

RESOLUTION NO. 2024 - 295

A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO AXON ENTERPRISE, INC., SCOTTSDALE, AZ, FOR THE PURCHASE OF YEARLY SUBSCRIPTION SERVICES FOR SKYDIO DRONE SOFTWARE FOR THE VINELAND POLICE DEPARTMENT.

WHEREAS, there exists a need for the purchase of yearly subscription services for Skydio Drone Software utilized by the Vineland Police Department; and

WHEREAS, the Chief of Police has recommended that a contract be awarded to Axon Enterprise, Inc., Scottsdale, AZ, for the purchase of yearly subscription services for Skydio Drone Software for years 2 through 5 in a total amount not to exceed \$60,768.38 (\$15,192.10 for years 2 to 4 and \$15,192.08 for year 5); and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts.

NOW THEREFORE BE IT RESOLVED, by the Council of the City of Vineland that:

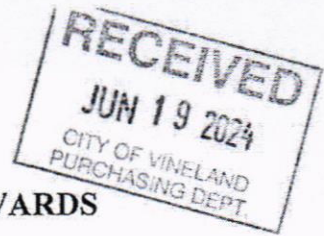
1. This contract is awarded without competitive bidding in accordance with 40A:11-5(1)(dd) of the Local Public Contracts Law for the provision or performance of goods or services for the support or maintenance of proprietary computer hardware and software, except that this provision shall not be utilized to acquire or upgrade non-proprietary hardware or to acquire or update non-proprietary software.
2. The Purchasing Agent be and the same is hereby authorized to issue contract to Axon Enterprise, Inc., Scottsdale, AZ, for the purchase of yearly subscription services for Skydio Drone Software for years 2 through 5 in a total amount not to exceed \$60,768.38 (\$15,192.10 for years 2 to 4 and \$15,192.08 for year 5).
3. Notice of this action shall be printed once in the Daily Journal.

Adopted:

President of Council

ATTEST:

City Clerk



**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS
UNDER 40A:11-5 EXCEPTIONS
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

6/19/24

(DATE)

1. Service (detailed description): Yearly cost for subscription service for Skydio Drones.

2. Amount to be Awarded: \$ 15,192.00 per year, for years 2-5. Total of \$60,768.00.

- Encumber Total Award
- Encumber by Supplemental Release

3. Amount Budgeted: \$ 60,768.00 ~~38~~

4. Budgeted: By Ordinance No. _____
Or Grant: Title & Year _____

5. **Account Number to be Charged: Computer Software #23016

6. Contract Period: June 1, 2023 thru June 1, 2027 (yearly)

7. Date To Be Awarded: _____

8. Recommended Vendor and Address: Axon Enterprise, Inc.
17800 North 85th St., Scottsdale, AZ, 85255

9. Justification for Vendor Recommendation:(attach additional information for Council review)
This is the yealry subscription associated with the drones the Vineland
Police Department has purchased. This subscription service is proprietary to
the Skydio Drones and is needed to properly utilize the drones. The drones are
used by Officers during investigations and assist during calls for service.

- Non-Fair & Open (Pay-to-Play documents required)
- Fair & Open: How was RFP advertised? _____

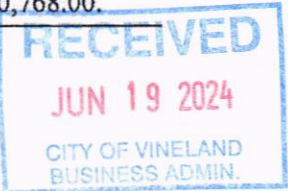
10. Evaluation Performed by: Sgt. O. Flores #3250

11. Approved by: Sgt. O. Flores #3250
O. Flores #3250

12. Attachments:
 Awarding Proposal
 Other: _____

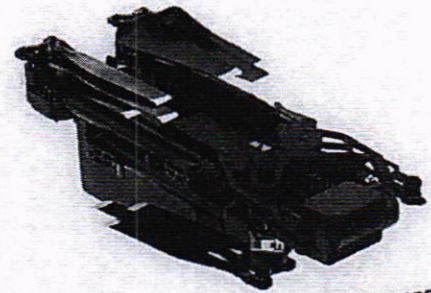
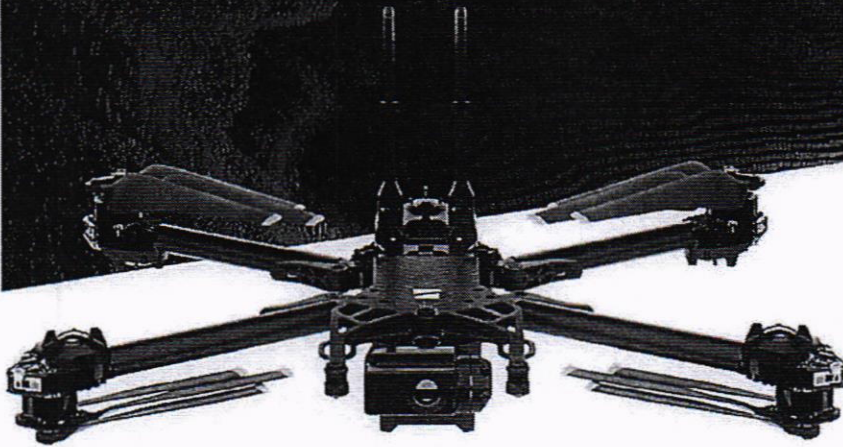
- Send copies to:
Purchasing Division
Business Administration

**** If more than one account #, provide break down**





Skydio X2E Color



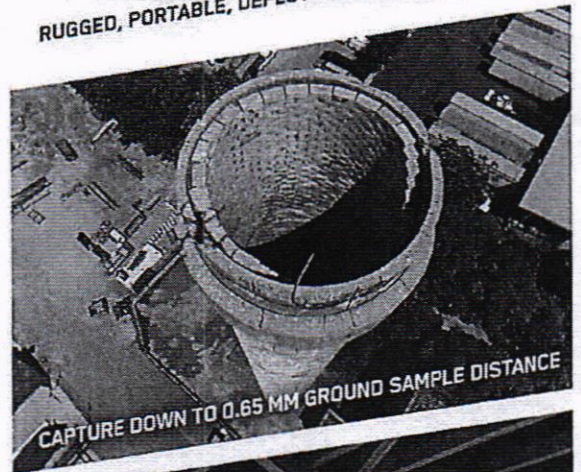
Unmatched autonomy meets enterprise performance

Skydio X2E Color is the ultimate UAS solution for aerial asset inspection and incident scene reconstruction. X2E is powered by Skydio Autonomy Enterprise, an AI-driven autonomous flight engine that enables unparalleled 360° obstacle avoidance, autonomous tracking, GPS-denied navigation, and complete workflow automation. X2E is designed with a ruggedized, foldable airframe, GPS-based night flight, strobing lights in visible and IR wavelength, and a single sensor payload with a 12MP/4K60P HDR color camera with a wide angle lense optimized for close capture. Built for enterprises and first responders, Skydio X2E is designed and assembled in the USA, and is compliant with the National Defense Authorization Act (NDAA).

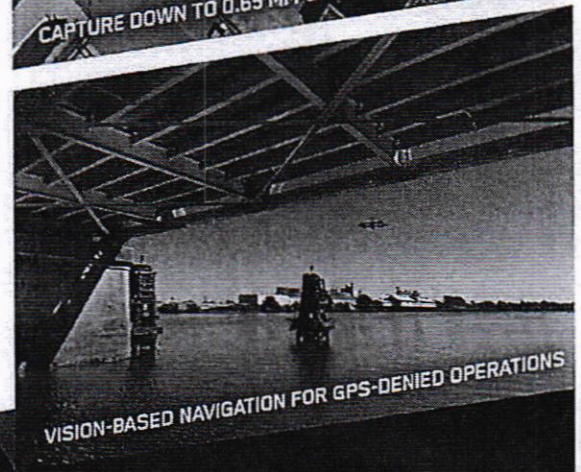
Advanced software add-ons

- ⊕ **Skydio 3D Scan™:** Adaptive scanning to automate the image capture process to document complex structures and generate 3D models with comprehensive coverage and ultra-high resolution. Perform higher quality inspections and documentation faster and with minimal pilot training.
- ⊕ **Skydio Cloud:** Enables federated fleet management and seamless upload of flight media. No more manual handling of SD cards and hard drives.

RUGGED, PORTABLE, DEPLOYS IN UNDER 75 SECONDS



CAPTURE DOWN TO 0.65 MM GROUND SAMPLE DISTANCE



VISION-BASED NAVIGATION FOR GPS-DENIED OPERATIONS

WIRELESS RANGE

Up to 3.7 mi / 6 km

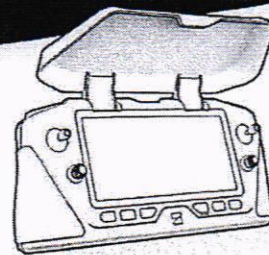
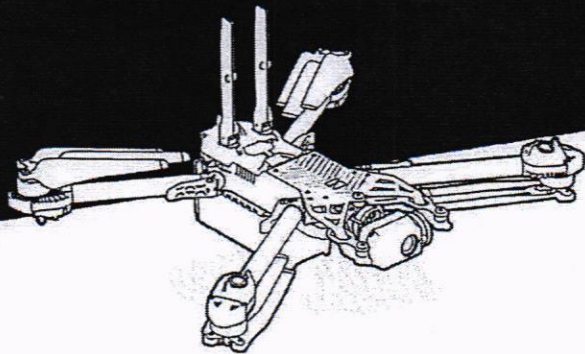
FLIGHT TIME

Up to 35 min

CYBERSECURITY

AES-128 wireless encryption

X2E Color & Controller Specs



AIRCRAFT

DIMENSIONS (UNFOLDED, FLYING)	26.1" X 22.4" X 8.3" (66 x 56 x 20 cm)
DIMENSIONS (FOLDED, NO BATTERY)	11.9" X 5.5" X 3.6" (30 x 15 x 10 cm)
WEIGHT (WITH BATTERY)	1325 g
FLIGHT TIME	Up to 35 minutes
MAX FLIGHT SPEED (SEA LEVEL, NO WIND)	25 mph (40 km/h)
MAX WIND SPEED RESISTANCE	23 mph
MAX SERVICE CEILING (ABOVE SEA LEVEL)	Up to 12,000 ft
OPERATIONAL TEMPERATURE RANGE	-10°C to 43°C

SKYDIO AUTONOMY ENTERPRISE

MAIN PROCESSOR	NVIDIA Tegra X2 SOC
CAMERA CONFIGURATION	6x cameras in trinocular configuration top and bottom
ENVIRONMENT COVERAGE	True 360°
OBSTACLE AVOIDANCE COVERAGE	Omnidirectional
3D WORLD MODEL UPDATE RATE	> 1 million points per second
WORLD MODEL-TD-ACTION UPDATE RATE	500 iterations per second
ONBOARD AI	9 custom deep networks used in flight
USER-SELECTABLE SUBJECTS FOR TRACKING	People and motor vehicles
OBJECT TRACKING AND IDENTIFICATION	Up to 20 simultaneous objects of interest
CALIBRATION	Automated calibration of lens parameters, cameras, wind speed, and air density
ADVANCED AI-PILOT ASSISTANCE	360 Superzoom, Close Proximity, Obstacle Avoidance, Point-of-Interest Orbit, Track-In-Place, Vertical View, Visual Return-to-Home

CONTROLLER

DIMENSIONS	10.75" x 5.25 x 3.0"
WEIGHT	1130 g
APPLICATIONS	Skydio Enterprise App
WIRED LINKS	USB, (via dongle) HDMI
OPERATING FREQUENCIES	5 GHz
MAX RANGE	Up to 6 km (5 GHz)
VIDEO FEED	720p at 30 fps

PRIMARY CAMERA SYSTEM

COLOR SENSOR TYPE	Sony IMX577 1/2.3" 12.3MP CMOS
COLOR LENS FOCAL LENGTH	20 mm (35 mm format equivalent)
COLOR VIDEO RESOLUTION	4K / 60 fps with 16x digital zoom
COLOR VIDEO FORMAT	MPEG-4 (AVC/H.264, HEVC/H.265)
COLOR STILL RESOLUTION	4056x3040 (12 MP)
COLOR DYNAMIC RANGE	13 stops
PITCH CONTROLLABLE RANGE	-110° to +45° (-110° to +90° with AEF)

SYSTEM SECURITY

WIRELESS ENCRYPTION	AES-128
FIRMWARE	Signed and encrypted
CONTROLS	Ability to provision and deprovision devices
INFRASTRUCTURE	Key provisioning burned-in at time of manufacture



Contact enterprise@skydio.com today to learn more about integrating Skydio X2.

Designed and assembled in the USA



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-398242-44734.870KB

Issued: 05/22/2022

Quote Expiration: 06/30/2022

Estimated Contract Start Date: 07/15/2022

Account Number: 320149

Payment Terms: N30

Delivery Method: FedEx - Ground

SHIP TO	BILL TO
Vineland Police Dept - NJ 620 E Plum St Vineland, NJ 08360-3702 USA	Vineland Police Dept - NJ 620 E Plum St Vineland, NJ 08360-3702 USA Email: 0216001670

SALES REPRESENTATIVE	PRIMARY CONTACT
Kevin Boyle Phone: Email: kboyle@axon.com Fax:	Steven Triantos Phone: (856) 691-4111 Email: striantos@vinelandcity.org Fax: (856) 794-1047

Quote Summary

Program Length	60 Months
TOTAL COST	\$75,960.48
ESTIMATED TOTAL W/ TAX	\$75,960.48

Discount Summary

Average Savings Per Year	\$799.58
TOTAL SAVINGS	\$3,997.92

Payment Summary

Date	Subtotal	Tax	Total
Jun 2022 <i>year 1 - fd 2:15 23</i>	\$15,192.10	\$0.00	\$15,192.10
Jun 2023	\$15,192.10	\$0.00	\$15,192.10
Jun 2024	\$15,192.10	\$0.00	\$15,192.10
Jun 2025	\$15,192.10	\$0.00	\$15,192.10
Jun 2026	\$15,192.08	\$0.00	\$15,192.08
Total	\$75,960.48	\$0.00	\$75,960.48

Quote Unbundled Price: \$79,958.40
 Quote List Price: \$79,958.40
 Quote Subtotal: \$75,960.48

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Hardware									
12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	60		\$166.58	\$158.25	\$37,980.24	\$0.00	\$37,980.24
A la Carte Software									
100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
12234	AXON AIR, SKYDIO CONNECT LICENSE	4	60		\$166.58	\$158.25	\$37,980.24	\$0.00	\$37,980.24
Total							\$75,960.48	\$0.00	\$75,960.48

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
A la Carte	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	06/15/2022

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	07/15/2022	07/14/2027
A la Carte	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	07/15/2022	07/14/2027

Payment Details

15/23

Jun 2022						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Year 1	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	\$7,596.05	\$0.00	\$7,596.05
Year 1	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,596.05	\$0.00	\$7,596.05
Total				\$15,192.10	\$0.00	\$15,192.10

Jun 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Year 2	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	\$7,596.05	\$0.00	\$7,596.05
Year 2	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,596.05	\$0.00	\$7,596.05
Total				\$15,192.10	\$0.00	\$15,192.10

Jun 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Year 3	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	\$7,596.05	\$0.00	\$7,596.05
Year 3	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,596.05	\$0.00	\$7,596.05
Total				\$15,192.10	\$0.00	\$15,192.10

Jun 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Year 4	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	\$7,596.05	\$0.00	\$7,596.05
Year 4	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,596.05	\$0.00	\$7,596.05
Total				\$15,192.10	\$0.00	\$15,192.10

Jun 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Year 5	12230	AUTONOMY ENTERPRISE FOR X2E (1-YEAR TERM)	4	\$7,596.04	\$0.00	\$7,596.04
Year 5	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,596.04	\$0.00	\$7,596.04
Total				\$15,192.08	\$0.00	\$15,192.08

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement

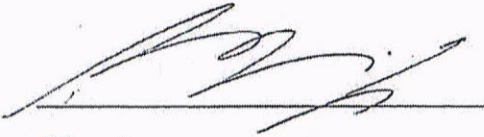
This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.



Signature

6/23/22

Date Signed

6/22/2022



Digitally signed
by Megan Olson
Date: 2022.06.23
12:01:55 -07'00'