



# QUOTATION

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

Order Number	
10228669	
Order Date	Page
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Quote Expires On: 07/31/2025

**Contract No:** Sourcewell #080922-SAF PS & EM

**Bill To:**                      **Customer ID:**        65200

Madison Heights Fire Dept  
300 W 13 Mile Road  
Attn A/P  
Madison Heights, MI 48071

**Ship To:**

Madison Heights Fire Department  
Madison Heights, MI 48071

248) 583-0845

Requested By: Chief Greg Lelito

<i>PO Number</i>	<i>Taker</i>	<i>Email</i>
QUOTE: Skydio A La Carte, REV. 1	Alicia Ledbetter	aledbetter@safewareinc.com
<i>Freight Terms</i>	<i>Phone</i>	<i>Fax</i>
Freight Paid		
<i>Sales Representative</i>		
Kurt Wilhelm		

<i>Quantities</i>					<i>Item ID</i>	<i>Pricing</i>		
<i>Ordered</i>	<i>Allocated</i>	<i>Remaining</i>	<i>UOM</i>	<i>Unit Size</i>	<i>Item Description</i>	<i>UOM</i>	<i>Unit Price</i>	<i>Extended Price</i>
3.00	0.00	3.00	EA		SKY DR4ACCBATR	EA	369.00	1,107.00
				1.0	Skydio Battery for X10 [Adv Reservation]	1.0		
					One (1) battery for Skydio X10 when available.			
1.00	0.00	1.00	KT		SKY DR4E1BR2IZG0000NA	KT	16,108.00	16,108.00
				1.0	Skydio X10 Ready Kit, 1 Batt, IR VT300-Z	1.0		
					(2.4/5 GHz, 5G/LTE Ready: T-Mobile, IR) NA + VT300-Z			
					<b>Order Line Notes:</b> Kit includes one (1) Skydio X10 Vehicle with Sensor Package (2.4/5 GHz, 5G/LTE Ready, IR) NA + VT300-Z, one (1) Enterprise Controller, one (1) Ready Case, two (2) wall adapters, one (1) set additional propellers, two (2) 256 GB micro SD cards, one (1) battery, and one (1) dual charger. Includes one (1) license to Skydio Autonomy Drone Software that allows the drone to see, understand, and act upon the world. License is perpetual and non-transferable. Data sold separately.			
1.00	0.00	1.00	EA		SKY DR4ATTSWNAIR	EA	2,800.00	2,800.00
				1.0	Skydio NightSense w/ IR Attachment, X10	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		
					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.			
1.00	0.00	1.00	EA		SKY DR4ATTSPK	EA	320.00	320.00
				1.0	Skydio Speaker for X10		1.0	
					One (1) speaker attachment that can be carried by the Skydio X10.			
1.00	0.00	1.00	EA		SKY DR4ATTSPTL	EA	265.00	265.00
				1.0	Skydio Spotlight, X10		1.0	
					One (1) spotlight attachment that can be carried by the Skydio X10.			
1.00	0.00	1.00	EA		SKY CEDR45G300Z3YRNA	EA	5,249.00	5,249.00
				1.0	Skydio Care, X10 Cell, 5G + VT300-Z, 3YR		1.0	
<b>Order Line Notes:</b>					Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year includes bundled Care for the Skydio X10 with Cellular 5G and the VT300-Z Sensor Package. Skydio Care for X10 with Cellular 5G (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Drone Replacement with advance shipment. Skydio Care for VT300-Z (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Sensor Package Replacement with advance shipment. 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.			
1.00	0.00	1.00	YR		SKY DR4ACAD000NA	YR	300.00	300.00
				12.0	Skydio Academy Online, All Access		12.0	
					Access to all Skydio Academy online training for term duration. Includes web-based access for one (1) user to Drone Training, Software Training, Skydio Certifications, Content Updates, Recorded Webinars, and Reporting.			
1.00	0.00	1.00	YR		SKY SWSTRDR4	YR	2,400.00	2,400.00



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Ordered	Allocated	Remaining	UOM Unit Size	Disp.		Unit Size		

12.0 Skydio MV Live Streaming, X10 12.0

**Order Line Notes:** One (1) subscription to Skydio Multi-Viewer Live Streaming 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. Hours only consumed when stream is viewed by more than one viewer. Requires purchase of Fleet Manager.

1.00 0.00 1.00 YR SKY SWFMDR4 YR 120.00 120.00

12.0 Skydio Fleet Manager for X10 12.0

**Order Line Notes:** 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. Includes one (1) subscription to Skydio Model Viewer, which allows the user of Fleet Manager to view 3D models from the browser.

1.00 0.00 1.00 YR SKY DR4SWRNGEXTWPSNA YR 1,300.00 1,300.00

12.0 Skydio Connect 5G - Range Extender, WPS Eligible (T-Mobile) 12.0

**Order Line Notes:** Extended range flight over 5G for operator launched flights between an X10 vehicle and X10 Enterprise Controller or Dock. By purchasing, customer accepts the the responsibility of confirming WPS eligibility, warrants that it will so confirm before flying on WPS, and will indemnify and hold harmless Skydio against any claims arising from ineligible use of WPS.

1.00 0.00 1.00 EA SOURCEWELL PS EA 0.00 0.00

1.0 Contract #080922-SAF 1.0

Public Safety and Emergency Management Equipment, Tool, and Supply Catalog Solutions Effective: October 14, 2022 - October 7, 2026 Freight: Standard CONUS paid, HAZMAT & expedited billed Must register at sourcewell-mn.gov/become-member



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Ordered	Allocated	Remaining	UOM	Disp.	Item Description	UOM	Unit Price	Extended Price
			Unit Size			Unit Size		

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

Sales Representative : kwilhelm@safewareinc.com

Total Lines: 11

**SUB-TOTAL:** 29,969.00

**TAX:** 0.00

**AMOUNT DUE:** 29,969.00

U.S. Dollars