

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

Order Number	
10172764	
Order Date	Page
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Quote Expires On: 04/02/2025

Contract No: OMNIA Contract #4400008468

Bill To: **Customer ID:** 66742
 Alachua County Fire Rescue
 Attn Accounts Payable
 PO Box 5038
 Gainesville, FL 32627
 USA
 352-384-3125

Ship To:
 Alachua County Fire Rescue
 911 SE 5th Street
 Gainesville, FL 32601

PO Number	Taker	Email
QUOTE - SKYDIO-2024-10-01 11:46:11	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 Size	Unit Price	Extended Price
Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
1.00	0.00	1.00	EA		HBOYER	EA	0.00	0.00
				1.0	For questions regarding this proposal please contact: Heather Boyer Territory Manager Cell: 321-462-0380 Office: 800-817-7898 Email: hboyer@safewareinc.com			
2.00	0.00	2.00	KT		SKY DR4E1BR2IZG0000NA	KT	16,108.00	32,216.00
					Safeware Catalog Price: 27,301.69 Contract Discount: 41% Your Discount: 41.00			
				1.0	Skydio X10 Ready Kit, 1 Batt, IR VT300-Z Incl Skydio X10 Vehicle with Sensor Package (2.4/5 GHz, 5G/LTE Ready, IR) NA + VT300-Z, Enterprise Controller, Ready Case, 2x wall adapters, propellers, 2x 256 GB micro SD cards, one battery, dual charger, subscription to Skydio Autonomy Drone Software.			
8.00	0.00	8.00	EA		SKY DR4ACCBATR	EA	369.00	2,952.00
					Safeware Catalog Price: 625.42 Contract Discount: 41% Your Discount: 41.00			
				1.0	Skydio Battery for X10 [Adv Reservation] One (1) battery for Skydio X10 when available. Reserved with 100% deposit.			

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Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
2.00	0.00	2.00	EA		SKY DR4ATTSWNAIR	EA	2,800.00	5,600.00
Safeware Catalog Price:					4,745.76	Contract Discount: 41%	Your Discount:	41.00
		1.0			Skydio NightSense w/ IR 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) infrared light spectrum active illumination attachment that can be carried by Skydio X10.			
2.00	0.00	2.00	EA		SKY DR4ACCLPAD	EA	99.00	198.00
Safeware Catalog Price:					211.86	Contract Discount: 41%	Your Discount:	53.00
		1.0			Skydio Landing Pad	1.0		
					One (1) collapsible landing pad.			
2.00	0.00	2.00	EA		SKY DR4ATTSPKM	EA	320.00	640.00
Safeware Catalog Price:					542.37	Contract Discount: 41%	Your Discount:	41.00
		1.0			Skydio Speaker/Mic, X10	1.0		
					Skydio X10 attachment			
2.00	0.00	2.00	EA		SKY DR4ATTSPTL	EA	265.00	530.00
Safeware Catalog Price:					449.15	Contract Discount: 41%	Your Discount:	41.00
		1.0			Skydio Spotlight, X10	1.0		
					Skydio X10 attachment			
2.00	0.00	2.00	EA		SKY CEDR45G3YRNA	EA	3,300.00	6,600.00
Safeware Catalog Price:					5,593.22	Contract Discount: 41%	Your Discount:	41.00
		1.0			Skydio Care, X10 w/5G, 3YR	1.0		
					3-Year/36-Month Term, for X10 w/Cellular 5G; Includes: 3x Damage Replacement w/advance shipment and up to 1x Lost Drone Replacement w/advance shipment. Continental US and Hawaii and Alaska only.			
Item Note:					In either event, Customer will be charged the full cost of the replacement drone if Skydio fails to receive payment of associated replacement fees (covered in T&C) within thirty (30) days of the shipment.			
2.00	0.00	2.00	EA		SKY CEGIMVTG300Z3YRNA	EA	1,949.00	3,898.00
Safeware Catalog Price:					3,303.39	Contract Discount: 41%	Your Discount:	41.00
		1.0			Skydio Care, VT300-Z Sensor Package 3YR	1.0		

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Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
<p>3-Year/36-Month Term, for VT300-Z; Includes: 3x Damage Replacement w/advance shipment and up to 1x Lost Sensor Package Replacement w/advance shipment. Continental US and Hawaii and Alaska only.</p> <p>Item Note: In either event, Customer will be charged the full cost of the replacement sensor package if Skydio fails to receive payment of associated replacement fees (covered in T&C) within thirty (30) days of the shipment.</p>								
6.00	0.00	6.00	YR		SKY SWSTRDR4	YR	2,400.00	14,400.00
<p>Safeware Catalog Price: 4,067.80 Contract Discount: 41% Your Discount: 41.00</p>								
		12.0			Skydio MV Live Streaming, X10	12.0		
<p>for X10, Includes: Multi-Viewer streaming capability allowing user to share real-time video from Skydio X10. Base license includes 600 hours per year, per vehicle, per viewer, pooled; Subscription Term: 12-60 months, Minimum: 1-Year</p>								
6.00	0.00	6.00	YR		SKY SWFMDR4	YR	120.00	720.00
<p>Safeware Catalog Price: 203.39 Contract Discount: 41% Your Discount: 41.00</p>								
		12.0			Skydio Fleet Manager for X10	12.0		
<p>One (1) subscription to Skydio Fleet Manager for X10 includes access to Skydio Fleet Manager for tracking fleet usage. Includes live streaming of video to a single user and subscription to Skydio Model Viewer.</p>								
6.00	0.00	6.00	YR		SKY SWCRCR4	YR	129.00	774.00
<p>Safeware Catalog Price: 218.64 Contract Discount: 41% Your Discount: 41.00</p>								
		12.0			Skydio Crosshair Cord, X10	12.0		
<p>for X10, Crosshair Coordinates enables operators to understand the location of an object they are currently observing with the drone's camera in coordination with pre-loaded DTED maps; Subscription Term: 12-60 months, Minimum: 1-Year</p>								
1.00	0.00	1.00	EA		OMNIA	EA	0.00	0.00
		1.0			OMNIA Contract #4400008468	1.0		



QUOTATION

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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: 13

SUB-TOTAL: 68,528.00
TAX: 0.00
AMOUNT DUE: **68,528.00**
U.S. Dollars