



## STAFF REPORT

Meeting Date: January 7, 2026  
Author: Chief Smith  
Department: Police  
Division: N/A  
Subject: Purchase of Drone  
Type of Item: Action  
CC: City Administrator John Walsh

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**Introduction:** The purpose of this staff report is to request City Council approval of a purchase agreement for an Axon Air / Skydio X10 “Basic Patrol” drone program to support Police Department operations. The recommended action is for Council to adopt the contract and authorize the City Administrator (or designee) to execute the agreement and related documents.

**Background:** The Police Department is seeking to procure an operator-launched drone system to support public safety operations, including situational awareness, search support, and incident response. The proposed purchase is through Axon Enterprise, Inc., for an Axon Air Basic Patrol package that includes Skydio X10 hardware, software, training resources, and warranties. The quote is issued December 9, 2025, with an estimated contract start date of March 1, 2026, and a 60-month program length.

**Staff Analysis:** The proposed procurement provides the Police Department with a full program bundle and supporting components intended to allow operational deployment and long-term program support. Key components of the proposed quote include:

- Axon Air Basic Patrol bundle (60 months)
- Skydio X10 RTK/PPK hardware
- Spares plans (including SAFE vehicle refresh and operator-launched spares plan)
- SAFE Patrol Kit hardware refresh
- Skydio Academy online training access (60 months)
- Warranty coverage (Skydio Care for X10 Cellular 5G + VT300-Z, 3-year coverage)
- Professional implementation services and FAA Part 107 training bundle (two seats) included at \$0.00 in the quote pricing line items

The vendor-provided delivery schedule shows hardware delivery estimated for February 1, 2026, with software services running March 1, 2026 through February 28, 2031.

This agreement is structured as an annual payment plan over five years, providing predictable costs and continued access to program support over the term.

**Budget Impact:** The total cost of the 60-month program is \$87,595.80.<sup>1</sup> There is no impact to the current budget, as the full cost of the program will be funded using opioid settlement funds.

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<sup>1</sup> The vendor quote is valid through December 31, 2025. If the contract is not approved by that date, the quoted price of \$87,595.80 may no longer be available, and the total cost of the program could increase to as much as \$100,000. Approval prior to the expiration date allows the City to secure current pricing and avoid potential cost escalation.

**Alternatives:**

1. Council does not approve the purchase.  
Impact: The Police Department would continue operating without a dedicated drone program and would not gain the operational capabilities supported by this equipment and service package.
2. Council postpones action and directs staff to seek alternate vendors or scopes.  
Impact: Procurement would be delayed, and staff would return to Council with revised options, potentially affecting timing and operational readiness.

**Requested Action:** Adopt the purchase agreement with Axon Enterprise, Inc. for the Axon Air / Skydio X10 Basic Patrol drone program in the total amount of \$87,595.80 for a 60-month term, and authorize the City Administrator (or designee) to execute the agreement and related documents.

**Attachments:**

- Axon / Skydio Quote Q-784889-46000AE (Issued 12/09/2025)



Axon Enterprise, Inc.  
17800 N 85th St  
Scottsdale, Arizona 85255  
United States  
VAT: 86-0741227  
Domestic: (800) 978-2737  
International: +1.800.978.2737

**Q-784889-46000AE**

Issued: 12/09/2025

Quote Expiration: 12/31/2025

Estimated Contract Start Date: 03/01/2026

Account Number: 113553

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

| SHIP TO   | BILL TO  |
|---|--|
| St. Helens Police Dept. - OR<br>150 S 13th St<br>Saint Helens,<br>OR<br>97051-1829<br>USA | St. Helens Police Dept. - OR<br>150 S 13th St<br>Saint Helens<br>OR<br>97051-1829<br>USA<br>Email: |

| SALES REPRESENTATIVE   | PRIMARY CONTACT  |
|--|--|
| Alex Aguilar<br>Phone: (253) 389-2615<br>Email: alaguilar@axon.com<br>Fax: | Johnathon Sprinzl<br>Phone: (503) 397-3333<br>Email: jsprinzl@sthelensoregon.gov<br>Fax: |

### Quote Summary

|                               |                    |
|-------------------------------|--------------------|
| Program Length                | 60 Months          |
| <b>TOTAL COST</b>             | <b>\$87,595.80</b> |
| <b>ESTIMATED TOTAL W/ TAX</b> | <b>\$87,595.80</b> |

### Discount Summary

|                          |                   |
|--------------------------|-------------------|
| Average Savings Per Year | \$456.72          |
| <b>TOTAL SAVINGS</b>     | <b>\$2,283.60</b> |

Payment Summary

| Date     | Subtotal    | Tax    | Total       |
|----------|-------------|--------|-------------|
| Feb 2026 | \$17,519.16 | \$0.00 | \$17,519.16 |
| Feb 2027 | \$17,519.16 | \$0.00 | \$17,519.16 |
| Feb 2028 | \$17,519.16 | \$0.00 | \$17,519.16 |
| Feb 2029 | \$17,519.16 | \$0.00 | \$17,519.16 |
| Feb 2030 | \$17,519.16 | \$0.00 | \$17,519.16 |
| Total    | \$87,595.80 | \$0.00 | \$87,595.80 |

|                        |             |
|------------------------|-------------|
| Quote Unbundled Price: | \$40,332.60 |
| Quote List Price:      | \$40,332.60 |
| Quote Subtotal:        | \$87,595.80 |

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

| Item                         | Description  | Qty | Term | Unbundled | List Price  | Net Price   | Subtotal           | Tax           | Total              |
|------------------------------|--|-----|------|-----------|-------------|-------------|--------------------|---------------|--------------------|
| <b>Program</b>               |  |     |      |           |             |             |                    |               |                    |
| A00025                       | BUNDLE - AXON AIR BASIC PATROL                             | 1   | 60   |           |             | \$825.78    | \$49,546.80        | \$0.00        | \$49,546.80        |
| <b>A la Carte Hardware</b>   |  |     |      |           |             |             |                    |               |                    |
| 101225                       | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   |      |           | \$920.00    | \$920.00    | \$920.00           | \$0.00        | \$920.00           |
| 101240                       | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   |      |           | \$999.00    | \$999.00    | \$999.00           | \$0.00        | \$999.00           |
| 101206                       | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   |      |           | \$999.00    | \$999.00    | \$999.00           | \$0.00        | \$999.00           |
| 101737                       | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH               | 1   |      |           | \$28,382.00 | \$28,382.00 | \$28,382.00        | \$0.00        | \$28,382.00        |
| <b>A la Carte Software</b>   |  |     |      |           |             |             |                    |               |                    |
| 100112                       | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | 60   |           | \$32.76     | \$0.00      | \$0.00             | \$0.00        | \$0.00             |
| <b>A la Carte Services</b>   |  |     |      |           |             |             |                    |               |                    |
| 101050                       | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   |      |           | \$159.00    | \$0.00      | \$0.00             | \$0.00        | \$0.00             |
| 101233                       | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | 60   |           | \$25.00     | \$25.00     | \$1,500.00         | \$0.00        | \$1,500.00         |
| <b>A la Carte Warranties</b> |  |     |      |           |             |             |                    |               |                    |
| 101508                       | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   |      |           | \$5,249.00  | \$5,249.00  | \$5,249.00         | \$0.00        | \$5,249.00         |
| <b>Total</b>                 |  |     |      |           |             |             | <b>\$87,595.80</b> | <b>\$0.00</b> | <b>\$87,595.80</b> |

## Delivery Schedule

### Hardware

| Bundle                         | Item   | Description  | QTY | Shipping Location | Estimated Delivery Date |
|--------------------------------|--------|--|-----|-------------------|-------------------------|
| BUNDLE - AXON AIR BASIC PATROL | 101738 | AXON AIR - SKYDIO X10 PATROL HW KIT                    | 1   | 1                 | 02/01/2026              |
| A la Carte                     | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH | 1   | 1                 | 02/01/2026              |
| A la Carte                     | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                          | 1   | 1                 | 02/01/2026              |
| A la Carte                     | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10       | 1   | 1                 | 02/01/2026              |
| A la Carte                     | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH           | 1   | 1                 | 02/01/2026              |

### Software

| Bundle                         | Item   | Description                                  | QTY | Estimated Start Date | Estimated End Date |
|--------------------------------|--------|--|-----|----------------------|--------------------|
| BUNDLE - AXON AIR BASIC PATROL | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA | 1   | 03/01/2026           | 02/28/2031         |
| BUNDLE - AXON AIR BASIC PATROL | 101967 | AXON AIR - SKYDIO BASIC PATROL SW KIT        | 1   | 03/01/2026           | 02/28/2031         |
| A la Carte                     | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA | 1   | 03/01/2026           | 02/28/2031         |

## Services

| Bundle                         | Item   | Description                                   | QTY |
|--------------------------------|--------|---|-----|
| BUNDLE - AXON AIR BASIC PATROL | 12021  | AXON AIR - PROFESSIONAL IMPLEMENTATION        | 1   |
| A la Carte                     | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE     | 2   |
| A la Carte                     | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS | 1   |

## Warranties

| Bundle     | Item   | Description  | QTY | Estimated Start Date | Estimated End Date |
|------------|--------|--|-----|----------------------|--------------------|
| A la Carte | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   |                      |                    |

## Shipping Locations

| Location Number | Street        | City         | State | Zip        | Country |
|-----------------|---------------|--------------|-------|------------|---------|
| 1               | 150 S 13th St | Saint Helens | OR    | 97051-1829 | USA     |

## Payment Details

### Feb 2026

| Invoice Plan | Item   | Description  | Qty | Subtotal           | Tax           | Total              |
|--------------|--------|--|-----|--------------------|---------------|--------------------|
| Year 1       | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | \$0.00             | \$0.00        | \$0.00             |
| Year 1       | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   | \$0.00             | \$0.00        | \$0.00             |
| Year 1       | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 1       | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   | \$184.00           | \$0.00        | \$184.00           |
| Year 1       | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | \$300.00           | \$0.00        | \$300.00           |
| Year 1       | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 1       | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   | \$1,049.80         | \$0.00        | \$1,049.80         |
| Year 1       | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH               | 1   | \$5,676.40         | \$0.00        | \$5,676.40         |
| Year 1       | A00025 | BUNDLE - AXON AIR BASIC PATROL                             | 1   | \$9,909.36         | \$0.00        | \$9,909.36         |
| <b>Total</b> |        |  |     | <b>\$17,519.16</b> | <b>\$0.00</b> | <b>\$17,519.16</b> |

### Mar 2026

| Invoice Plan             | Item   | Description                    | Qty | Subtotal      | Tax           | Total         |
|--------------------------|--------|--------------------------------|-----|---------------|---------------|---------------|
| Invoice Upon Fulfillment | A00025 | BUNDLE - AXON AIR BASIC PATROL | 1   | \$0.00        | \$0.00        | \$0.00        |
| <b>Total</b>             |        |                                |     | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> |

### Feb 2027

| Invoice Plan | Item   | Description  | Qty | Subtotal           | Tax           | Total              |
|--------------|--------|--|-----|--------------------|---------------|--------------------|
| Year 2       | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | \$0.00             | \$0.00        | \$0.00             |
| Year 2       | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   | \$0.00             | \$0.00        | \$0.00             |
| Year 2       | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 2       | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   | \$184.00           | \$0.00        | \$184.00           |
| Year 2       | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | \$300.00           | \$0.00        | \$300.00           |
| Year 2       | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 2       | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   | \$1,049.80         | \$0.00        | \$1,049.80         |
| Year 2       | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH               | 1   | \$5,676.40         | \$0.00        | \$5,676.40         |
| Year 2       | A00025 | BUNDLE - AXON AIR BASIC PATROL                             | 1   | \$9,909.36         | \$0.00        | \$9,909.36         |
| <b>Total</b> |        |  |     | <b>\$17,519.16</b> | <b>\$0.00</b> | <b>\$17,519.16</b> |

### Feb 2028

| Invoice Plan | Item   | Description  | Qty | Subtotal   | Tax    | Total      |
|--------------|--------|--|-----|------------|--------|------------|
| Year 3       | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | \$0.00     | \$0.00 | \$0.00     |
| Year 3       | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   | \$0.00     | \$0.00 | \$0.00     |
| Year 3       | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   | \$199.80   | \$0.00 | \$199.80   |
| Year 3       | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   | \$184.00   | \$0.00 | \$184.00   |
| Year 3       | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | \$300.00   | \$0.00 | \$300.00   |
| Year 3       | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   | \$199.80   | \$0.00 | \$199.80   |
| Year 3       | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   | \$1,049.80 | \$0.00 | \$1,049.80 |

**Feb 2028**

| Invoice Plan | Item   | Description                                  | Qty | Subtotal           | Tax           | Total              |
|--------------|--------|--|-----|--------------------|---------------|--------------------|
| Year 3       | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH | 1   | \$5,676.40         | \$0.00        | \$5,676.40         |
| Year 3       | A00025 | BUNDLE - AXON AIR BASIC PATROL               | 1   | \$9,909.36         | \$0.00        | \$9,909.36         |
| <b>Total</b> |        |  |     | <b>\$17,519.16</b> | <b>\$0.00</b> | <b>\$17,519.16</b> |

**Feb 2029**

| Invoice Plan | Item   | Description  | Qty | Subtotal           | Tax           | Total              |
|--------------|--------|--|-----|--------------------|---------------|--------------------|
| Year 4       | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | \$0.00             | \$0.00        | \$0.00             |
| Year 4       | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   | \$0.00             | \$0.00        | \$0.00             |
| Year 4       | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 4       | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   | \$184.00           | \$0.00        | \$184.00           |
| Year 4       | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | \$300.00           | \$0.00        | \$300.00           |
| Year 4       | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 4       | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   | \$1,049.80         | \$0.00        | \$1,049.80         |
| Year 4       | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH               | 1   | \$5,676.40         | \$0.00        | \$5,676.40         |
| Year 4       | A00025 | BUNDLE - AXON AIR BASIC PATROL                             | 1   | \$9,909.36         | \$0.00        | \$9,909.36         |
| <b>Total</b> |        |  |     | <b>\$17,519.16</b> | <b>\$0.00</b> | <b>\$17,519.16</b> |

**Feb 2030**

| Invoice Plan | Item   | Description  | Qty | Subtotal           | Tax           | Total              |
|--------------|--------|--|-----|--------------------|---------------|--------------------|
| Year 5       | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA               | 1   | \$0.00             | \$0.00        | \$0.00             |
| Year 5       | 101050 | AXON AIR - PI PART 107 - MADE EASY BUNDLE                  | 2   | \$0.00             | \$0.00        | \$0.00             |
| Year 5       | 101206 | AXON AIR - SKYDIO X10 SPARES PLAN SAFE VEHICLE REFRESH     | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 5       | 101225 | AXON AIR - SKYDIO X10 RTK/PPK                              | 1   | \$184.00           | \$0.00        | \$184.00           |
| Year 5       | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS              | 1   | \$300.00           | \$0.00        | \$300.00           |
| Year 5       | 101240 | AXON AIR - SPARES PLAN FOR OPERATOR LAUNCHED X10           | 1   | \$199.80           | \$0.00        | \$199.80           |
| Year 5       | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1   | \$1,049.80         | \$0.00        | \$1,049.80         |
| Year 5       | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH               | 1   | \$5,676.40         | \$0.00        | \$5,676.40         |
| Year 5       | A00025 | BUNDLE - AXON AIR BASIC PATROL                             | 1   | \$9,909.36         | \$0.00        | \$9,909.36         |
| <b>Total</b> |        |  |     | <b>\$17,519.16</b> | <b>\$0.00</b> | <b>\$17,519.16</b> |



Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

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Signature

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Date Signed

12/9/2025

