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Quote
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10/17/2025
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FOR PRICING / BUDGETARY PURPOSES ONLY

CUSTOMER: Ocala Fire Rescue (FL)

A La Carte

Hardware + Perpetual Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4ERKT2IZG0000NA	Skydio X10 Ready Kit (2.4/5 GHz, 5G/LTE Ready: SIM Card Included, IR) NA + VT300-Z	2.00		\$16,846.00	\$16,509.08	\$33,018.16
DR4ATTSWNAIR	Skydio NightSense with IR Attachment for X10	2.00		\$2,800.00	\$2,772.00	\$5,544.00
DR4ATTSPTL	Skydio Spotlight for X10	2.00		\$265.00	\$265.00	\$530.00
Hardware + Perpetual Software Subtotal:						\$39,092.16

Services

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
CEDR45G300Z3YRNA	Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	2.00		\$5,249.00	\$5,196.51	\$10,393.02
Services Subtotal:						\$10,393.02

Cloud Based Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
SWFMDR4	Skydio Fleet Manager for X10	2.00	12	\$120.00	\$120.00	\$240.00
Cloud Based Software Subtotal:						\$240.00

Totals

Total Fees	\$50,560.00
Discount	\$834.82
Total After Discount	\$49,725.18
Estimated Shipping	\$150.98
Grand Total	\$49,876.16

Special Terms

Customer acknowledges and agrees that any SaaS Services provided under this Order Form will be hosted in the United States.

Skydio V200 and VT300 gimbals are export controlled items, with export control classification number (ECCN) 6A003.b.4.b. Where an export license is required, delivery of any export controlled item is contingent upon Skydio being granted an export control license for the sale from the U.S. Department of Commerce. If Skydio delivers an export-controlled item to a customer in the U.S. and that customer seeks to export or otherwise divert the item

outside the U.S., it is the customer's responsibility to apply for any required license(s) from the U.S. government. Diversion contrary to U.S. law is prohibited.

Certain items in this order may be subject to certification requirement(s) under United States federal and/or state law. Skydio's delivery of any such item within the United States is contingent upon completion of applicable US-based certification processes. Skydio shall bear sole responsibility for, and will provide a full refund to Customer for any items for which Skydio is unable to obtain applicable US-based certification. The foregoing is inapplicable to items purchased for export from the United States.

With respect to any geographic location into which Customer will import the Products or Services, Customer represents and warrants that it has all necessary licenses, waivers, or other regulatory approvals necessary in order to import and operate the Products and Services. Customer is solely responsible for any costs, fees, penalties, judgments or other liabilities arising from Customer's import, export, transfer or operation of the Products or Services outside the Authorized Territory.

Terms and Conditions

Skydio's sale of the products and services in this quote will be subject to TIPS Contract #230905 "Civilian-Use Drone Goods and Services (Non-Military)" (which includes Skydio's terms and conditions). Skydio will not accept a purchase order resulting from this quote unless the purchase order references this quote directly by number and states that TIPS Contract #230905 shall govern such purchase order.

Exhibit A: Product Descriptions and Definitions

Product Name	Description
Skydio X10 Ready Kit (2.4/5 GHz, 5G/LTE Ready: SIM Card Included, IR) NA + VT300-Z	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, three (3) batteries, 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.
Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	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.
Skydio Fleet Manager for X10	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.
Skydio NightSense with IR Attachment for X10	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.
Skydio Spotlight for X10	One (1) spotlight attachment that can be carried by the Skydio X10.