



AGENDA ITEM EXECUTIVE SUMMARY

Agenda Item:	Purchase of Skydio X10 Unmanned Aerial System (UAS)		
Presenter & Title:	Michael Bledsoe, GIS Coordinator Matthew Dean, Deputy Chief		
Date:	November 20, 2023		
Please Check Appropriate Box:			
<input checked="" type="checkbox"/>	Committee of the Whole Meeting	<input type="checkbox"/>	Special Committee of the Whole Meeting
<input checked="" type="checkbox"/>	City Council Meeting	<input type="checkbox"/>	Special City Council Meeting
<input type="checkbox"/>	Public Hearing	<input type="checkbox"/>	Other -
Associated Strategic Plan Goal/Objective: ES & EMS			
Estimated Cost: \$58,654.12	Budgeted?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Other Funding? <input type="checkbox"/> Yes <input type="checkbox"/> No
<i>If "Other Funding," please explain how the item will be funded:</i>			
Executive Summary:			
<p>The fiscal year 2024 budget allocates funds for the procurement of Unmanned Aerial Systems (UAS). The use of a UAS will expand staff capabilities and increase efficiency and safety for existing tasks. A UAS can be deployed in support of search and rescue, site survey, infrastructure inspection, and other public safety/utility applications.</p> <p>Staff reviewed and consulted with three vendors and determined the Skydio X10 model would best serve the needs of the city. The purchase is through a GSA contract and includes two units, one for Public Works, and the other for the Police Department.</p>			
Attachments: <i>(please list)</i>			
<ul style="list-style-type: none"> • Resolution • Quote 			
Voting Requirements:			
<p><i>This motion requires a simple majority of affirmative votes for passage. (City Council Only)</i></p> <p><i>The Mayor may vote on three occasions: (a) when the vote of the alderpersons has resulted in a tie; (b) when one half of the alderpersons elected have voted in favor of an ordinance, resolution, or motion even though there is no tie vote; or (c) when a vote greater than a majority of the corporate authorities is required by state statute or local ordinance to adopt an ordinance, resolution, or motion.</i></p>			
Recommendation / Suggested Action: <i>(how the item should be listed on agenda)</i>			
<p>Recommend Approval of Resolution Authorizing the City Administrator to Purchase Two Skydio X10 Unmanned Aerial Systems at a cost not to exceed \$58,654.12.</p>			

RESOLUTION NO. 2023-119

**RESOLUTION AUTHORIZING THE PURCHASE OF
TWO SKYDIO X10 UNMANNED AERIAL SYSTEMS
FROM SKYDIO INC. OF SAN MATEO, CA**

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF GENEVA, KANE COUNTY, ILLINOIS, as follows:

SECTION 1: That the City Administrator is hereby authorized to purchase, on behalf of the City of Geneva, two Skydio X10 Unmanned Aerial Systems, in a total not-to-exceed amount of \$58,654.12, in the form attached hereto as Exhibit "A."

SECTION 2: This Resolution shall become effective from and after its passage as in accordance with law.

PASSED by the City Council of the City of Geneva, Kane County, Illinois, this ____ day of _____, 2023

AYES: __ **NAYS:** __ **ABSENT:** __ **ABSTAINING:** __ **HOLDING OFFICE:** __

Approved by me this ____ day of _____, 2023.

Mayor

ATTEST:

City Clerk



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

Quote

Quote Form #: Q-14231
Created Date: 11/1/2023
Expiration Date: 12/1/2023
Prepared By: Anna Amelichkina
Prepared By Email: anna.amelichkina@skydio.com

FOR PRICING / BUDGETARY PURPOSES ONLY

CUSTOMER:City of Geneva

A La Carte

Hardware + Perpetual Software						
Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
DR4ESKT2VZG0000NA	Skydio X10 Starter Kit (2.4/5 GHz with Cellular, Visible Light) NA + VT300-Z	2.00		\$16,464.40	\$16,464.40	\$32,928.80
DR4ATTNAV	Skydio NightSense, Visible Light for X10	1.00		\$0.00	\$0.00	\$0.00
DR4ATTSPKM	Skydio Speaker/Mic for X10	2.00		\$320.00	\$320.00	\$640.00
DR4ATTSPTL	Skydio Spotlight for X10	2.00		\$265.00	\$265.00	\$530.00
DR4ACCBAT	Skydio Battery (150W) for X10	4.00		\$369.00	\$369.00	\$1,476.00
SWDRNDR4	Skydio Drone Software for X10	2.00		\$0.00	\$0.00	\$0.00
SWNIAUPERPDR4	Skydio NightSense for X10	1.00		\$2,800.00	\$2,800.00	\$2,800.00
Hardware + Perpetual Software Subtotal:						\$38,374.80

Services						
Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
CEDR45G3YRNA	Skydio Care for X10 with Cellular 5G, 3 year	2.00		\$3,300.00	\$3,300.00	\$6,600.00
DR4ACAD000NA	Skydio Academy Online - All Access	2.00	12	\$300.00	\$300.00	\$600.00
CEGIMVTG300Z3YRNA	Skydio Care for VT300-Z Sensor Package, 3 year	2.00		\$1,949.00	\$1,949.00	\$3,898.00
Services Subtotal:						\$11,098.00

Cloud Based Software						
Product Code	Product Name	Quantity	Terms (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
Cloud Based Software Subtotal:						\$4,800.00

Device Based Software

Product Code	Product Name	Quantity	Terms (Months)	List Unit Price	Net Unit Price	Total (USD)
3DSSWDR4	Skydio 3D Scan for X10	1.00	12	\$4,200.00	\$4,200.00	\$4,200.00
Device Based Software Subtotal:						\$4,200.00

Totals

Total Fees	\$58,472.80
Estimated Shipping	\$181.32
Grand Total	\$58,654.12

Exhibit A: Product Descriptions and Definitions

Product Name	Description
Skydio X10 Starter Kit (2.4/5 GHz with Cellular, Visible Light) NA + VT300-Z	Kit includes one (1) Skydio X10 2.4/5 GHz with Cellular vehicle, one (1) 2.4/5 GHz with Cellular Enterprise Controller, one (1) VT300-Z Sensor Package, one (1), pro case, two (2) wall adapters with USB cable, one (1) set additional propellers, two (2) 256 GB micro SD cards, three (3) batteries, and one (1) 2-up charger.
Skydio NightSense, Visible Light for X10	One (1) visible light spectrum active illumination 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 Spotlight for X10	One (1) spotlight attachment that can be carried by the Skydio X10.
Skydio Battery (150W) for X10	One (1) battery for Skydio X10.
Skydio Drone Software for X10	Skydio Autonomy allows the drone to see, understand, and act upon the world. License is perpetual and non-transferable.
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.
Skydio NightSense for X10	Skydio NightSense for X10 includes access to advanced autonomy functionality in no and low light situations (perpetual license).
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, 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.
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 Care for VT300-Z Sensor Package, 3 year	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 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.

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 pending regulatory certification. Delivery of any such items is contingent upon successful completion of the applicable equipment certification and authorization process. Skydio shall bear sole responsibility for, and will provide a full refund to Customer in the event Skydio is unable to obtain regulatory certification or authorization for any items in this order.