



AROOSTOOK COUNTY EMERGENCY MANAGEMENT AGENCY
158 SWEDEN STREET • CARIBOU, MAINE 04736
PH: 207-493-4328 • FX: 207-493-4357

MEMO

DARREN R. WOODS
DIRECTOR
darren@aroostookema.com

DERRICK OUELLETTE
DEPUTY DIRECTOR
derrick@aroostookema.com

KIM CHAMPAGNE
FINANCE & PLANNING
ASSOCIATE
kim@aroostookema.com

BRIAN GOFF
COMMUNITY OUTREACH
PLANNER
brian@aroostookema.com

TO: Ryan Pelletier, County Administrator
FROM: Darren R. Woods, EMA Director
RE: Drone Bid
Date: 1 - 3 - 2025

We received 5 bids on the EMA Drone:

- Unmanned Vehicle Technologies, Arizona - \$ 15,661.99
- Adorama, New York - \$ 19,999.71
- Grace3 Technologies, Pennsylvania - \$ 20,200.00
- Safeware, Maryland - \$ 20,290.92
- Axion Enterprize, Arizona - \$ 24,994.40

I recommend that we accept the bid from Adorama for \$ 19,999.71.

The justification for this is the overall better functionality and options provided with this bid that the county can use to complete its mission with the drone program.

Highlights of the advantages to this drone are better camera zoom (view 7.5 miles away vs 1.2 miles) and Thermal capabilities (up to 3,930 feet away vs 131 feet). Longer flight time with batteries provided. Faster deployment and additional features like IA and autonomy include nighttime flights. The ability to fly via controller or web browser.

The aircraft is also on an open modular platform for included add-ons like the speaker and flood light and future modifications and additions.

This is being purchased with 100% Homeland Security Funding.

**Section 2
BID PROPOSAL FORM
County of Aroostook**

EMA Drone Bid

Lump Sum Bid

amount:\$ \$20,200.00

The undersigned agrees, if the proposal is accepted, that the vehicle is sold as is, where is on the date of sale.

Signed: 
A0A86F77140C439...

Print name: John Henry

Address: 123 S. Broad Street, Suite 1529, Philadelphia, PA 19109

Telephone: (800) 567-1525

Cellular Telephone: (215) 834-3011

Fax: (215) 544-2342

Email: jhenry@grace3technologies.com

Grace3 Technologies, LLC

123 S BROAD ST, STE 1529
 Philadelphia, PA 19109 USA
 +18005671525
 jhenry@grace3technologies.com



QUOTE

ADDRESS

Mr. Darren R. Woods
 County of Aroostook, ME
 158 Sweden Street
 Caribou, ME 04736
 United States

SHIP TO

Mr. Darren R. Woods
 County of Aroostook, ME
 158 Sweden Street
 Caribou, ME 04736
 United States

QUOTE

00437892

DATE

01/02/2025

PART# - MFG PART#	DESCRIPTION	SKU	QTY	RATE	AMOUNT
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.	DR4E1BS2IZ G0000NA	1	15,423.00	15,423.00
Skydio Battery for X10 [Advanced Reservation]	Skydio Battery for X10 [Advanced Reservation]	DR4ACCBAT R	2	369.00	738.00
Skydio Speaker for X10	One (1) speaker attachment that can be carried by the Skydio X10.	DR4ATTSPK	1	320.00	320.00
Skydio Spotlight for X10	One (1) spotlight attachment that can be carried by the Skydio X10.	DR4ATTSP L	1	265.00	265.00
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	DR4ATTSWN AIR	1	2,800.00	2,800.00
Skydio Spare Propellers for X10	One (1) set of spare propellers for Skydio X10. Includes two (2) CW and two (2) CCW propellers	DR4ACCP P	1	129.00	129.00
Skydio Landing Pad	One (1) collapsible landing pad	DR4ACCLP D	1	125.00	125.00
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	DR4ACAD00 ONA	1	300.00	300.00

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. The customer will be invoiced for the SKU(s) upon shipment.

Grace3's sale of the products and services in this quote will be subject to its standard terms and conditions and transacted on an Order Form to be provided by Grace3.

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.

SUBTOTAL	20,100.00
TAX	0.00
SHIPPING	100.00
<hr/>	
TOTAL	\$20,200.00

Accepted By

Accepted Date

REQUEST FOR PROPOSAL
Small Unmanned Aircraft System
COUNTY OF AROOSTOOK

Submitted By: Axon Enterprise, Inc.

Address: 17800 N 85th Street Scottsdale, AZ 85255

Phone: 800.978.2737

Fax: 480.991.0791

ORIGINAL



AXON ENTERPRISE, INC.
17800 NORTH 85TH STREET
SCOTTSDALE, AZ 85255



December 31, 2024

Darren R. Woods
Emergency Management Director
County of Aroostook
158 Sweden Street
Caribou, ME 04736

Subject: Proposal for EMA Drone Bid

DEAR MR. WOODS:

Axon is pleased to submit our proposal to the County of Aroostook for your EMA Drone Bid. In response to your request, we are proud to offer the Skydio X10 drone package, a premier Blue Listed drone system designed to meet and exceed your specified requirements. Our proposal underscores our commitment to providing the highest-quality technology and exceptional service tailored to government use.

The Skydio X10 is a cutting-edge drone system, renowned for its durability, reliability, and advanced capabilities, making it an ideal choice for the County of Aroostook's emergency management needs. Our package includes all specified components and services to ensure your operational requirements are met with precision and efficiency.

As a trusted dealer of Skydio drones, we are dedicated to providing unparalleled customer service, from pre-sales consultation to post-delivery support. We are confident that the Skydio X10 will serve as a valuable asset for your emergency management operations.

Enclosed, please find our bid proposal. Should you have any questions or require further clarification, please do not hesitate to contact Sales Executive Kevin MacKenzie at 617.963.1932 or at kmackenzie@axon.com.

Thank you for the opportunity to present this proposal. Axon looks forward to supporting the County of Aroostook's emergency management efforts and to being your trusted partner in advanced drone technology.

Sincerely,

A handwritten signature in blue ink, appearing to read "R. Driscoll, Jr.", written in a cursive style.

Robert E. Driscoll, Jr.
Deputy General Counsel

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Our acceptance of this engagement is subject to completion of a formal agreement between both parties documenting the purchased products and services. Upon acceptance, the actual terms of our engagement will be documented in a separate writing to be signed by you and us. The information provided in this proposal is intended for informational purposes only and may not be copied, used, or modified, in whole or in part, for any purpose other than evaluation or as otherwise stated in the solicitation documents without Axon's written approval. All information and stats in this proposal are current as of January 1, 2024, unless otherwise noted.



BID FORM

Below, please find Axon's completed bid form.

**Section 2
BID PROPOSAL FORM
County of Aroostook**

EMA Drone Bid

Lump Sum Bid amount: \$ 24,994.40 _____

The undersigned agrees, if the proposal is accepted, that the vehicle is sold as is, where is on the date of sale.

Signed: Robert E. Driscoll, Jr. _____

Print name: Robert E. Driscoll, Jr. _____

Address: 17800 N. 85th Street Scottsdale, AZ 85255 _____

Telephone: 800.978.2737 _____

Cellular Telephone: N/A _____

Fax: 480.991.0791 _____

Email: contracts@axon.com _____



AXON GENERATED QUOTE



BUDGETARY QUOTE

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

Issued: 12/18/2024
Quote Expiration: 12/31/2024

Account Number: 114974
Deal Type: New Deal

Customer Details

CUSTOMER SHIP TO

Aroostook County Sheriff's Office - ME
25 School St.
Houlton, ME, 04730-2074
USA

CUSTOMER BILL TO

Aroostook County Sheriff's Office - ME
25 School St.
Houlton, ME, 04730-2074
USA

SALES REPRESENTATIVE

William Batherson
(617) 648-8576
wbatherson@axon.com

PRIMARY CONTACT

Forrest Dudley
207-551-8867
forrest.dudley@aroostook.me.us

Quote Summary

Deal Type	New Deal	Estimated Total Cost	\$24,994.40
Program Length	60 months	Estimated Sales Tax	\$0.00
Quote Start Date	12/18/2024	Estimated FAET Tax	\$0.00
Quote End Date	12/17/2029	Est. Total Cost w/ Taxes	\$24,994.40

Cost and Discount Summary

Hardware Cost	\$19,389.40	Quote Unbundled Price	\$24,994.40
Services Cost	\$5,605.00	Quote List Price	\$24,994.40
		Average Savings per year	\$0.00
		Total Savings	\$0.00

Bundle Summary

Bundle Name	SKU	Quantity	Unbundled Price	Net Total
No bundles have been added.				

A la Carte

Product	Category	SKU	Quantity	Net Total
AXON AIR - SKYDIO LANDING PAD		101596	1	\$125.00
AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10		101261	1	\$2,800.00
AXON AIR - SKYDIO X10 BLENDED TRAINING		101172	1	\$5,605.00
AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z		101235	1	\$16,464.40

Billing Schedule

Time Period	Final Price without Tax	Tax	Final Price with Tax
Year 1	\$4,998.88	\$0.00	\$4,998.88
Year 2	\$4,998.88	\$0.00	\$4,998.88
Year 3	\$4,998.88	\$0.00	\$4,998.88
Year 4	\$4,998.88	\$0.00	\$4,998.88
Year 5	\$4,998.88	\$0.00	\$4,998.88
5 Year Plan	\$24,994.40	\$0.00	\$24,994.40



APPENDIX



AXON'S PROPOSED TERMS

Axon's proposal is contingent upon the acceptance and inclusion of Master Services and Purchasing Agreement, which can be found at www.axon.com/sales-terms-and-conditions, into the definitive terms of any resulting contract. Axon would be happy to negotiate these terms in good faith upon award.



CAPTURE TRUTH
ACCELERATE JUSTICE
PROTECT LIFE

 AXON

**Section 2
BID PROPOSAL FORM
County of Aroostook**

EMA Drone Bid

Lump Sum Bid amount: \$ 15,661.99

The undersigned agrees, if the proposal is accepted, that the vehicle is sold as is, where is on the date of sale.

Signed: *Kyle Naliborski*

Print name: Kyle Naliborski

Address: 1722 N. College Avenue, Suite D, Fayetteville, AR 72703

Telephone: 479-595-8010

Cellular Telephone: _____

Fax: _____

Email: sales@uvt.us



AROOSTOOK
COUNTY
MAINE

Parrot ANAFI GOV





ABOUT US

Unmanned Vehicle Technologies is owned and operated by former firefighters, dispatchers and police officers. We are experts in Unmanned Aircraft Systems for Public Safety, Geospatial Imaging, and Industrial applications. We serve as one of the largest drone dealers in North America. We offer the latest in drone hardware and software solutions through sales and leasing. We also back it up with our unwavering dedication to customer service and support.

Our team consists of multiple seasoned pilots who are Part 107 Certified by the FAA and are FEMA ICS Certified. We are experienced professionals who take pride in helping public safety departments, as well as, enterprise customers safely launch their UAS programs.

We are one of the only full-service companies to provide every element of a turn key UAS program to a public safety department or industrial company.

- Consulting – Policy and Licensing through the FAA
- Pilot Training – Hands on at your facility or interactive remote learning
- Hardware/Software – Multiple manufacture-direct dealer
- Post-Sale Service – 24/7/365 Proline Support Program available

Bottomline, we help integrate state of the art technology into day-to-day operations, as well as, the policies to support departmental UAS missions. We also assist departments construct their standard operating guidelines while they navigate the FAA and NAS guidelines to ensure all policies and regulations are adhered to. Thus allowing them to focus on their core missions.



UVT

Unmanned Vehicle Technologies, LLC
1722 N College Avenue, Suite D
Fayetteville, AR 72703

Invoicing Address:

Aroostook County Emergency Management
158 Sweden Street
Caribou ME 04736
United States

Shipping Address:

Aroostook County Emergency Management, Derrick Ouellette
158 Sweden Street
Caribou ME 04736
United States
☎ +1 207-493-4328

Aroostook County Emergency Management, Derrick
Ouellette
158 Sweden Street
Caribou ME 04736
United States

Quotation # S0220297

Quotation Date:

12/16/2024

Expiration:

03/16/2025

Salesperson:

Kyle Naliborski

DESCRIPTION	QUANTITY	UNIT PRICE	DISC. %	TAXES	AMOUNT
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Thank you for choosing UVT!



UVT

Unmanned Vehicle Technologies, LLC
 1722 N College Avenue, Suite D
 Fayetteville, AR 72703

<p>[107-104-1002] Parrot ANAFI USA GOV</p> <p>ANAFI USA is part of the Defense Innovation Unit's (DIU) Blue sUAS program that developed trusted vendors and systems for US Government Agencies and the US Department of Defense. This combo of the ANAFI USA GOV is NDAA and TAA compliant and includes the Parrot Skycontroller USA along with three flight batteries and a multi-charger.</p> <p>ANAFI USA can be flight-ready in 55 seconds with zero no-fly zone limitations and is capable of observing subjects through its visual camera array from up to 1.2 miles away and up to 131 feet away through its FLIR thermal camera.</p> <p>Includes:</p> <ul style="list-style-type: none"> 1x ANAFI USA Drone 3x Smart Batteries (3x32 minutes) 1x Skycontroller USA With an 8-inch Display 1x Multi-port Fast USB Charger 1x Skycontroller USA Charger 1x Additional Set of Propeller Blades 3x USB-A/USB-C Cables 1x USB-C/USB-C Cable 1x Hard Case 1x Sunvisor 1x Neck Strap 	<p>1.000 Units</p>	<p>14,000.00</p>	<p>0.00</p>	<p>\$ 14,000.00</p>
<p>[107-105-1001] Parrot ANAFI USA Smart Battery</p> <p>This is the battery needed to power the Parrot ANAFI USA drone. This is a 3-cell (3S) LiPo battery with a maximum capacity of 3400 mAh that provides up to 32 minutes of flight time. This battery is not compatible with the Parrot ANAFI, ANAFI Work, or ANAFI Thermal.</p>	<p>1.000 Units</p>	<p>399.00</p>	<p>0.00</p>	<p>\$ 399.00</p>
<p>[107-105-1002] Parrot ANAFI USA Propellers</p> <p>These are direct factory replacements of the propellers for the ANAFI USA drone. These propellers are sold as a set including two clockwise (CW) and two counterclockwise (CCW) propellers.</p>	<p>2.000 Units</p>	<p>99.00</p>	<p>0.00</p>	<p>\$ 198.00</p>

Thank you for choosing UVT!



UVT

Unmanned Vehicle Technologies, LLC
1722 N College Avenue, Suite D
Fayetteville, AR 72703

<p>[122-101-1006] Parrot ANAFI USA PRCS Elite Colorado Drone Chargers™ (CDC) designs and manufactures the most rugged, dependable, and highest speed drone charging systems on the market. The ANAFI USA PRCS Elite charger is built to last and is designed to charge more batteries in less time. The ANAFI USA PRCS Elite system charges up to four flight batteries and one remote controller simultaneously in record time. With four batteries connected at ~20% current charge the ANAFI USA PRCS Elite will recharge all four batteries in approximately 60 minutes.</p>	1.000 Units	995.00	0.00		\$ 995.00
<p>[100-130-1003] UVT ProCare Drone Launch Pad 3ft A custom, weighted launch pad to protect your drone from any debris at the landing zone during takeoff and landing. Includes a convenient carry bag.</p>	1.000 Units	69.99	0.00		\$ 69.99
UVT ProLine Services					
<p>[SRV-PL-104] UVT ProLine Pre-Flight Service Our ProLine Pre-Flight Service ensures you receive a turnkey system on day one. This service includes the activation of the hardware and any included service plans (ex. DJI Care Enterprise) and the updating and testing of all critical flight components. All ProLine services are performed in-house by our factory-trained technicians.</p>	1.000 Units	499.00	100.00		\$ 0.00
<p>[SRV-PLS-103] UVT ProLine Support Premium UVT ProLine Support offers you direct access to our technical and operational support teams. With ProLine Support Premium, this access is provided 24x7x365 to ensure you always have the support you need.</p>	1.000 Units	1,999.00	100.00		\$ 0.00
<p>UPS Ground Free Shipping</p>	1.000 Units	0.00	0.00		\$ 0.00
					Subtotal \$ 0.00

Total \$ 15,661.99

The completion of this transaction via payment, Purchase Order, or electronic signature indicates your acceptance of our Terms & Conditions, available online at www.uvt.us/terms.

The contents of this document are confidential and proprietary and are intended only for the recipient specified herein. It is strictly forbidden to share the contents of this document with any third party, without receiving the prior written consent of UVT.

Payment terms: Net 30

Thank you for choosing UVT!

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

Go to www.irs.gov/FormW9 for instructions and the latest information.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Unmanned Vehicle Technologies, LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC C Corporation S Corporation Partnership Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ S

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
 Exempt payee code (if any) _____
 Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
1722 N College Avenue, Suite D

6 City, state, and ZIP code
Fayetteville, AR, 72703

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

				-					
--	--	--	--	---	--	--	--	--	--

OR

Employer identification number


4	6	-	5	4	6	6	3	4	2
---	---	---	---	---	---	---	---	---	---

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person 

Date ▶ 1/2/2024

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.



UVT

UVT Customer References

Updated 01/01/2022

Founded in 2014, UVT has had the privilege of supporting some of North American's largest governments, electric cooperatives, energy companies, and corporations. Below are just a select few of our valued customers from various industries.

Captain Mark Swagerty
Pulaski County, AR Sheriff's Office
mswagerty@pcso.org
(501) 539-3806

Detective Jake House
North Little Rock, AR Police Department
jacob.house@nlrpolice.org

Detective Robert Nelson
Springdale, AR Police Department
rnelson@springdalear.gov
(479) 263-4232

Sgt. Tom Raymond
Kent County, MI Sheriff's Office
tom.raymond@kentcountymi.gov
(616) 293-1730

Assistant Chief David Kivett
Lewisville, NC Fire Department
davidk@lewisvillefire.com
(336) 817-9985

Battalion Chief Chris Susi
Greensboro, NC Fire Department
chris.susi@greensboro-nc.gov
(336) 412-3902

Parrot ANAFI USA GOV

\$14,000.00



A Drone Designed for Government Agencies

Manufactured in the U.S.

ANAFI USA offers the same high-end security, durability and imaging capabilities as Parrot's Short-Range Reconnaissance (SRR) drone designed for the US Army. ANAFI USA's data encryption and privacy features are compliant with the European Union's General Data Protection Regulation (GDPR), delivering best-in-class privacy and security for sensitive missions.

Stabilized X32 Zoom Thermal Imagery | 4K Visual Excellence

When firefighters arrive on the scene of a fire, the most important need is to view hot spots while also being able to assess the entire visual scene. ANAFI USA's gimbal and advanced optics were designed with this challenge in mind. The 32x zoom is designed around two 21-megapixel cameras, allowing operators to see details clearly from up to 5 km (3.1 mi) away.

The zoom image is coupled (blended) with images from ANAFI USA's FLIR camera. This enables operators to detect hot spots with the thermal camera, while the visual camera allows them to view people and other important details from up to 2 km (1.2 mi) away.

In the example image below, the drone is flying over solar panels at an altitude of 40 m (44 yds). With ANAFI USA's powerful zoom, the pilot can detect centimetric hot spots on the solar panels.

Ensuring excellent image stabilization on 32x zoom images with a light drone (500 g/1.1 lbs) is a particularly delicate technological achievement. Parrot accomplished this feat by coupling the stabilization of the gimbal with full 3-axis digital stabilization via image processing.

Easy to Operate

For first responders and the most demanding professional users, rapid drone deployment is a necessity during missions. ANAFI USA is operational in less than 55 seconds: it takes less than 55 seconds to unfold the drone, turn it on, establish the secure radio link and take off.

ANAFI USA works indoors without GPS, allowing operators to take off inside a house, pilot the drone through a window to fly outside, and then come back.

ANAFI USA can also launch from the palm of the hand like a paper plane, further expanding its ease of use.

With no built-in limitations for no-fly zones, ANAFI USA gives first responders the freedom to fly responsibly at a moment's notice and wherever their missions may take them.

ANAFI USA is the quietest drone in its class, with a sound level of just 79 dB when it is at 50cm off the ground.

It uses a standard USB-C type charger for hassle-free convenience.

Weighing in at just 500 g (1.1lb) the compact ANAFI USA folds easily for maximum portability. Despite its compact design, ANAFI USA boasts a 32-minute flight time – also best in class for a drone of its size.

Trusted and Secure – ANAFI USA Puts Security First for Professional Users

Photos and videos are encrypted on its SD card, using an AES-XTS algorithm with a 512-bit key length. ANAFI USA's Secure Digital (SD) card encryption feature ensures that saved data cannot be read if the drone or SD card is lost or stolen. Once encrypted, data can only be read with the decryption key.

ANAFI USA also includes a secure WPA2 Wi-Fi connection. WPA2 provides authentication and encryption of the link between the remote controller and ANAFI USA.

Signed firmware prevents any malicious modification of the drone software.

Parrot uses trusted standards and open protocols (such as Wi-Fi, WPA2, RTP/RTSP, H.264, and GUTMA) to ensure the utmost interoperability and security for all recorded data.

Users can choose to share data by opting in via the FreeFlight 6 app. No data is shared by default without the consent of the user. After opting-in to the feature, flight data and logs are stored on secure servers in Europe in addition to local copies of the data on the drone. The drone's features are fully compliant with the European Union General Data Protection Regulation (GDPR).

New Flight Features

ANAFI USA's advanced flight features are designed to meet the unique needs of enterprise drone users. Powered by Parrot's acclaimed FreeFlight 6 piloting software, pilots have multiple easy-to-use flight options. ANAFI USA's flight routes can be set by coordinates in assisted framing or executed autonomously.

The ability to create a flight plan with pre-set automatic flights and target-tracking make it easy for the entire team to carry out missions.

Featuring an editable "Return to Home" (RTH) feature, the drone allows users to program a specified "home" location for easy mission wrap-up. This RTH feature automatically occurs when the drone disconnects or is running low on battery to help protect your organization's investment.

ANAFI USA captures the precise GPS coordinates of the drone and the point of interest, offering detailed location information to help operation leaders on the ground quickly locate targets such as missing persons or hazardous materials.

Software Ecosystem

Compatible with the industry-leading mapping software **Pix4Dreact**, ANAFI USA allows first responders to quickly transform images into precise 2D maps on a laptop.

Through its open-source SDK and use of industry-standard protocols, ANAFI USA supports a growing ecosystem of professional applications and services, such as **Survae** (smart searching and visualization platform connecting video, images, and sensor data to interactive maps and timelines), **DroneLogbook** (compliance and fleet management), **Kittyhawk** (compliance and security for enterprise UAS fleet and airspace management.), **DroneSense** (comprehensive drone management platform enabling public safety organizations to build, manage, and scale their unmanned aircraft programs), **Planck AeroSystems** (autonomous landing on a moving vehicle), and **Skyward, A Verizon company** (aviation management platform, including airspace, LAANC access, as well as training, hardware, and connectivity for enterprise drone fleet deployments).

Other partners are working hard to join the ecosystem in the coming months, making ANAFI USA a reference platform for professional use.

An EO/IR System for Day & Night Enhanced Situational Awareness

- A CMOS 1/2 . 4" sensor and EO (electro – optical) tele – camera for a x32 stabilized zoom and stealth observation capabilities
- A FLIR Boson® 320 longwave infrared (LWIR) thermal camera: 320x256 resolution, 50° HFOV, temperature range – 10° to +150°C
- A CMOS 1/2 . 4" sensor and EO wide camera for visible spectrum short range reconnaissance
- Records visible and thermal photos and videos (video quality: 1280x720p in thermal spectrum / up to 4K HDR in visible spectrum)
- Replay, edit and analyze thermal media from the drone on the device, without downloading
- Hybrid 3 – axis stabilization (2 – axis mechanical stabilization and 3 – axis digital stabilization)
- Gimbal tilt range from – 140° (beyond nadir) to +110° (over zenith)

Trusted and Secure – Made in USA, Encryption Ready

Designed for the US Army, the drone is manufactured in Massachusetts, USA

- Full AES 512 bits media and disk encryption, for complete data protection in case of loss or theft
- WPA2 connection authentication and encryption
- Users keep full control over their data
- Anonymous flight data stored in secured European servers (if shared by user)

A Rugged and Compact, All-mission Platform

IP53 Certified to Fly in Rain and Dust, Ultra-portable, Takes off in Seconds

- IP53 certified (5 against solids: dust protected / 3 against liquids: sprayed water and rain protected)
- Flies in winds up to 14,7 m/s
- Each battery flies ANAFI USA 32 min
- Takes as little as 2h to charge
- Deployed and stored in under a minute

Durable, Reliable and Accurate

Part of the Robust Freeflight 6 Ecosystem, Complete with Mission-specific Features

- Powered by FreeFlight 6, ANAFI's acclaimed piloting software
- Fly by coordinates in assisted framing or full autonomous flights: define points of interest (POI), waypoints (WP) and landing points with their satellite navigation coordinates (GPS, GLONASS, GALILEO)
- Visual tracking empowered by proprietary deep neural network and machine learning AI
- Direct onscreen reading of scene coordinates
- Drag and drop an RTH point on the map
- Interfaces easily with Pix4Dcapture & Pix4Dreact (fast offline 2D mapping) solutions

Pack Contents

- 1 ANAFI USA drone
- 3 smart batteries (3×32 minutes)
- 1 Skycontroller USA with its 8-inch display
- 1 multi-port fast USB charger
- 1 Skycontroller USA charger
- 1 additional set of propeller blades
- 3 USB-A/USB-C cables
- 1 USB-C/USB-C cable
- 1 hard case
- 1 sunvisor
- 1 neck strap

Section 2
BID PROPOSAL FORM
County of Aroostook

EMA Drone Bid

Lump Sum Bid amount: \$ 20,290.92

The undersigned agrees, if the proposal is accepted, that the vehicle is sold as is, where is on the date of sale.

Signed: Jessica Faulkner

Print name: Jessica Faulkner

Address: 4403 Forbes Blvd. Lanham, MD 20706

Telephone: 301-683-1234

Cellular Telephone: 203-919-5043 - Robert Hamilton (Sales Manager)

Fax: 301-683-1200

Email: rhamilton@safewareinc.com



QUOTATION

Safeware, Inc.
 4403 Forbes Blvd.
 Lanham, MD 20706-4328
 USA
 301-683-1234
 www.safewareinc.com

Order Number	
10195377	
Order Date	Page
12/19/2024 09:54:04	1 of 2

Quote Expires On: 01/16/2025

Contract No: OPEN MARKET

Bill To: Customer ID: 134749
 Aroostook County Emergency Management
 North Lakes Fire & Rescue
 158 Sweden Street
 Caribou, ME 04736

 207-493-4328

Ship To:
 Aroostook County Emergency Management
 North Lakes Fire & Rescue
 158 Sweden Street
 Caribou, ME 04736

Requested By: Darren R. Woods

<i>PO Number</i>	<i>Taker</i>	<i>Email</i>
BID Skydio	Kathy Barboza	kbarboza@safewareinc.com
<i>Freight Terms</i>	<i>Phone</i>	<i>Fax</i>
Freight Paid	301-683-1212	
<i>Sales Representative</i>		
Robert Hamilton		

<i>Quantities</i>					<i>Item ID</i>	<i>Pricing</i>	<i>Unit</i>	<i>Extended</i>
<i>Ordered</i>	<i>Allocated</i>	<i>Remaining</i>	<i>UOM</i>	<i>Unit Size</i>	<i>Item Description</i>	<i>UOM</i>	<i>Price</i>	<i>Price</i>
1.00	0.00	1.00	KT		SKY DR4E1BS2IZG0000NA	KT	15,639.70	15,639.70
				1.0	Skydio X10 Starter Kt, 1 Batt IR VT300-Z Incl Skydio X10 2.4/5 GHz, 5G/LTE vehicle, 2.4/5 GHz, 5G/LTE Enterprise Controller, VT300-Z Sensor Package, pro case, 2x wall adapters, propellers, 2x 256 GB micro SD cards, one battery, dual charger, subscription to Skydio Autonomy Drone Software <i>Ordered As:</i> DR4E1BS2IZG0000NA			
2.00	0.00	2.00	EA		SKY DR4ACCBATR	EA	366.97	733.93
				1.0	Skydio Battery for X10 [Adv Reservation] One (1) battery for Skydio X10 when available. Reserved with 100% deposit. <i>Ordered As:</i> DR4ACCBATR			
1.00	0.00	1.00	EA		SKY DR4ATTSPKM	EA	318.24	318.24
				1.0	Skydio Speaker/Mic, X10 Skydio X10 attachment			
1.00	0.00	1.00	EA		SKY DR4ATTSPTL	EA	263.54	263.54
				1.0	Skydio Spotlight, X10 Skydio X10 attachment <i>Ordered As:</i> DR4ATTSPTL			



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 Lanham, MD 20706-4328
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Order Number	
10195377	
Order Date	Page
12/19/2024 09:54:04	2 of 2

Quote Expires On: 01/16/2025
 Contract No: OPEN MARKET

Quantities					Item ID Item Description	Pricing UOM Unit Size	Unit Price	Extended Price
Ordered	Allocated	Remaining	UOM Unit Size	Disp.				
1.00	0.00	1.00	EA		SKY DR4ATTSWNAIR	EA	2,784.56	2,784.56
				1.0	Skydio NightSense w/ IR Attachment, 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.			
<i>Ordered As:</i> DR4ATTSWNAIR								
1.00	0.00	1.00	EA		SKY DR4ACCPRP	EA	128.29	128.29
				1.0	Skydio Spare Propellers, X10 Skydio X10 spare set of propellers, Includes: 2x CW & 2x CCW propellers			
<i>Ordered As:</i> DR4ACCPRP								
1.00	0.00	1.00	EA		SKY DR4ACCLPAD	EA	124.31	124.31
				1.0	Skydio Landing Pad One (1) collapsible landing pad.			
1.00	0.00	1.00	YR		SKY DR4ACAD000NA	YR	298.35	298.35
				12.0	Skydio Academy Online, All Access Access to all Skydio Academy online training, Includes web-based access for 1 user to Drone Training, Software Training, Skydio Certifications, Content Updates, Recorded Webinars, and Reporting. Subscription Term Minimum: 12 Months, Maximum: 60 months			

*****Ask me about the leasing and financing options that Safeware offers!*****

Sales Representative : rhamilton@safewareinc.com

Total Lines: 8

SUB-TOTAL: 20,290.92
TAX: 0.00
AMOUNT DUE: 20,290.92
Actual freight added per freight terms

Section 2
BID PROPOSAL FORM
County of Aroostook

EMA Drone Bid

Lump Sum Bid amount: \$ 19999.71

The undersigned agrees, if the proposal is accepted, that the vehicle is sold as is, where is on the date of sale.

Signed: Caroline Brzuszek-Egan

Print name: Caroline Brzuszek-Egan

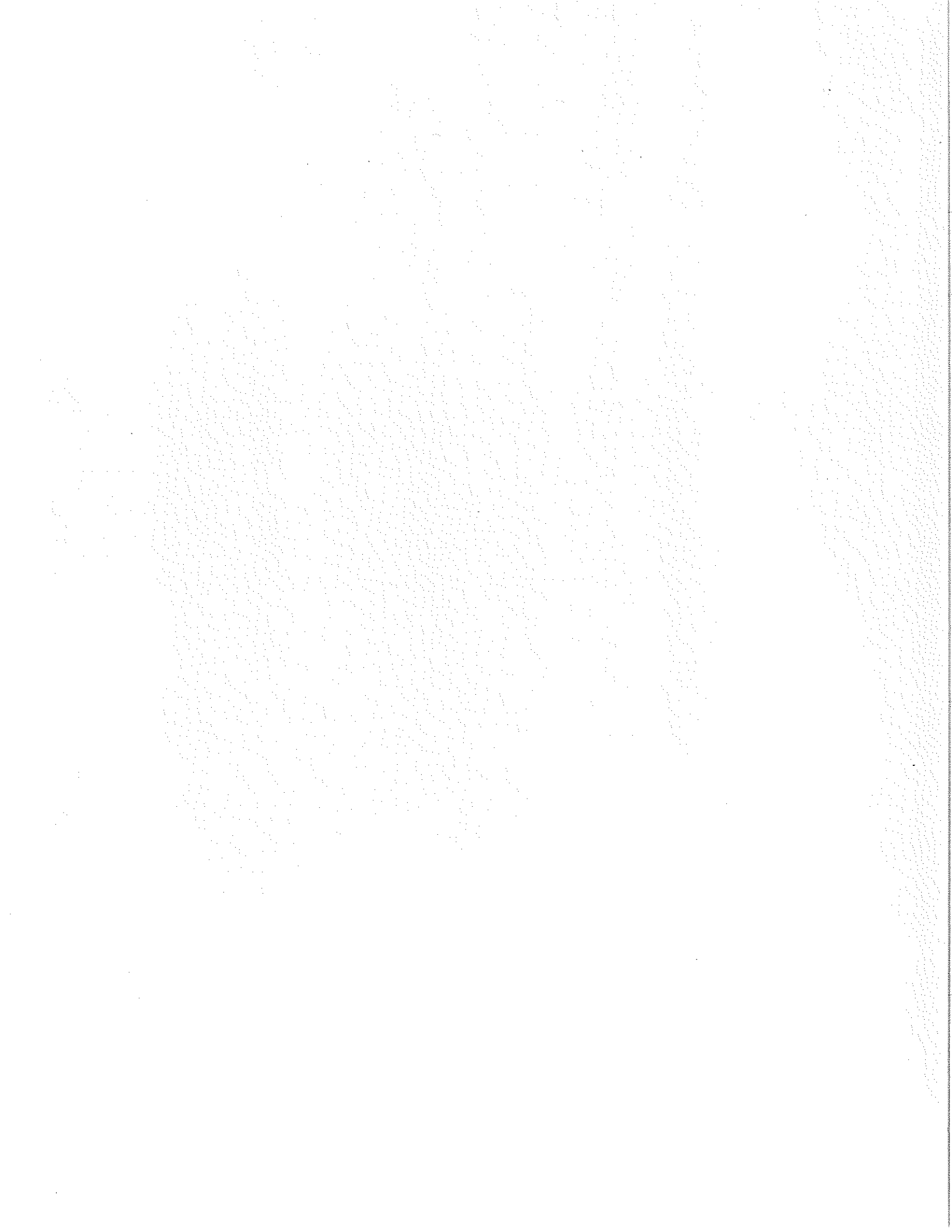
Address: 42 West 18th Street New York, NY, 10011

Telephone: 212-741-0401

Cellular Telephone: n/a

Fax: n/a

Email: carolineb@adorama.com



Adorama

42 West 18th Street
New York, NY 10011
800-223-2500
adorama.com
info@adorama.com



QUOTE

2509441

12/31/2024

BILLING ADDRESS:

AROOSTOOK COUNTY EMA
Attn: JOHN GIBSON
158 SWEDEN ST
CARIBOU, ME 04736 USA
(207) 493-4328

SHIPPING ADDRESS:

AROOSTOOK COUNTY EMA
Attn: JOHN GIBSON
158 SWEDEN ST
CARIBOU, ME 04736 USA
(207) 493-4328

Customer No: 15643207
Customer PO: RFQ-13063463
Terms:

SKU#	Item	Qty	Price	Total
SKYDR4E1BS2N	SKYDIO X10 STARTER KIT	1	15,411.87	15,411.87
Mfg Item#: DR4E1BS2IZG0000NA				
SKYDR4ACBATR	SKYDIO BATTERY FOR X10 (ADV RES)	2	369.00	738.00
Mfg Item#: DR4ACCBATR				
SKYDR4ATSPKM	SKY SPEAKER/MIC X10	1	313.60	313.60
Mfg Item#: DR4ATSPKM				
SKYDR4ATSPTL	SKY SPOTLIGHT X10	1	259.70	259.70
Mfg Item#: DR4ATSPTL				
SKYDR4ATTWNA	SKYDIO NIGHTSENSE W/ IR ATT FOR X10	1	2,744.00	2,744.00
Mfg Item#: DR4ATTSWNAIR				
SKYDR4ACPRP	SKY SPARE PROPELLERS X10	1	122.55	122.55
Mfg Item#: DR4ACPRP				
SKYDR4ACCLPD	SKYDIO COLLAPSIBLE LANDING PAD	1	115.99	115.99
Mfg Item#: DR4ACCLPAD				
SKYDR4ACAD	SKY ACADEMY ALL ACCESS	1	294.00	294.00
Mfg Item#: DR4ACAD000NA				

Sub Total: 19999.71
Shipping: .00
Tax: .00
Quote Total: 19999.71

Thank you for being a repeat Customer.
This quote was prepared by your sales representative,
Matthew Gee.

To place order or for any help, call Matthew Gee
at (800) 223-2500 x 2122 or email at matthewg@adorama.com

Any item/s showing as "back-order"?
An item listed as "back-order" is on order with the supplier and is temporarily out of stock. These items will ship soon. Most backordered items ship within 10 business days. We never charge additional shipping as a result of a back-order. Please feel free to contact us for additional info at www.adorama.com/email.

Note: Please be prudent when throwing away packaging material. It is possible to miss some contents. Checking off contents against the packing list is always a good idea. If something is indeed missing please make a claim within 5 days to be compliant with our policies.

We want to buy your used photo equipment:
In the last year alone, Adorama spent millions buying 35mm, medium / large-format, scopes, video and digital equipment. Our satisfied customers happily cashed in or traded their equipment and enjoyed our above market value payout. Adorama pays top dollar for individual items, rare pieces, collections and estates. For more information, call 1-800-223-2500 or visit us at www.adorama.com/sell and use our online quoting system.

No Hassle Return Policy:
We want you to be completely happy with your purchase from Adorama. Please see the general Return/Exchange guidelines and policy posted on our website at www.adorama.com/policy.

Adorama Access
Ask about Adorama Access.
Affordable technical support subscription plans that help you set up and get the most out of your equipment.
Online: www.adorama.com/Access
or speak to your account manager.

LOOKING FOR CASH? WE'VE GOT IT
We pay top dollar for your used photo & video equipment
To find out the value of your equipment
online by phone bring it
adorama.com/sell 800-223-2500 42 W 18 St NYC

Ship Via: UPS Ground Delivery

Salesman 1577 - MatthG

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Adorama

42 West 18th Street
New York, NY 10011 800-223-2500
adorama.com
info@adorama.com



QUOTE

2509441

12/31/2024

BILLING ADDRESS:
 AROOSTOOK COUNTY EMA
 At: JOHN GIBSON
 158 SWEDEN ST
 CARIBOU, ME 04736 USA
 (207) 493-4328

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SKU#	Item	Qty	Price	Total
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Adorama Access
 Ask about Adorama Access.
 Affordable technical support subscription plans that help you set up and get the most out of your equipment.
 Online: www.adorama.com/Access
 or speak to your account manager.



We pay top dollar for your used photo & video equipment
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 online adorama.com/sell
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 bring it 42 W 18 St NYC

Ship Via: UPS Ground Delivery

Salesman 1577 - MatthG

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