



TOWN OF GOLDEN BEACH

One Golden Beach Drive
Golden Beach, FL 33160

MEMORANDUM

Date: July 19, 2024
To: Town Manager Alexander Diaz
From: Police Chief Rudy Herbello
Ref: Costs for the purchase of a Skydio X-10 drone to enhance police services.

Town Manager the Town of Golden Beach is constantly improving the security systems around the perimeter of the town. The Town has added LPR cameras, traffic speedometers, Surveillance cameras, and other deterrents to keep the residents of Golden Beach safe.

The Golden Beach Police Department can further enhance the security in town by purchasing a **Skydio X-10 drone** with night vision capabilities. The police department will start the drone/aviation detail as a pilot program following all FAA requirements.

Recognizing drones' potential but aware of the regulatory barriers, the GBPD has trained two officers who will be able to immediately operate the drone. As a long-term plan the department will train all supervisors so we can utilize the drone 24/7, if needed.

Allowing us to utilize drones as first responders could proactively help us dispatch/deploy the drone for a quick assessment to possible dangerous encounters, area search, perimeters, suspected individuals on the beach or intercoastal waters, etc. This could help us gather intelligent information or footage from a distance while ground units are on their way to a call, and staff/supervisor members could formulate a measure and informed response. Needless to say, that the fact that drones don't have the travel impediment, like ground units, will means greater coverage in less time.

- The associated cost to purchase the drone Skydio-X 10 will be \$25,637.98

Exhibit A: Product Descriptions and Definitions

Product Name	Description
Skydio X10 Ready Kit (2.4/5 GHz with Cellular, IR) NA + VT300-Z	Kit includes one (1) Skydio X10 Vehicle with Sensor Package (2.4/5 GHz with Cellular, IR) NA + VT300-Z, one (1) Enterprise Controller, one (1) Ready Case, two (2) wall adapters, one (1) set additional propellers, three (3) batteries, 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.
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/Mic for X10	One (1) speaker and microphone attachment that can be carried by the Skydio X10.
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 Care for VT300-Z Sensor Package, 3 year	Skydio Care for VT300-Z (3yr plan) 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. Continental US and Hawaii and Alaska only.
Skydio Care for X10 with Cellular 5G, 3 year	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. In either event, Customer will be charged the full cost of the replacement drone if Skydio fails to receive payment of associated replacement fees (covered in T&C) within thirty (30) days of the shipment. Continental US and Hawaii and Alaska only.

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.

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.

The License Term Start Date will be thirty (30) days after Skydio's acceptance of this Order Form. In the event Advanced Software Package(s) procured herein cannot be provisioned on or before the Start Date, (for example, because one or more hardware units is pending availability), all License Term(s) under this Order Form will automatically be extended by the number of days between the Start Date and the Deferred Activation Date of 9/13/2024 the License Term(s) thus will be equal to or longer than the originally procured License Term(s).



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

Quote Form #:
Created Date:
Expiration Date:
Prepared By:
Prepared By Email:

Quote
Q-24915
7/18/2024
8/17/2024
Rachael Foster
rachael.foster@skydio.com

FOR PRICING / BUDGETARY PURPOSES ONLY

CUSTOMER:Golden Beach Police Department

A La Carte

Hardware + Perpetual Software						
Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4ERKT2IZG0000NA	Skydio X10 Ready Kit (2.4/5 GHz with Cellular, IR) NA + VT300-Z	1.00		\$16,846.00	\$16,846.00	\$16,846.00
DR4ATTSWNAIR	Skydio NightSense with IR Attachment for X10	1.00		\$2,800.00	\$2,800.00	\$2,800.00
DR4ATTSPTL	Skydio Spotlight for X10	1.00		\$265.00	\$265.00	\$265.00
DR4ATTSPKM	Skydio Speaker/Mic for X10	1.00		\$320.00	\$320.00	\$320.00
Hardware + Perpetual Software Subtotal:						\$20,231.00

Services						
Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
CEGIMVTG300Z3YRNA	Skydio Care for VT300-Z Sensor Package, 3 year	1.00		\$1,949.00	\$1,949.00	\$1,949.00
CEDR45G3YRNA	Skydio Care for X10 with Cellular 5G, 3 year	1.00		\$3,300.00	\$3,300.00	\$3,300.00
Services Subtotal:						\$5,249.00

Cloud Based Software						
Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
SWFMDR4	Skydio Fleet Manager for X10	1.00	12	\$120.00	\$120.00	\$120.00
Cloud Based Software Subtotal:						\$120.00

Totals

Total Fees	\$25,600.00
Estimated Shipping	\$37.98
Grand Total	\$25,637.98

Special Terms

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

Skydio 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.



TOWN OF GOLDEN BEACH

100 Ocean Boulevard
Golden Beach, FL 33160

MEMORANDUM

Date: August 27, 2024

To: Honorable Mayor Glenn Singer &
Town Council Members

From: Alexander Diaz,
Town Manager

Item Number:

6

Subject: Resolution No. 2958.24 – Authorizing the Use of General Funds for the Purchase of One (1) Skydio X-10 Drone to Assist Police in Enhancing their Security Response Capabilities.

Recommendation:

It is recommended that the Town Council adopt the attached Resolution No. 2958.24 as presented.

Background:

The Town desires to purchase a SKYDIO X-10 drone ready (including a 2.4/5 GHz with cellular, NightSense with IR attachment, spotlight for X-10 and speaker/Mic for 10-X)) to enhance police security at large, police response, police operations during an area search, perimeters and/or special Town's events.

Financial Impact:

The cost associated with the purchase is \$25,637.98.

Attachments: Agenda Item Resolution


Sponsored by the **Police Chief**.

The Motion to adopt the foregoing Resolution was offered by Councilmember Lusskin, seconded by Councilmember Mendal and on roll call the following vote ensued:

Mayor Glenn Singer	<u>Aye</u>
Vice Mayor Bernard Einstein	<u>Aye</u>
Councilmember Kenneth Bernstein	<u>Absent</u>
Councilmember Judy Lusskin	<u>Aye</u>
Councilmember Jaime Mendal	<u>Aye</u>

PASSED AND ADOPTED by the Town Council of the Town of Golden Beach,
Florida, this 27th day of August, 2024.

ATTEST:

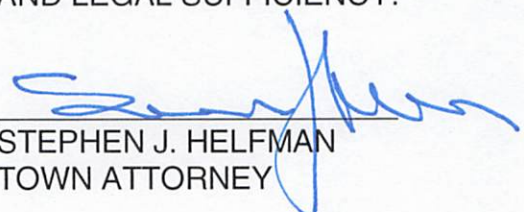


LISSETTE PEREZ
TOWN CLERK



MAYOR GLENN SINGER

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY:



STEPHEN J. HELFMAN
TOWN ATTORNEY

TOWN OF GOLDEN BEACH, FLORIDA

RESOLUTION NO. 2958.24

A RESOLUTION OF THE TOWN COUNCIL OF THE TOWN OF GOLDEN BEACH, FLORIDA, AUTHORIZING THE PURCHASE OF A SKYDIO X-10 DRONE TO ASSIST POLICE IN ENHANCING THEIR SECURITY RESPONSE CAPABILITIES; PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, the Town Council of the Town of Golden Beach, Florida (the "Town") wishes to purchase one Skydio X-10 drone to enhance police security at large, police response, police operations during an area search, perimeters and/or special Town's events, described and outlined in the attached Agenda Item Report; and

WHEREAS, in accordance with the Town's purchasing procedures, contracts must be reviewed and approved by the Town Council; and

WHEREAS, the Town Council finds that the purchase of the Skydio X-10 drone is in the best interest of the Town.

NOW, THEREFORE, BE IT RESOLVED BY THE TOWN COUNCIL OF THE TOWN OF GOLDEN BEACH, FLORIDA, AS FOLLOWS:

Section 1. Recitals Adopted. That each of the above-stated recitals is hereby adopted and confirmed.

Section 2. Authorization of Approval. The approval and execution of the purchase agreement of one Skydio-10 drone, as described and outlined in the Agenda Item Report attached and incorporated herein, is hereby authorized and approved.

Section 3. Implementation. That the Mayor and Town Manager are authorized to take any and all action which is necessary to implement this Resolution.

Section 4. Effective Date. That this Resolution shall be effective immediately upon adoption.