

**Columbus Police Department  
Memorandum  
For Record**

**DATE:** April 15, 2025

**TO:** City Administrator Tara Vasicek

**FROM:** Captain Douglas Molczyk

**THROUGH:** Interim Chief Strecker

**SUBJECT:** Purchase of Drones  
**CIP:** 100-110-57510-25037

**RECOMMENDATION:**

The Police Department budgeted to update our drone in the 2025 budget year. It is our recommendation that we purchase (2) two Skydio Drones for the amount of \$62,861.40.

**DISCUSSION:**

Currently the Columbus Police Department has one drone, that being a DJI Enterprise II, which is outdated and lacks capabilities. We budgeted \$65,000 to purchase a more versatile drone that would allow us expand our operations. With the current ban on purchasing DJI products we had to research other options that are American Made.

There are a lot of options out there but Skydio X10 drones are probably some of the most versatile drones on the market.

**FISCAL IMPACT:**

We budgeted \$65,000 dollars to purchase a more versatile drone and we can get (2) two for \$62,861.40. **CIP 100-110-57510-25037**

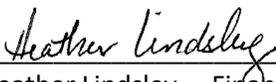
**ALTERNATIVES:**

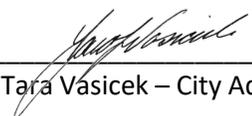
Do not purchase the drones and continue using our DJI Enterprise II drone.

**SIGNATURES:**

By:   
Douglas M. Molczyk – Police Captain

Approved:   
Bret Strecker – Interim Chief of Police

Approved:   
Heather Lindsley – Finance Director

Approved:   
Tara Vasicek – City Administrator



Skydio, Inc.  
 3000 Clearview Way  
 San Mateo, CA 94402  
 United States  
 (855) 463-5902  
 orderadmin@skydio.com

# Quote

Quote Form #: Q-32620  
 Created Date: 1/23/2025  
 Expiration Date: 2/22/2025  
 Prepared By: Jordan Bischoff  
 Prepared By Email: jordan.bischoff@skydio.com

**FOR PRICING / BUDGETARY PURPOSES ONLY**

**CUSTOMER:**Columbus Police Department

## A La Carte

### Hardware + Perpetual Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4E1BS2IZG0000NA	Skydio X10 Starter Kit [1 Battery] (2.4/5 GHz, 5G/LTE Ready: T-Mobile, IR) NA + VT300-Z	2.00		\$15,726.40	\$15,726.40	\$31,452.80
DR4ACCBATR	Skydio Battery for X10 [Advanced Reservation]	4.00		\$369.00	\$369.00	\$1,476.00
DR4ATTSWNAIR	Skydio NightSense with IR Attachment for X10	2.00		\$2,800.00	\$2,800.00	\$5,600.00
DR4ATTSPTL	Skydio Spotlight for X10	2.00		\$265.00	\$265.00	\$530.00
DR4ATTSPK	Skydio Speaker for X10	2.00		\$320.00	\$320.00	\$640.00
<b>Hardware + Perpetual Software Subtotal:</b>						\$39,698.80

### Services

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4ACAD000NA	Skydio Academy Online - All Access	2.00	12	\$300.00	\$300.00	\$600.00
CEDR45G300Z1YRNA	Skydio Care for X10 with Cellular 5G + VT300-Z, 1-year	2.00		\$3,348.00	\$3,348.00	\$6,696.00
<b>Services Subtotal:</b>						\$7,296.00

### Cloud Based Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
SWSTRDR4	Skydio Multi-Viewer Live Streaming for X10	2.00	12	\$2,400.00	\$2,400.00	\$4,800.00
SWFMDR4	Skydio Fleet Manager for X10	2.00	12	\$120.00	\$120.00	\$240.00
SWMSDR4	Skydio Media Sync for X10	2.00	12	\$700.00	\$700.00	\$1,400.00
SWCLSTDR4	Skydio Data Storage for X10	2.00	12	\$450.00	\$450.00	\$900.00
<b>Cloud Based Software Subtotal:</b>						\$7,340.00

### Device Based Software

Product Code	Product Name	QTY	Term (Months)	List Unit Price	Net Unit Price	Total (USD)
3DSSWDR4	Skydio 3D Scan for X10	2.00	12	\$4,200.00	\$4,200.00	\$8,400.00
<b>Device Based Software Subtotal:</b>						\$8,400.00

### Totals

<b>Total Fees</b>	\$62,734.80
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<b>Estimated Shipping</b>	\$126.60
<b>Grand Total</b>	\$62,861.40

**Special Terms**

By signing this Order Form, Customer acknowledges and agrees that the battery-only SKU(s) listed above are not currently available for shipment and will be delivered as soon as feasible. Customer will be invoiced for the SKU(s) upon shipment.

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 Skydio's standard terms and conditions, which can be found at <https://www.skydio.com/legal>, and transacted on an Order Form to be provided by Skydio. This quote is for Customer's budgetary purposes only. Unless an alternate contracting method has been pre-approved by Skydio, Skydio will not accept a purchase order that purports to accept this quote or offer to purchase products and services below without a signed Skydio Order Form.

Axon Products and Services are governed by the Axon Sales Terms and Conditions located at <https://www.axon.com/sales-terms-and-conditions>

## Exhibit A: Product Descriptions and Definitions

Product Name	Description
Skydio X10 Starter Kit [1 Battery] (2.4/5 GHz, 5G/LTE Ready: T-Mobile, IR) NA + VT300-Z	Kit includes one (1) Skydio X10 2.4/5 GHz, 5G/LTE Ready vehicle, one (1) 2.4/5 GHz, 5G/LTE Ready Enterprise Controller, one (1) VT300-Z Sensor Package, one (1), pro 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) subscription 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 Battery for X10 [Advanced Reservation]	One (1) battery for Skydio X10 when available.
Skydio Academy Online - All Access	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.
Skydio 3D Scan for X10	Skydio 3D Scan for X10 offers digital scan software for inspections of complex structures. It includes (a) Unlimited 3D capture photos per year, (b) Unlimited 2D capture photos (orthomosaic), (c) Software maintenance and customer support (1-year term).
Skydio Care for X10 with Cellular 5G + VT300-Z, 1-year	Skydio Care for X10 with Cellular 5G + VT300-Z, 1-year includes bundled Care for the Skydio X10 with Cellular 5G and the VT300-Z Sensor Package. Skydio Care for X10 with Cellular 5G, 1-year includes: (a) one (1) Damage Replacement with advance shipment and up to one (1) Lost Drone Replacement with advance shipment. Skydio Care for VT300-Z Sensor Package, 1-year includes: (a) one (1) 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 Multi-Viewer Live Streaming for X10	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.
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 Media Sync for X10	One (1) subscription to Skydio Media Sync, which allows the drone to upload flight media to Skydio Fleet Manager for storage. Quantity must equal fleet quantity. Requires purchase of Skydio Data Storage and Fleet Manager
Skydio Data Storage for X10	One (1) subscription to Skydio Data Storage. Includes 512GB of storage capacity per year (pooled org-wide across all licensed drones). Quantity must equal fleet quantity. Requires purchase of Skydio Data Storage and Fleet Manager.
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.
Skydio Speaker for X10	One (1) speaker attachment that can be carried by the Skydio X10.