Contract Discount:</i> 41.00%	Your L	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 C	Catalog Price:	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	YR	SKY SWFMDR4	YR	120.00	360.00
		Safeware C	Catalog Price:	203.39 <i>Contract Discount:</i> 41.00%	Your L	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 C	Catalog Price:	4,067.80 <i>Contract Discount:</i> 41.00%	Your L	Discount:	41.00%
			12.0	Skydio MV Live Streaming, X10	12.0		



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Quantities					Item ID	Pricing UOM	Unit	Extended
Ordered	Allocated	Remaining	UOM Unit Size	Disp.			Unit Size Price	Extended 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, at HAZMAT or expedited freight will be billed. 10/1/2018 - 9/30/2028 *Register with OMNIA at www.omniapartners.com/publicsector	II		
	***	Ask me a	bout the	e le	using and financing options that Saf	eware off	ers!***	
		Sales Repr	esentative	?:	hboyer@safewareinc.com			

*SUB-TOTAL*: 86,589.00

TAX:

0.00

**AMOUNT DUE:** 86,589.00

U.S. Dollars