



Company: Dragos, Inc.
Company Address: 1745 Dorsey Rd. Suite R
 Hanover, Maryland 21076
 United States
Payment Terms: Net 30

Quote Number: Q-28873-1
Created Date: 4/15/2026
Expiration Date: 6/30/2026

Prepared By: Mark Ramsey
Email: mramsey@dragos.com

Contact Name: Christopher Ramos
Phone: 3526298209
Email: cramos@ocalafl.org

Bill To: City of Ocala
 110 SE Watula Ave
 Ocala, Florida 34471
 United States

Ship To: City of Ocala
 110 SE Watula Ave
 Ocala, Florida 34471
 United States

Shipping Type: EX Works

OT Watch Complete - 22 months (\$30K/yr prorated to 22 mos) 3-5 Sensors Max, <1000 Assets, <100 Mbps total OT throughput

| Product Code | Product | Quantity | Net Unit Sales Price | Term (Months) | Total Price |
|------------------|--|----------|----------------------|---------------|---------------|
| PLAT-OTW-COMLETE | Dragos Platform Service Add-On - OT Watch Complete | 1.00 | USD 30,000.00 | 22 | USD 55,000.00 |

Description: 22 month prepaid OT Watch Complete contract for Ocala Electric Utility

PO must include the following language:
 The terms of the existing mutually executed "VENDOR AGREEMENT IN SUPPORT OF AMERICAN PUBLIC POWER ASSOCIATION AND DEPARTMENT OF ENERGY COOPERATIVE AGREEMENT DE-CR0000007" are applicable to this order.

Payment c/o:
 APPA
 American Public Power Association
 2451 Crystal Drive, Suite 1000
 Arlington, VA 22202
 otcyberdefense@publicpower.org

Total: USD 55,000.00
Grand Total: USD 55,000.00

Terms and Conditions

The purchase of Dragos Offerings are governed by and subject to Dragos's standard terms and conditions, available here: www.dragos.com/end-user-terms-conditions ("**Offering Agreement**"), unless the parties have entered into a written, mutually-executed agreement intended to apply to this specific transaction. All prices are in US dollars and are exclusive of all sales, use, value-added, withholding, and other taxes, or duties which are the obligation of the Customer, unless set forth above. Customer shall issue a purchase order that incorporates the Dragos quote by reference ("**Purchase Order**"). Any terms in a Purchase Order or other document provided by you are material alterations to the Offering Agreement and notice is hereby given of objection to and rejection of any such document or different terms therein.

Subscription Term. Commencement of the Subscription Term will vary depending on the type of Offering. Unless an alternative subscription schedule is agreed upon by the Parties in writing, the Subscription Term(s) shall commence as follows:

- Software: The initial Subscription Term shall commence sixty (60) days from the date of the applicable Purchase Order and shall continue for the duration specified in the quote.
- NP-View: The initial Subscription Term shall commence upon the date of the applicable Purchase Order and shall continue for the duration specified in the quote.
- Services: The Subscription Term shall commence upon the date specified in the Statement of Work and shall continue for the duration specified in the Order or Statement of Work.
- Worldview and Worldview Concierge: The initial Subscription Term shall commence upon the date of the applicable Purchase Order and shall continue for the duration specified in the quote.
- Software and Worldview renewals: The renewal Subscription Term ("**Renewal Term**") shall commence upon the day after the initial Subscription Term expires and shall continue for the duration specified in the quote, contingent upon receipt of a Purchase Order.

Invoicing. Dragos shall issue the Customer a written invoice for the Offerings purchased or licensed under this quote. The invoicing process will vary depending on the type of Offering, as outlined below.

- Software and Worldview: Dragos shall issue an invoice to the Customer upon the commencement of the Subscription Term.
- Services: Dragos shall issue an invoice to the Customer according to the invoicing procedures outlined in the Statement of Work.
- Appliances, Appliance shipping fees, and deployment Services: Dragos shall issue an invoice to the Customer upon shipment of the Appliance(s).
- Training: Dragos shall issue an invoice to the Customer upon acceptance of the Purchase Order.

The Individual accepting this quote on behalf of Customer represents that they have full authority to bind the Customer to terms of this agreement. Your acknowledgement of this quote or acceptance of the Offerings shall constitute your acceptance of the terms of this agreement.