

Skydio 3D Scan™



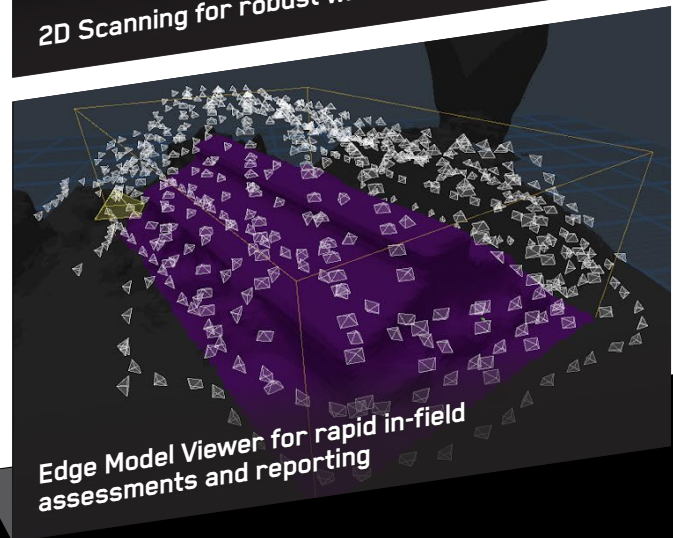
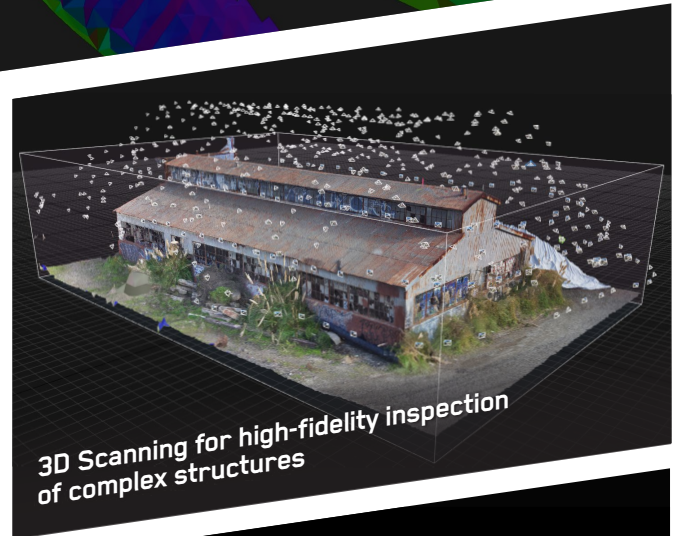
A new era of mapping, structure inspection, and scene reconstruction

Skydio 3D Scan™ is first-of-its-kind adaptive scanning software built on top of Skydio Autonomy, the autonomous flight engine behind every Skydio drone. 3D Scan builds a model of the scene, allowing the drone to automate the data capture process needed to generate 3D models with comprehensive coverage and ultra-high resolution. That means crews can perform higher quality inspections in less time and with minimal pilot training.

Never trade off quality for safety again. Legacy 3D modeling based on manual drones requires pilots to fly far from their inspection subjects to avoid collisions, while trying to guarantee sufficient data capture using rudimentary waypoint flights or simply guess-as-you-go manual flight. The result is an inefficient and high-risk process for even the most skilled pilots, lengthier photogrammetry processing times, and ultimately lesser model quality.

Seamlessly improving existing photogrammetry workflows

The precise, visually geotagged imagery generated by 3D Scan can be exported to any mainstream photogrammetry software (including, but not limited to, DroneDeploy, Pix4D, Bentley ContextCapture and Reality Capture), and will generate higher-quality, higher-resolution models without the mountains of extra data required by traditional capture methods.



DATA CAPTURE

up to
75% faster*

REINSPECT RATE

up to
30% reduced*

HARDWARE COST

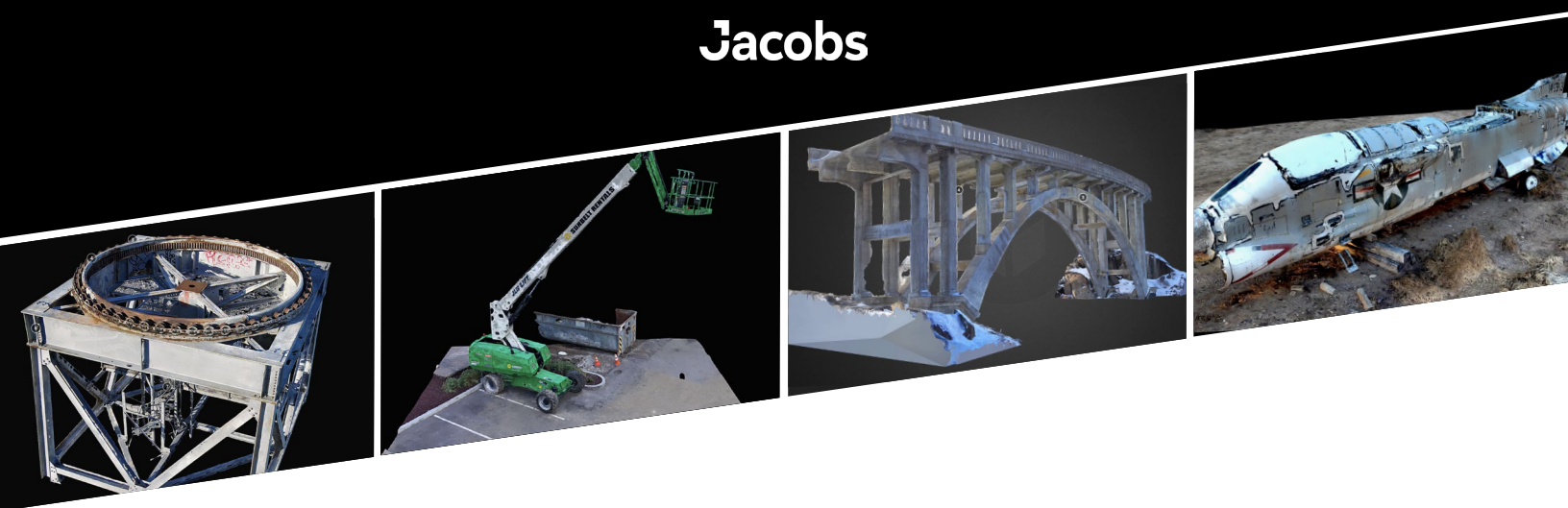
up to
50% lower*

*Based on observed beta customer results

"3D Scan is going to save us so much time on image capture for 3D reconstructions, while adding safety for our teams and assets. The software knows how to capture the right data efficiently, and we can view the coverage map in the field, to make sure that we get all the data we need the first time around."

- JARVIS WORTON, JACOBS ENGINEERING

Jacobs



Generate higher-quality scans with less ramp-up time, flight hassle, and risk, with a suite of features designed for maximum usability, precision, and control.

3D SCAN FEATURES

ADAPTIVE MAPPING

Groundbreaking airborne data capture engine built on top of Skydio Autonomy to iteratively build a global map of complex surfaces using contour-hugging motion planning software. Reduces the need for pilots to plan photogrammetry capture flights by hand or settle for rudimentary automation.

2D CAPTURE

Drone will fly a planar lawnmower pattern with full obstacle avoidance while capturing cross-hatched photos to generate 2D orthomosaics. User can define the scan without reliance on GPS, LTE connection, or base maps.

3D CAPTURE

Drone will navigate autonomously through a user-defined scan volume, ensuring comprehensive capture of imagery to capture every surface at a predefined resolution and overlap. It enables complex scans, even in GPS-denied environments such as indoors and below overhangs, without requiring any prior knowledge about the structure.

VISUAL GEOFENCING

Operator can specify operating bounds by constraining the drone to the user-defined scan volume. Delivers higher precision than GPS-based methods by using boundaries that adapt to the scan volume, and helps reduce ground risk, e.g. crowded areas, bridges, highways, or in a tactical BVLOS waiver area.

EDGE MODEL VIEWER

Edge-computing solution that allows the operator to view a simplified 3D model of a scanned scene on a web app served directly from the drone to their laptop or mobile device in the field. Allows the operator to validate that they have full coverage of the scene, and use a spatial index to perform an in-field inspection.

DATA EXPORT

Operator can export scan photos, with full metadata from the drone's SD card for use in 3rd party photogrammetry software.

MULTI-BATTERY SCANS

Drone visually relocalizes with computer vision to pick up a scan where it left off, even without GPS. This saves flight time and prevents the collection of redundant data from multiple disconnected scans that can slow 3D reconstruction.



Contact enterprise@skydio.com today to learn more about integrating Skydio 3D Scan.

Designed and assembled in the USA



Third Amendment to the Master Services and Purchasing Agreement

This Third Amendment (“**Amendment**”) is between Axon Enterprise, Inc. (f/k/a Taser International, Inc.), a Delaware corporation (“**Axon**”), and the San Mateo Police Department (“**Agency**”). This Amendment is effective as of the last signature date on this Amendment (“**Effective Date**”). Axon and Agency are each a “**Party**” and collectively “**Parties**”. To the extent this Third Amendment contains terms and conditions that differ from those contained in the Agreement or the First Amendment, this Third Amendment shall control. The Parties agree that a concept or principle covered in this Third Amendment shall apply and be incorporated into all other provisions of the Agreement in which the concept or principle is also applicable, notwithstanding the absence of any specific cross-reference thereto. All capitalized and defined terms referenced, but not defined, in this Third Amendment shall have the meanings assigned to them in the Agreement.

Axon and Agency are parties a Master Services and Purchasing Agreement with an effective date of June 1, 2020 (“**Agreement**”).

The Parties wish to incorporate further changes into the Agreement in order to expand the scope of offered products.

The Parties therefore agree as follows:

1. The attached documents are hereby incorporated into the Agreement:
 - a. Skydio Software End User License Agreement
 - b. Quote Q-552549
2. All other terms and conditions of the Agreement shall remain unchanged and in full force and effect.

Each representative identified below declares that the representative is authorized to execute this Amendment as of the date of signature.

Axon Enterprise, Inc.

DocuSigned by:
Robert Driscoll
 Signature: _____
55DAEBB131A4424...

Name: Robert Driscoll

Title: Deputy General Counsel

Date: 9/30/2024 | 1:21 PM MST

Agency

Signed by:
Ed Barberini
 Signature: _____
C81DEFB705A404...

Name: Ed Barberini

Title: Chief of Police

Date: 10/23/2024 | 12:28 PM MST



Third Amendment to the Master Services and Purchasing Agreement

Skydio Software End User License Agreement

This Skydio Software End User License Agreement (“EULA”) sets forth your license rights and obligations with respect to Software provided by Skydio Inc. (“Skydio” or “we” or “us”). These terms constitute a legally binding agreement between you, the individual or entity who acquired a license to the Skydio software (“Customer” or “you”) and Skydio. You must accept this EULA as a condition to downloading, installing, or using Software. If you do not accept this EULA, do not download, install, or use Software.

Your entitlement to licenses under this EULA may be evidenced in an Order Form, a confirmation, an invoice, or other proof of entitlement issued to you by Skydio or its authorized Reseller, including during an online purchase process (each of the foregoing, a “Proof of Entitlement” and together with any related agreement that is signed by both you and Skydio, the “Purchase Agreement”). Any capitalized terms shall have the meaning prescribed to them under this EULA, as applicable.

Software as provided to you may include features or functionality that you may not use unless you purchase an additional, optional license to such features and functionality. If you are a business entity and you purchased a license to Software from a third party (“Reseller”), this EULA governs your use of the Software, and any terms in your agreement with the Reseller that are inconsistent or contravene the terms of this EULA shall not apply. You acknowledge and agree that Reseller may only grant rights, and must pass through conditions, consistent with this EULA, and that any license rights given to you pursuant to Customer’s separate agreement with the Reseller that are greater than the license rights in this EULA shall not apply.

1. Definitions.

1.1 “Account” means an online account with Skydio, which Customer’s designated personnel can use to manage and, in some cases, procure Products and Services, including Capacity, on behalf of Customer.

1.2 “Advanced Software” means optional capabilities, functions, or other features of the Onboard Software that may be specified and identified as such in an Order Form. Skydio’s characterization of capabilities, functions, or other features as Advanced Software shall be dispositive. Notwithstanding any other provision herein, a software feature that is locked or otherwise disabled unless and until an Advanced Software Package is purchased for such software feature shall be deemed Advanced Software. Advanced Software does not include Mobile Apps.



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1.3 “Advanced Software Package” means an optional, additional-charge license right, specified in an Order Form, pursuant to which Skydio shall unlock Advanced Software to permit Customer to use specific aspects of Advanced Software (and in some cases the Hardware that it controls).

1.4 “Authorized Devices” means: (a) mobile devices that Customer owns or is authorized to use, and (b) controllers purchased by Customer from Skydio, which in each case (a) and (b) are used by Customer to operate Hardware.

1.5 “Authorized Territory” means the jurisdiction expressly designated as an authorized territory in an Order Form. If no jurisdiction is expressly designated, then the Authorized Territory is Australia, Canada, Japan, New Zealand, and the United States.

1.6 “Base Software” means capabilities, functions or other features of the Onboard Software that are both: (a) standard capabilities, functions, or other features available and activated on Skydio Hardware, and (b) available for use without purchase of an Advanced Software Package. Base Software may be specified and identified as a standard feature or set of features in an Order Form. Any capability, function, or feature that is not Base Software shall be deemed Advanced Software.

1.7 “Capacity” means consumable entitlements with respect to: (a) data storage or throughput available with particular SaaS Services, (b) the number of drones with which particular SaaS Services may be used; or (c) the quantity and kind of certain operations that can be performed using Products or Services, as specified in an Order Form or Product Guide.

1.8 “Confidential Information” means all nonpublic information disclosed by a party to the other party, whether orally or in writing, that is designated as “confidential” or that, given the nature of the information or circumstance surrounding its disclosure, should reasonably be understood to be confidential. Skydio’s Confidential Information includes nonpublic information relating to Skydio’s or its partners’ products or services, technology, customers, business plans, promotional or marketing activities, and financial information, third party information that Skydio is obligated to keep confidential, and the nature and content of any discussions or negotiations between the parties. Notwithstanding the foregoing, Confidential Information does not include any information that: (a) is or becomes generally known to the public without breach of any confidentiality obligation, (b) was known to the receiving party prior to its disclosure by the disclosing party without breach of any confidentiality obligation, (c) is received from a third party free from, and without breach of, any confidentiality obligation



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or (d) was independently developed by the receiving party without reference to disclosing party's Confidential Information.

1.9 "Customer" includes any entity that is owned, operated, or controlled by Customer (each, a "Customer Affiliate").

1.10 "Enterprise Terms and Conditions of Sale" means the terms and conditions of sale applicable to enterprise orders available at <https://www.skydio.com/legal>.

1.11 "Error" means a critical error in one of the Products or Services that causes it to be inoperable.

1.12 "Federal Customer" means a Customer that is or represents any division of the United States Government, and any Customer in a transaction where any division of the United States Government is the ultimate end-user of a Skydio Product or Service.

1.13 "Fees" means the fees paid by Customer for Hardware, Advanced Software Packages, or Services specified in an Order Form.

1.14 "Hardware" means drones and other unmanned aircraft, controllers, accessories, and related hardware that Customer purchases from Skydio or its distributors or resellers.

1.15 "License Term" means, with respect to an Advanced Software Package, the term of that Advanced Software Package, including (if applicable) the initial specified term and any renewal terms.

1.16 "Mobile Apps" are software applications (in executable form only), made available by Skydio and intended for use on a mobile device (including any Updates).

1.17 "Onboard Software" means software, in executable format only, embedded into or otherwise pre-installed on Hardware as supplied by Skydio, and any Updates thereto, whether or not embedded in read only memory. Onboard Software includes Base Software and Advanced Software.

1.18 "Order Form" means a written ordering document, physically or electronically signed by both Customer and Skydio, which specifies Hardware, Services, Advanced Software Packages, Capacity, and other Software licenses purchased by Customer. Notwithstanding the foregoing, the details of any order submitted by you via (and strictly in accordance with) any online order functionality provided by Skydio at its website will, when such order is accepted by Skydio, constitute an Order Form.



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- 1.19** “Privacy Policy” means Skydio’s privacy policy located at <https://www.skydio.com/legal>, which may be amended from time to time at Skydio’s sole discretion.
- 1.20** “Products” means Hardware and Software.
- 1.21** “Product Guide” means, with respect to a particular Product, (i) the product description set forth in the applicable Order Form and any associated documentation; and (ii) the Skydio Guidelines.
- 1.22** “Professional Services” means consulting and other professional services provided by Skydio under this Agreement, as specified in an Order Form.
- 1.23** “Purchase Price” means the price paid by Customer for Hardware on an applicable Order Form.
- 1.24** “SaaS Services” means software provided as a service rendered by Skydio under this Agreement on a subscription basis, as specified in an Order Form.
- 1.25** “Services” means SaaS Services, Professional Services, Support Services, or Training Services, as applicable.
- 1.26** “Skydio Guidelines” includes published Product materials, the applicable Safety and Operating Guide (<https://www.skydio.com/safety>), technical specifications, user manuals, maintenance guidelines, in-app notifications, and support communications provided by Skydio from time to time.
- 1.27** “Skydio Return Policy” means the Return Policy available at <https://www.skydio.com/legal>. The Skydio Return Policy is not applicable to Orders placed under the Enterprise Terms and Conditions of Sale.
- 1.28** “Software” means Onboard Software and Mobile Apps.
- 1.29** “State Customer” means a Customer that is a state or local governmental entity or division located within the United States of America, and any Customer where the ultimate end-user is a state or local governmental entity or division located within the United States of America.
- 1.30** “Subscription Term” means, with respect to a particular Subscription, the term of that Subscription, including the initial specified term and any renewal terms.
- 1.31** “Subscription” means a limited-time, renewable entitlement for Customer to receive one or more Services, as specified in an Order Form.
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1.32 “Support Services” means the support services provided by Skydio under this Agreement, as specified in an Order Form.

1.33 “Support Term” means (a) for Base Software, the duration of any the Limited Warranty applicable to the Hardware on which such Base Software is originally installed but in no case to exceed three (3) years; (b) for each Advanced Software Package, the applicable License Term, except that if the License Term is perpetual, the Support Term will be as stated on the Order Form (or one (1) year if no term is specified on the Order Form); (c) for each Subscription, the Subscription Term; and (d) for Skydio Care, the term stated on the Order Form.

1.34 “Training Services” means in-person or remote training product related training services provided by Skydio under this Agreement, as specified in an Order Form.

1.35 “Updates” means any upgrades, updates, maintenance releases, bug fixes or modified versions of Software that Skydio may release from time to time.

2 2. License. Skydio licenses Software, whether pre-installed, downloaded, installed, or otherwise provided in connection with any Products, to Customer and Customer’s authorized end users solely under the terms of this EULA. Software is not sold even if for convenience Skydio refers to words such as “sale” or “purchase” in this EULA or any agreement which incorporates this EULA. The features and functionality of the Advanced Software unlocked by a particular Advanced Software Package are set forth in the applicable Order Form and/or Product Guide, as applicable. Subject to and in accordance with the terms, conditions, limitations, and restrictions of this EULA and the applicable Order Form, and further conditioned upon Customer’s payment of all applicable Fees, Skydio grants to Customer within the Authorized Territory:

2.1 a limited, perpetual, non-exclusive, non-transferable (except as set forth in Section 6) right and license to execute and use the Base Software solely on Hardware;

2.2 a limited, perpetual, non-exclusive, non-transferable right and license to download, install, execute, and use Mobile Apps on Authorized Devices solely to operate Hardware in accordance with this EULA;

2.3 if Customer purchases an Advanced Software Package for the use of an Advanced Software, as specified in a Proof of Entitlement, a limited, non-exclusive, non-transferable right and license, during the License Term of the Advanced Software Package, to use the Advanced Software on Hardware that



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Customer purchases from Skydio solely to operate the in accordance with this EULA ("Advanced Software License"); and

2.4 a limited, non-exclusive, non-transferable right and license to install, solely on Hardware, any Updates to the Onboard Software, if and when provided by Skydio, subject to the terms and conditions in this EULA applicable to such Updates.

3. Additional Terms.

3.1 Unless otherwise specified in the applicable Proof of Entitlement, the Advanced Software License is granted on a per-unit basis and it may only be exercised with respect to the specific units of Hardware identified on the applicable Proof of Entitlement or, if the Proof of Entitlement does not specify such units, then with respect to no more than the total number of Hardware units authorized on the Proof of Entitlement, or if such total number of units is not specified on the Proof of Entitlement, then only with respect to one (1) single Hardware unit ("Authorized Units"). CUSTOMER ACKNOWLEDGES AND AGREES THAT ADVANCED SOFTWARE IS LICENSED SEPARATELY AND THAT NO IMPLIED LICENSE TO SUCH ADVANCED SOFTWARE ARISES FROM CUSTOMER'S PURCHASE OF HARDWARE.

3.2 Subject to subpart c of this Section, when an Advanced Software License is provisioned on a specific Authorized Unit (by unlocking, activating, accessing, or using the Advanced Software on that Authorized Unit), such Advanced Software License, or any rights thereof, cannot be transferred to a different unit of Hardware, except that if Skydio replaces an Authorized Unit pursuant to a warranty claim, then Skydio will transfer, to the replacement Authorized Unit, the Advanced Software License of the inoperable unit that is being replaced for the remaining duration of the original License Term.

3.3 Notwithstanding the provisions of subpart b of this Section, Customer may transfer the Advanced Software License (and the entitlement thereunder to use Advanced Software) from an Authorized Unit to an alternate unit of Hardware (which thereafter will be deemed an Authorized Unit) so long as: (i) the alternate unit of Hardware is owned by Customer; (ii) the original Authorized Unit and the alternate unit of Hardware are both within the same Hardware Class; (iii) the License Term of the Advanced Software License is for a limited, non-perpetual license term; (iv) upon the transfer, all rights under the Advanced Software License terminate with respect to the original Authorized Unit; and (v) Customer may not further transfer the license from the alternate unit to yet another unit until forty five (45) days have elapsed. The total number of Authorized Units under the Advanced Software License and the length of the applicable License



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Term are not increased as a result of such transfer. Skydio's classification and grouping of its various Hardware into groups of Hardware ("Hardware Classes" and each a "Hardware Class") that share similarities based on features, price and other parameters shall be dispositive.

3.4 The license rights granted hereunder are limited to Hardware that is both owned by Customer and used solely for Customer's internal business purposes. Upon sale, lease, or other disposition of a unit of Hardware to a third-party, all license rights hereunder with respect to that unit of Hardware terminate except as provided in the "Transferability" clause of this EULA.

3.5 You warrant that you and your employees or other persons using Software on your behalf will comply with the applicable Skydio Terms of Use ("TOU") with respect to Services, Software and any Hardware controlled using Software. The TOU is provided in the Purchase Agreement or, if not so provided, available at www.skydio.com/legal. A breach of the Purchase Agreement or TOU constitutes a breach of this EULA.

4 **4. Limitations and Restrictions.** Customer will not do (and will not permit others to do) any of the following, which are excluded from the scope of any license granted in this EULA: (a) license, sublicense, sell, resell, rent, lease, transfer (except as provided in the "Transferability" clause below), or distribute Software, or provide access to it as a service for others, or otherwise make it available for access by third parties; (b) create derivative works based on, or otherwise modify Software; (c) install, execute or otherwise use or reproduce Onboard Software on any device other than the Hardware on which Skydio originally installed the Onboard Software; (d) install Software on any type of device not approved by Skydio; (e) install, execute or otherwise use or reproduce Software (1) other than as expressly permitted by, this EULA and the Purchase Agreement, or (2) otherwise in excess of parameters, limitations, and restrictions specified in an applicable Proof of Entitlement or Product Guide; (f) use the Software (including to control Hardware) in a manner that would violate the TOU; or (g) unlock, activate, access or use Advanced Software on any device other than as permitted under an Advanced Software Package purchased by Customer. If Customer is not a State Customer or Federal Customer, then Customer hereby agrees to indemnify and hold harmless Skydio against any damages, losses, liabilities, settlements, and expenses (including without limitation costs and attorneys' fees) in connection with any claim or action that arises from an alleged violation of this Section.



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5. Transferability. Subject to the terms and conditions of this EULA, Customer may transfer Base Software, including any relevant Base Software license rights, only on a permanent basis and as part of the sale or transfer of a unit of Hardware on which Base Software is installed; provided, however, that Customer retains no copies of any version of On Board Software installed on such unit of Hardware and the transferee agrees to the terms of this EULA. Customer may not rent or lease Hardware on which Base Software is installed. Customer may not otherwise transfer Software or other Software license rights granted herein to another person or entity without the express written permission of Skydio, except to the minimum extent such transfer is permitted under applicable law notwithstanding this restriction.

6. Updates. The terms and conditions of this EULA shall apply to all Updates. Updates are solely provided on a “when-and-if-available” basis and as made generally available by Skydio to its customers. An Update is deemed part of the underlying Software that it modifies or to which otherwise pertains. The provision of an Update does not grant to Customer any license right apart from the license that customer has previously acquired for the underlying Software to which the Update pertains, and Customer may not install or use any Update unless that license is in effect and then only in accordance with that license. Customer shall promptly install any Updates that Skydio designates as required for the continued safe operation of Hardware or any Advanced Software. Without limiting the foregoing, Customer may not install or use any Update to Advanced Software unless Customer has purchased and paid for a license to such Advanced Software.

7. Third Party Software and Open Source Software. Software may include third party software, and open source software (“OSS”), and such software is provided under separate license terms.

7.1 To the extent the licenses for any OSS require Skydio to make available to Customer the corresponding source code included in Software, Customer may obtain a copy of the applicable OSS source code by sending a written request to legal@skydio.com. The OSS license terms shall take precedence over this EULA to the extent that this EULA imposes greater restrictions on Customer than the applicable OSS license terms. Customer acknowledges receipt of notices for the Open Source Components for the initial delivery of Software.

7.2 Customer’s use of third-party software or applications, or Customer’s integration of such software or applications with Software, (collectively, “Third-



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Party Applications”), may result in Customer data or information being transferred to a third party. Skydio is not responsible for, and Customer agrees to hold Skydio harmless, for any data or information transferred to third parties in connection with your use of Third-Party Applications.

8. Term and Termination. This EULA will remain in effect until terminated as provided in this Section or in the Purchase Agreement.

8.1 License Term. Unless otherwise specified on the Order Form, the License Term of any procured Advanced Software Package begins thirty (30) days after Skydio’s acceptance of the applicable Order Form (the “Start Date”). When Skydio provisions the procured Advanced Software Package earlier than the Start Date, the License Term shall automatically extend to include the period between Skydio’s provisioning of such Advanced Software Package and the Start Date. Each License Term and Support Term shall initially continue for the period specified in the applicable Order Form or (in the case of a Support Term) this Agreement, or if no such period is specified, then for one (1) year. Upon termination or expiration of this EULA for any reason, all license rights hereunder terminate, and Customer shall immediately stop using any Software and if practicable must permanently erase or return to Skydio all copies of Software and associated documentation in its possession or control.

8.2 Termination Rights. Customer may terminate this EULA for convenience by giving written notice to Skydio. Skydio may terminate this EULA immediately upon notice to Customer if Customer breaches its obligations or for convenience by giving written notice to Customer if at the time there are no licenses in effect under this EULA. Each Advanced Software Package purchased hereunder will have its own License Term, which will be specified in Customer’s Proof of Entitlement. Customer’s rights under an Advanced Software Package terminate upon termination or expiration of the applicable License Term and thereafter Customer may not use the Advanced Software licensed under the Advanced Software Package.

8.3 Effect of Termination. Upon termination or expiration of this EULA for any reason, all license rights hereunder terminate, and Customer shall immediately stop using any Software and if practicable must permanently erase or return to Skydio all copies of Software and associated documentation in its possession or control. Any section of this EULA which by its nature should survive the termination of this EULA in order to fulfill the purposes of the broader Agreement shall survive. The Software is programmed with technological controls that communicate with Skydio and that permit Skydio to deactivate software if Customer’s license to use such Software expires, terminates, or is



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suspended in accordance with this EULA. IF A LICENSE TO SOFTWARE HAS EXPIRED, BEEN TERMINATED, OR HAS BEEN SUSPENDED, OR IF SOFTWARE IS USED IN VIOLATION OF THIS EULA, THEN SKYDIO MAY DEACTIVATE THE SOFTWARE AND CUSTOMER MAY THEREAFTER BE UNABLE TO USE SOFTWARE AND HARDWARE WHICH SOFTWARE CONTROLS. SKYDIO SHALL REACTIVATE SOFTWARE PROMPTLY IF AND WHEN THE SUBJECT LICENSE IS REINSTATED.

9 9. Commercial Item. Software and associated documentation are “commercial items” as defined at FAR 2.101 comprised of “commercial computer software” and “commercial computer software documentation” as those terms are used in FAR 12.212 and DFARS 227.7202. Federal Customers shall acquire its licenses to the Software and associated Documentation with only those rights set forth in this EULA.

10 10. Additional Terms Applicable to Mobile Apps. This Section does not apply to Skydio X2D or any other product designated by Skydio as “Offline”.

10.1 Push Notifications. Customer may permit the Mobile App to send Customer push notifications, including alerts, sounds, and icon badges. Notifications can be configured in the settings for Customer’s device. Customer’s personal information may be used to provide Customer with push notifications. All information collected or used in connection with push notifications is subject to Skydio’s Privacy Policy.

10.2 Data Collection and Privacy. The Mobile App may collect information about Customer’s use of the Mobile App, including the Hardware you use and control from within the Mobile App, and personal data and information about your location. In addition, the Mobile App collects information you provide directly or through automated means, including geolocation data (if you choose to share it), device and OS identification, and feature usage. By using the Mobile App, you consent to Skydio using and processing this information for the purposes specified in Skydio’s Privacy Policy. Any information you provide to your device’s operating system provider such as Apple or Google (“OS Provider”) will be subject to that provider’s applicable privacy notice.

10.3 Third Party Sites or Content. The Mobile App may contain links to other third-party sites or provide features or content that are not owned or controlled by Skydio or your OS Provider, such as maps content. Use of such third-party sites, features or content is subject to the then-current version of the privacy policies and terms and conditions of such third parties. Skydio and your OS Provider have no control over and assume no responsibility for any actions or



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omissions of such third parties. If you decide to access any of the third-party sites, features, or content available through the Mobile App, you do so entirely at your own risk, and you are subject to the policies of those third parties where applicable. By using this Application, you expressly relieve Skydio and your OS Provider from any and all liability arising from your use of any third-party site, features, or content accessed from this Mobile App. For any customer questions or inquiries, please contact our support team at <https://support.skydio.com/hc/en-us/requests/new>.

10.4 Additional Terms Applicable To Google Android-Based Devices. If you are using an Android-based device, in the event of any conflict between this EULA and the Google Play Developer Distribution Agreement, the latter shall supersede this EULA.

10.5 ADDITIONAL TERMS APPLICABLE TO APPLE iOS-BASED DEVICES. The following additional terms and conditions apply to you on your use of the Mobile App on an iOS-based device. In the event of any conflict between these additional terms and the rest of the EULA, these additional terms shall control. For the purposes of this EULA, “Apple” means Apple, Inc., a California corporation with its principal place of business at One Infinite Loop, Cupertino, California 95014, U.S.A., and “App Store” means an electronic store and its storefronts branded and owned and/or controlled by Apple or an affiliate of Apple. To the extent that the usage rules for the Mobile App set forth in Apple’s App Store Terms of Service are more restrictive, such usage rules shall apply.

11 (a) This is an agreement between you and Skydio, and not with Apple. Apple is not responsible for this Mobile App and the content thereof.

12 (b) Skydio grants you the right to use this Mobile App only on an iOS product that you own or control and as permitted by the Usage Rules set forth in the App Store Terms of Service. The license granted is non-transferable.

13 (c) Apple has no obligation whatsoever to furnish any maintenance and support services with respect to this Mobile App.

14 (d) In the event of any failure of this Mobile App to conform to any applicable warranty, you may notify Apple, and Apple will refund the purchase price, if applicable, for this Application to you, and to the maximum extent permitted by applicable law, Apple will have no other warranty obligation whatsoever with respect to this Mobile App.

15 (e) Apple is not responsible for addressing any claims by you or any third-party relating to this Mobile App or your possession and/or use



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of this Mobile App, including but not limited to: (i) product liability claims; (ii) any claim that the Mobile App fails to conform to any applicable legal or regulatory requirement; and (ii) claims arising under consumer protection or similar legislation.

16 (f) Apple is not responsible for the investigation, defense, settlement, and discharge of any third-party intellectual property infringement claim.

17 (g) You must comply with any applicable third-party terms of agreement when using this Mobile App, if any.

18 (h) Apple and Apple's subsidiaries are third-party beneficiaries of this EULA, and upon your acceptance, Apple as a third-party beneficiary thereof will have the right (and will be deemed to have accepted the right) to enforce this EULA against you.

10.6 Mapbox Terms. The Mobile App uses features and content provided by Mapbox, such as maps and locations on a map. Use of any such Mapbox features and content is subject to the then-current version of Mapbox's terms and privacy policy, which can be found at <https://www.mapbox.com/legal/tos/>, including the Mapbox Government Terms of Service, which can be found at <https://www.mapbox.com/legal/usg-tos>, and you hereby agree to comply with such terms. You can opt-out of location telemetry reporting pursuant to such terms.

19 11. Additional Terms Applicable to Drones Without Remote Identification Capacity. This section pertains to drones that do not have remote identification capability ("RID OFF drones"). The use of RID OFF drones within the airspace of the United States requires an exemption from the Federal Aviation Administration (the "FAA"). The Customer shall be solely responsible for acquiring such exemptions from the FAA and other regulatory bodies prior to undertaking any operations within the airspace of the United States.

11.1 For RID OFF drones designed and produced as unmanned aircraft of the United States Government under 14 C.F.R. 89.501(c)(2), you hereby represent, warrant and covenant that:

20 (a) You will not cause or allow the operation of the RID OFF drones, other than as an unmanned aircraft of the United States Government, unless otherwise allowed by the FAA or permitted under the laws and regulations of the applicable jurisdiction where you seek to operate the RID OFF drones;



Third Amendment to the Master Services and Purchasing Agreement

21 (b) The limitation provided in EULA section 11(a)(i) applies whether operated by you or by a subsequent owner, lessee, licensee, operator, user, or any other person or entity; and

22 (c) You shall be solely responsible for operation of the RID OFF drones in a manner consistent with the operator requirements of 14 C.F.R. part 89.

11.2 For RID OFF drones delivered by Skydio or its resellers for use outside the airspace of the United States, you represent, warrant and covenant that the RID OFF drones will not be operated within the airspace of the United States, and that it is your responsibility to comply with all applicable laws, rules and regulations.

11.3 You agree that you are solely responsible for determining (a) whether your drone is an RID OFF drone and (b) whether your operation of the RID OFF drone is in compliance with all applicable laws and regulations.

11.4 SKYDIO DOES NOT PROVIDE ANY REPRESENTATIONS OR OTHER ASSURANCES, AND EXPRESSLY DISCLAIMS ANY AND ALL LIABILITY, IN CONNECTION WITH THE OPERATION OF THE RID OFF DRONES, INCLUDING WITH RESPECT TO COMPLIANCE WITH ANY OF THE REQUIREMENTS OR RESTRICTIONS OF 14 C.F.R. PART 89 OR UNDER ANY OTHER LAWS OR REGULATIONS OF THE UNITED STATES OR APPLICABLE JURISDICTION WHERE YOU MAY SEEK TO OPERATE THE RID OFF DRONES.

23 12. Amendment. Skydio may amend this EULA effective upon publication to its website or by giving notice to you. Such amendments will not apply to any perpetual license granted prior to amendment but shall apply to any term license upon the next renewal of that term following amendment.

24 13. Indemnification and Limitation of Liability.

13.1 Indemnification by Skydio. Skydio at its expense will defend and settle any claim to the extent alleging that Customer's use of Products or Services, as permitted under this EULA, directly infringes any U.S. patent or U.S. copyright, and will pay any settlement or judgment to the extent based on such allegation, including payment of reasonable attorney fees and other costs of defense.

25 (a) In order to make a claim under this Section, Customer must: (i) promptly notify Skydio in writing of the claim; (ii) grant Skydio sole control of the defense and settlement of the claim; and (iii) provide



Third Amendment to the Master Services and Purchasing Agreement

Skydio, at Customer's expense, with all assistance, information and authority reasonably required for the defense and settlement of the claim.

26 (b) If in Skydio's reasonable judgment a claim appears likely, then Skydio may at its election: (i) modify Products or Services to avoid the claim, including by removing allegedly infringing functionality; or (ii) if modifications to avoid infringement are not feasible without materially impairing the operation of Products or Services, either: (A) terminate any affected Subscription and refund on a pro rata basis Fees (if any) prepaid for same based on the portion of the Subscription Term remaining at the time of such termination; and/or (B) terminate Customer's right to use any affected Products and (solely in the case of Hardware or perpetually-licensed Software) refund an amount equal to the Purchase Price and pre-paid Fees reduced by straight-line amortization over three (3) years from the date of invoice.

27 (c) The remedy in this Section is Skydio's sole obligation and liability and Customer's exclusive remedy relating to any claim or allegation against Customer or others asserting intellectual property infringement or misappropriation. Skydio will have no obligation under this Section to defend or settle any claim to the extent: (i) the alleged infringement is based upon the combination of Products and Services with third-party products, services, or data; (ii) based upon modifications of Products and Services made at the request of Customer or by a party other than Skydio; (iii) misuse of the Products and Services; (iv) Customer's failure to use the most recent version of Software provided by Skydio; or (v) in the case of an assertion of patent infringement, Skydio itself is not directly or indirectly infringing the patent through its sale to Customer of the accused Products and Services.

13.2 LIMITATION OF LIABILITY. NEITHER PARTY NOR ANY OF ITS LICENSORS OR INFORMATION PROVIDERS AND OTHER SUPPLIERS AND THEIR OFFICERS, DIRECTORS, EMPLOYEES, CONSULTANTS, AFFILIATES, AND AGENTS SHALL HAVE ANY LIABILITY TO THE OTHER PARTY OR ANY OTHER PERSON FOR ANY SPECIAL, PUNITIVE, INDIRECT, CONSEQUENTIAL, OR INCIDENTAL DAMAGES OR FOR LOSS OF PROFITS, REVENUE, USE, OR DATA, ARISING FROM OR RELATING TO THIS EULA OR CUSTOMER'S USE OF OR INABILITY TO USE PRODUCTS OR SERVICES, WHETHER IN CONTRACT, IN TORT (INCLUDING NEGLIGENCE), OR ARISING UNDER ANY OTHER LEGAL THEORY, EVEN IF THE FIRST PARTY IS AWARE OF OR HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY SHALL HAVE ANY LIABILITY WHATSOEVER ARISING OUT OF OR RELATING TO THE OTHER



**Third Amendment to the Master
Services and Purchasing Agreement**

PARTY'S USE OF ANY PRODUCTS OR SERVICES UNDER A TRIAL PERIOD OR ON ANY OTHER TRIAL OR EVALUATION BASIS, INCLUDING ANY BETA SERVICES OR FEATURES.

SUBJECT TO THE FOREGOING, BUT EXCLUDING EACH PARTY'S INDEMNITY OBLIGATIONS HEREUNDER, EACH PARTY'S AGGREGATE, CUMULATIVE LIABILITY TO THE OTHER PARTY OR TO ANY THIRD PARTY CLAIMING THROUGH THE OTHER PARTY FOR ANY AND ALL CLAIMS ARISING UNDER OR RELATING TO THIS EULA OR THE OTHER PARTY'S USE OF OR INABILITY TO USE PRODUCTS OR SERVICES, WHETHER IN CONTRACT, IN TORT (INCLUDING NEGLIGENCE), OR ARISING UNDER ANY OTHER LEGAL THEORY, SHALL NOT EXCEED THE GREATER OF: (A) ONE HUNDRED U.S. DOLLARS (\$100.00) OR (B) THE AMOUNTS PAID BY CUSTOMER TO SKYDIO UNDER THIS EULA DURING THE SINGLE TWELVE (12) MONTH PERIOD THAT COMMENCES UPON THE DATE OF THE FIRST EVENT THAT GIVES RISE TO LIABILITY FOR ANY DAMAGES CLAIMED BY EITHER PARTY OR ANY THIRD PARTY CLAIMING THROUGH THAT PARTY. THE EXISTENCE OF MULTIPLE CLAIMS SHALL NOT EXPAND THESE LIMITS. CUSTOMER ACKNOWLEDGES THAT THE FEES CHARGED BY SKYDIO REFLECT THE ALLOCATION OF RISK SET FORTH IN THIS EULA AND THAT SKYDIO WOULD NOT ENTER INTO THIS EULA WITHOUT THESE LIMITATIONS ON ITS LIABILITY. THE FOREGOING LIMITATIONS APPLY, EVEN IF THE REMEDY FAILS OF ITS ESSENTIAL PURPOSE.

14. DISCLAIMER OF WARRANTY. THE SOFTWARE IS PROVIDED "AS IS" AND, TO THE MAXIMUM EXTENT PERMITTED BY APPLICABLE LAW, SKYDIO, ON BEHALF OF ITSELF, ITS AFFILIATES AND SUPPLIERS SPECIFICALLY DISCLAIMS ALL WARRANTIES, WHETHER EXPRESS, IMPLIED, STATUTORY, OR OTHERWISE WITH RESPECT TO THE SOFTWARE, INCLUDING ALL IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, TITLE AND NON-INFRINGEMENT, AND ALL WARRANTIES ARISING FROM COURSE OF DEALING, USAGE OR TRADE PRACTICE. SKYDIO MAKES NO WARRANTY OF ANY KIND THAT THE SOFTWARE, OR ANY PRODUCTS OR RESULTS OF THE USE THEREOF, WILL MEET YOU OR ANY OTHER PERSON'S REQUIREMENTS, OPERATE WITHOUT INTERRUPTION, ACHIEVE ANY INTENDED RESULT, BE COMPATIBLE OR WORK WITH ANY OF YOUR OR ANY THIRD PARTY SOFTWARE, SYSTEM OR OTHER SERVICES, OR BE SECURE, ACCURATE, COMPLETE, FREE OF HARMFUL CODE OR ERROR-FREE, OR THAT ANY ERRORS OR DEFECTS CAN OR WILL BE CORRECTED. IN NO EVENT SHALL SKYDIO, BE LIABLE UNDER ANY LEGAL THEORY, FOR ANY DIRECT, INDIRECT, CONSEQUENTIAL, EXEMPLARY, INCIDENTAL, PUNITIVE, OR SPECIAL DAMAGES OR LOST PROFITS. CUSTOMER ASSUMES ALL RISK FOR



Third Amendment to the Master Services and Purchasing Agreement

ANY DAMAGE OR INJURY THAT MAY RESULT FROM CUSTOMER'S USE OF THE SOFTWARE OR ANY CONTENT MADE AVAILABLE USING THE SOFTWARE. CUSTOMER AGREES THAT CUSTOMER'S USE OF THE SOFTWARE IS AT CUSTOMER'S OWN RISK AND THAT CUSTOMER IS SOLELY RESPONSIBLE FOR ANY PERSONAL INJURY, DEATH, DAMAGE TO PROPERTY OR LOSS OF DATA. ANY USE OF THIRD PARTY SITES OR THIRD PARTY APPLICATIONS OR CONTENT PROVIDED BY ANY SUCH THIRD PARTY IS AT YOUR OWN RISK AND SKYDIO PROVIDES NO WARRANTY OR INDEMNIFICATION RELATED TO SUCH USE OR ACCESS. THIS CLAUSE DOES NOT LIMIT OR DISCLAIM ANY OF THE WARRANTIES SPECIFIED IN FAR 52.212-4(O). IN THE EVENT OF A BREACH OF WARRANTY, THE U.S. GOVERNMENT RESERVES ALL RIGHTS AND REMEDIES UNDER THIS EULA, ANY APPLICABLE GOVERNMENT CONTRACT, THE FEDERAL ACQUISITION REGULATIONS, AND THE CONTRACT DISPUTES ACT, 41 U.S.C. 7101-7109.

28 15. Confidentiality.

15.1 Confidential Information. A party receiving Confidential Information ("Receiving Party") from the other party ("Disclosing Party") will: (a) protect the Disclosing Party's Confidential Information using the same degree of care, and in no event less than reasonable care, that it uses to protect its own Confidential Information, (b) use the Disclosing Party's Confidential Information only for purposes consistent with this EULA, and (c) limit access to Disclosing Party's Confidential Information to its employees, contractors, or agents who are involved in performing this EULA, have a "need to know," and have signed a non-disclosure agreement with terms no less restrictive than those herein. Customer shall treat the terms of this EULA as Confidential Information of Skydio.

15.2 Compelled Disclosure. If the Receiving Party is compelled to disclose by law or order issued by a court of competent jurisdiction, regulatory agency, or other governmental body (each, an "Order") any Confidential Information, the Receiving Party will, if legally permissible, promptly give the Disclosing Party written notice of the Order and reasonable assistance to the Disclosing Party prior to disclosure to provide the Disclosing Party with the opportunity to interpose any and all objections it may have to disclosure of the information required by the Order and seek a protective order or other appropriate relief.

15.3 Governmental Customers. Skydio acknowledges and agrees that State Customers and Federal Customers are subject to applicable public information laws, and that governmental expenditures are generally considered public information and are subject to disclosure to the public.

29 16. General.



Third Amendment to the Master Services and Purchasing Agreement

16.1 Choice of Law and Venue.

30 (a) If you are a non-governmental entity, this EULA will be interpreted under California state law without giving effect to any choice of law principles that would require the application of the laws of a different country or state, and any claim by one of us shall be brought in any state or federal court of competent jurisdiction located in San Francisco, California.

31 (b) If you are a State Customer, your state's law will apply and any claim arising under this EULA may be brought in the state or federal courts located in your state.

32 (c) If you are a Federal Customer, United States federal law will apply and any claim may be brought in any federal court.

33 (d) The United Nations Convention on Contracts for the International Sale of Goods does not apply to this EULA.

16.2 Modification. Any modification to this EULA must be in writing and signed by both parties.

16.3 Export Control. Customer acknowledges that certain of Skydio's Products, Services, or Confidential Information may be subject to US export control laws and regulations, which include, but are not limited to, the Export Administration Regulations. Customer represents that: (a) Customer is and has always been in compliance with all laws administered by the U.S. Department of the Treasury's Office of Foreign Assets Control imposing economic sanctions and trade embargoes ("Economic Sanctions Laws") against designated countries, regimes, entities, and persons (collectively, "Embargoed Party"); and (b) Customer is not an Embargoed Party or otherwise subject to any Economic Sanctions Law. Customer agrees: (c) not to violate any applicable Economic Sanctions Laws during the term of this EULA; and (d) not to, without limitation, disclose, transfer, or export Company's Products, Services, or Confidential Information to an Embargoed Party or other third parties, including foreign persons or entities wherever located, whether or not related to or affiliated with Customer, without first obtaining the appropriate US government authorization if required, and receiving express written consent from Company. If Customer is not a State Customer or Federal Customer, then Customer shall defend, indemnify, and hold harmless Skydio and its suppliers from and against any claim arising from Customer's violation of such laws or regulations.

16.4 Construction. In constructing the terms of this EULA, no presumption shall operate in favor of or against any party because of its counsel's role in



Third Amendment to the Master Services and Purchasing Agreement

drafting the terms and provisions hereof. If the terms of this EULA conflict with the terms of a Purchase Agreement, then the terms of this EULA shall control unless the Purchase Agreement is signed by both parties and expressly controls over a provision of this EULA. This EULA is in the English language and its English language version shall be controlling over any other translation, except as otherwise required by applicable law. The parties to this EULA have expressly required that the present Agreement and its exhibits be drawn up in the English language.

16.5 Force Majeure. No party shall be liable or responsible to the other party, nor be deemed to have defaulted under or breached this EULA, for any reasonable delay in fulfilling or performing any obligation under this EULA (other than the obligation to pay money), when and to the extent such delay is directly caused by epidemics or pandemics, quarantines, acts of God, export bans, sanctions and other government actions, war, terrorism, riot, civil commotion, interference by civil or military authorities, national or international calamity, armed conflict, nuclear, chemical or biological contamination, explosions, collapse of building structures, fires, floods, storms, earthquakes, natural disasters, or extreme adverse weather.

16.6 Notice. Except as otherwise expressly provided herein, all notices shall be in writing and deemed delivered the earlier of: (a) actual receipt; (b) upon delivery by a nationally recognized overnight courier (receipt requested) to the receiving party's address as specified herein or updated by written notice; or (c) when received via electronic communications as evidenced by either party's contemporaneously created computer records. The parties' addresses for notice are set forth above. Either party may change its address of record by giving the other ten (10) days' notice. Notwithstanding the foregoing, Skydio may give notice of prospective changes to its schedule of Fees by reasonably conspicuous display on the user interface for SaaS Services or Customer's Account. Any notices given by Customer to Skydio under this Agreement shall be given in writing and shall be delivered to the following address and/or email:

34 Skydio, Inc.
35 Attention: Legal Dept.
36 3000 Clearview Way,
37 San Mateo, CA 94402
38 legal@skydio.com



Third Amendment to the Master Services and Purchasing Agreement

16.7 Relationship Between the Parties. The parties are independent contractors. Neither party is the agent, partner, employee, fiduciary, or joint venturer of the other party under this EULA. There are no third-party beneficiaries under this EULA.

16.8 Feedback. Customer may provide Skydio with any suggestions, comments, or other feedback regarding Products or Services ("Feedback"). Customer's decision to provide Feedback is entirely voluntary. By providing Feedback, Customer assigns to Skydio all right, title, and interest (including any intellectual property rights) that Customer may have in such Feedback and acknowledges that Skydio may use (or not use) any such Feedback in any manner and for any purpose, without compensation to Customer and without implying or creating any interest on Customer's part in any of Skydio's products or services that may be based on such Feedback.

16.9 Remedies. Except as otherwise provided herein, the parties' rights and remedies under this EULA are cumulative and non-exclusive. No single right or remedy shall be exclusive of any other which is consistent with the former. Customer acknowledges that the Products and Services contain valuable trade secrets and proprietary information of Skydio and its suppliers, that any actual or threatened breach of this EULA by Customer would constitute immediate, irreparable harm for which monetary damages would be an inadequate remedy, and that injunctive relief is an appropriate remedy for such breach.

16.10 Waivers. All waivers must be in writing. Any waiver or failure to enforce any provision of this EULA on one occasion shall not be deemed a waiver of any other provision or of such provision on any other occasion.

16.11 Severability. If any provision of this EULA is held unenforceable by a court, such provision may be changed and interpreted by the court to accomplish the objectives of such provision to the greatest extent possible under applicable law and the remaining provisions shall continue in full force and effect.

16.12 Assignment. Skydio may transfer, assign, or delegate this EULA and Skydio's rights and obligations without notice to Customer (except insofar as notice may be required pursuant to FAR 42.212). Except as otherwise provided herein, Customer may not assign any of its rights or obligations hereunder, whether by operation of law or otherwise, without the prior express written consent of Skydio; provided, however, Customer may assign this EULA in its entirety, together with all rights and obligations hereunder, to any party that is not an Embargoed Party in connection with a merger, acquisition, corporate reorganization, or sale of all or substantially all of its assets related to this EULA, and Customer shall provide Skydio with prior written notice of such assignment.



Third Amendment to the Master Services and Purchasing Agreement

16.13 Entire Agreement. This EULA constitutes the final and entire agreement between the parties regarding the subject of this EULA and supersedes all prior or contemporaneous agreements, understandings, and communications, whether written or oral. For the avoidance of doubt, the parties may during the course of performance repetitively indicate their assent to this EULA, such as by clicking an “Accept” icon on our website; the parties agree that once they have entered into this EULA, such subsequent manifestations of assent shall be treated as an affirmation or amendment of the contract that they have formed under these terms, and not as a series of separate contracts.

Quote – See next page



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

ATTACHMENT B

Q-552549-45560.824MS

Issued: 09/25/2024

➔

Quote Expiration: 10/01/2024

Estimated Contract Start Date: 11/15/2024

Account Number: 105721
Payment Terms: N30
Delivery Method:

SHIP TO	BILL TO
San Mateo Police Dept. - CA 200 Franklin Pkwy San Mateo, CA 94403-1921 USA	San Mateo Police Dept. - CA 200 Franklin Pkwy San Mateo CA 94403-1921 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Tamiko Sianen Phone: +16285027875 Email: tsianen@axon.com Fax:	Anthony Riccardi Phone: (650) 522-7624 Email: ariccardi@cityofsanmateo.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$81,438.40
ESTIMATED TOTAL W/ TAX	\$83,348.90

Discount Summary

Average Savings Per Year	\$0.00
TOTAL SAVINGS	\$0.00

Payment Summary

Date	Subtotal	Tax	Total
Oct 2024	\$32,167.20	\$1,910.50	\$34,077.70
Oct 2025	\$12,317.80	\$0.00	\$12,317.80
Oct 2026	\$12,317.80	\$0.00	\$12,317.80
Oct 2027	\$12,317.80	\$0.00	\$12,317.80
Oct 2028	\$12,317.80	\$0.00	\$12,317.80
Total	\$81,438.40	\$1,910.50	\$83,348.90

Quote Unbundled Price:	\$81,438.40
Quote List Price:	\$81,438.40
Quote Subtotal:	\$81,438.40

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									
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1			\$265.00	\$265.00	\$265.00	\$25.51	\$290.51
101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	1			\$320.00	\$320.00	\$320.00	\$30.80	\$350.80
101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	1			\$2,800.00	\$2,800.00	\$2,800.00	\$269.50	\$3,069.50
101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	1			\$16,464.40	\$16,464.40	\$16,464.40	\$1,584.69	\$18,049.09
A la Carte Software									
100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	60		\$10.75	\$10.75	\$645.00	\$0.00	\$645.00
12234	AXON AIR - SKYDIO CONNECT LICENSE	1	60		\$166.58	\$166.58	\$9,994.80	\$0.00	\$9,994.80
101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	60		\$761.67	\$761.67	\$45,700.20	\$0.00	\$45,700.20
A la Carte Warranties									
101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1			\$5,249.00	\$5,249.00	\$5,249.00	\$0.00	\$5,249.00
Total							\$81,438.40	\$1,910.50	\$83,348.90

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	1	1	10/15/2024
A la Carte	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1	1	10/15/2024
A la Carte	101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	1	1	10/15/2024
A la Carte	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	1	1	10/15/2024

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	11/15/2024	11/14/2029
A la Carte	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	11/15/2024	11/14/2029
A la Carte	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	11/15/2024	11/14/2029
A la Carte	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	11/15/2024	11/14/2029

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1		

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	200 Franklin Pkwy	San Mateo	CA	94403-1921	USA

Payment Details

Oct 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Hardware + PSO	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	1	\$320.00	\$30.80	\$350.80
Upfront Hardware + PSO	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1	\$265.00	\$25.51	\$290.51
Upfront Hardware + PSO	101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	1	\$16,464.40	\$1,584.69	\$18,049.09
Upfront Hardware + PSO	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	1	\$2,800.00	\$269.50	\$3,069.50
Year 1	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	\$0.00	\$0.00	\$0.00
Year 1	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	\$9,140.04	\$0.00	\$9,140.04
Year 1	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	\$129.00	\$0.00	\$129.00
Year 1	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1	\$1,049.80	\$0.00	\$1,049.80
Year 1	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	\$1,998.96	\$0.00	\$1,998.96
Total				\$32,167.20	\$1,910.50	\$34,077.70

Oct 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	\$0.00	\$0.00	\$0.00
Year 2	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	\$9,140.04	\$0.00	\$9,140.04
Year 2	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	\$129.00	\$0.00	\$129.00
Year 2	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1	\$1,049.80	\$0.00	\$1,049.80
Year 2	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	\$1,998.96	\$0.00	\$1,998.96
Total				\$12,317.80	\$0.00	\$12,317.80

Oct 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	\$0.00	\$0.00	\$0.00
Year 3	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	\$9,140.04	\$0.00	\$9,140.04
Year 3	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	\$129.00	\$0.00	\$129.00
Year 3	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1	\$1,049.80	\$0.00	\$1,049.80
Year 3	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	\$1,998.96	\$0.00	\$1,998.96
Total				\$12,317.80	\$0.00	\$12,317.80

Oct 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	\$0.00	\$0.00	\$0.00
Year 4	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	\$9,140.04	\$0.00	\$9,140.04
Year 4	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	\$129.00	\$0.00	\$129.00
Year 4	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1	\$1,049.80	\$0.00	\$1,049.80
Year 4	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	\$1,998.96	\$0.00	\$1,998.96
Total				\$12,317.80	\$0.00	\$12,317.80

Oct 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	1	\$0.00	\$0.00	\$0.00
Year 5	101169	AXON AIR - SKYDIO REMOTE FLIGHT DECK SKYDIO CN 5G EXTEND	1	\$9,140.04	\$0.00	\$9,140.04
Year 5	101223	AXON AIR - SKYDIO X10 CROSSHAIR COORDINATES	1	\$129.00	\$0.00	\$129.00
Year 5	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	1	\$1,049.80	\$0.00	\$1,049.80
Year 5	12234	AXON AIR - SKYDIO CONNECT LICENSE	1	\$1,998.96	\$0.00	\$1,998.96
Total				\$12,317.80	\$0.00	\$12,317.80

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 <https://www.axon.com/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

Date Signed

9/25/2024



Date: Sat, 4 Feb 2023 4:01:17 AM (UTC)
Sent: Sat, 4 Feb 2023 4:01:13 AM (UTC)
Subject: Axon Air support discontinuation - DJI Phantom 3 and DJI Crystal Sky Monitor
From: Axon Air powered by DroneSense <web@dronesense.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;



was introduced in 2017 and DJI has not provided any
firmware updates for the device since 2018.

the Phantom 3 drone and DJI Crystal Sky Monitor

Test backwards compatibility of new software features for the Phantom 3 drone and DJI Crystal Sky Monitor

Provide technical support for the Phantom 3 drone and DJI Crystal Sky Monitor

Here is what to expect moving forward

Axon Air powered by DroneSense customers will be able to continue flying the Phantom 3 and using the
Crystal Sky Monitor in the current version of the mobile apps; however, support will no longer be available in
future releases of the Android and iOS mobile apps

help@dronesense.com

Axon Air powered by DroneSense

2028 E Ben White Blvd #240-4502, Austin, 78741

[Unsubscribe](#) - [Unsubscribe](#) [Preferences](#)

Sent: Thu, 13 Jun 2024 11:13:23 PM (UTC)
Subject: Axon Demo Day
From: Matthew Lethin <MLethin@cityofsanmateo.org >
To: Matthew Lethin <MLethin@cityofsanmateo.org >; Kelly O'Keefe <kokeefe@cityofsanmateo.org >; David Peruzzaro <peruzzar@cityofsanmateo.org >; Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Police - Command Staff <Police-CommandStaff@cityofsanmateo.org >;
CC: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >; Tricia Toomey <ttoomey@cityofsanmateo.org >; Glen Teixeira <teixeira@cityofsanmateo.org >; Paul Pak <pak@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >;
BCC: SMPD Classroom <smpdclassroom@cityofsanmateo.org >;
Location: SMPD Classroom
Start Time: Tue, 18 Jun 2024 6:30:00 PM (UTC)
End Time: Tue, 18 Jun 2024 9:00:00 PM (UTC)
Duration: 150
Timezone: (UTC-08:00) Pacific Time (US & Canada)

Blocking off time for a visit from Axon representatives where they will demo several new (to us) features

- 11:30-12:30 – Executive Level Overview
 - TASER 10 (30 min)
 - DraftOne (30 min)
- 12:30 – Working Lunch – Food provided by Axon
- 12:30-1pm
 - Axon Performance
- 1:00-1:45
 - Future of DFR (Skydio, Axon Air, DeDrone)
- 1:45 – 2:45
 - 3rd Party Video Playback Support
 - Unlimited 3rd Party Storage
 - Channel Services
 - Unlimited AutoTranscribe
 - My90
 - Axon Standards
- 2:45-3:00
 - 2024 Planning & Next Steps
-



CITY OF SAN MATEO

City Hall
330 W. 20th Avenue
San Mateo CA 94403
www.cityofsanmateo.org

Agenda Report

Agenda Number:
{{item.number}}

Section Name: {{section.name}}

Account Number: 10-5141

File ID:
{{item.tracking_number}}

TO: City Council
FROM: Drew Corbett, City Manager
PREPARED BY: Police Department
MEETING DATE: March 20, 2023
SUBJECT:
Axon Air Unmanned Aerial Systems Program - Amendment

RECOMMENDATION:

Approve Amendment No. 2 to the Master Services and Purchasing Agreement with Axon Enterprise, Inc., to provide an unmanned aerial systems program for a five-year term in the amount of \$110,575.95, for a new cumulative agreement total of \$1,676,003.63; adopt a Resolution to approve the use of an alternative purchasing method; and authorize the Chief of Police to execute the amendment in substantially the form presented.

BACKGROUND:

The San Mateo Police Department has utilized unmanned aerial system (UAS) technology since 2020. Often referred to as a drone, a UAS is an aircraft which is controlled remotely from the ground. UAS are used to provide aerial observation to enhance the efficiency and safety of police operations. The uses include, but are not limited to scene documentation, area searches for people and/or evidence, disaster response, tactical operations, and critical incident management.

The Police Department currently owns four (4) UAS devices. Drone technology has improved significantly over the last several years making the use of this equipment an increasingly essential part of law enforcement operations. The Police Department wishes to augment the UAS program, and has identified Axon as providing a comprehensive solution which is the best fit for our agency.

Axon Air is a UAS program built for law enforcement. The system includes automated tracking of pilot, aircraft, flight logs, and live streaming for situational awareness, which increases opportunities for de-escalation. The use of Axon Air will allow for integration with the Police Department's other Axon camera systems. All video evidence recorded will upload to Axon's Evidence.com and can easily be transmitted for discovery purposes. The integration of video storage from Body Worn Cameras, In-Car Cameras, and UAS, provides for a time efficient and cost-effective solution to data storage.

All UAS operations are conducted by personnel who have received the required training and certification. Flights are approved in advance by the UAS Unit Commander and Pilot, who ensures compliance with Department policy as well as FAA flight restrictions. A top concern with any UAS program is privacy. During flight, the remote pilot takes all steps to ensure the camera is focused on the areas necessary to the mission and refrain from the collection of data concerning uninvolved persons or places. The FAA and the SMPD policy have strict rules and regulations as to when, where, how, and why a UAS operation is permitted. The UAS are not equipped with any weapons.

The San Mateo Police Department currently has a multi-year Master Services and Purchasing Agreement (MSPA) with Axon Enterprise, Inc., for Body Worn Cameras, Tasers, and a Virtual Reality Training Simulation

System. The proposed amendment will incorporate a 5-year contract for Axon Air which will consolidate operations of our existing UAS equipment onto one platform as well as add three (3) additional UAS devices, and provide the necessary systems, software licenses, maintenance, hardware, training, and related services for a comprehensive public safety UAS program. Staff proposes amending the MSPA for a five-year term in the amount of \$110,575.95.

Staff requests approval of the purchase pursuant to SMMC 3.60.070(h)(3), which allows the Council to use any purchasing process that is in the best interest of the City. Axon is a leader in the industry, and continuing to use their products meets the Police Department's interest in that it will not require changes in how we train, operate, or manage data. Staff has been pleased with Axon's responsiveness and customer service. For these reasons, staff believes it to be in the best interest of the City to proceed with this Amendment to the Master Services and Purchasing Agreement with Axon, Inc.

BUDGET IMPACT:

The cost of amending the MSPA to provide for the Axon Air amounts to \$48,414.67 in FY22/23 and \$15,540.32 each year thereafter. Funding for this cost is available in the Police Department's Operating Budget.

ENVIRONMENTAL DETERMINATION:

This action is not a project subject to CEQA, because it can be seen with certainty that it will not cause a physical change in the environment. (Public Resources Code Section 21065.)

NOTICE PROVIDED

All meeting noticing requirements were met.

ATTACHMENTS

Att 1 – Proposed Resolution

Att 2 - Amendment No. 2

STAFF CONTACT

Ed Barberini, Chief of Police
ebarberini@cityofsanmateo.org
(650) 522-7623

Anthony Riccardi, Lieutenant
ariccardi@cityofsanmateo.org
(650) 522-7689

Date: Sun, 4 Jul 2021 11:52:24 PM (UTC)
Sent: Sun, 4 Jul 2021 11:52:19 PM (UTC)
Subject: RE: Skydio/Axon Roadshow Invite
From: Shannon Hagan <SHagan@cityofsanmateo.org >
To: Eric Smith <eric.smith@skydio.com >;
CC: David Manion <DManion@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >;
Todd Shypertt <tshypertt@cityofsanmateo.org >;

Hi Eric,

We'll be sending 1 sergeant, Dave Manion, and two officers, Marcelo Altwer and Todd Shypertt.

I wish I could attend, but I'll be out of town.

Good luck!
Shannon

Shannon Hagan

Lieutenant | Field Operations | UAS
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
Main: 650-522-7710 | Desk: 650-522-7683

From: Eric Smith <eric.smith@skydio.com >
Sent: Thursday, July 1, 2021 12:35 PM
To: Shannon Hagan <SHagan@cityofsanmateo.org >
Subject: Skydio/Axon Roadshow Invite

Hi Shannon,

Hope all is well. Reaching out to invite you and anyone in your department involved within UAS to our Roadshow with Axon. Join us at 1 Moreland Drive, San Bruno on July 15th from 10-2 for a chance to fly Skydio drones, see our new 3D Scan software and meet other local UAS professionals - and get free lunch!

You can reply and let me know if you or any teammates plan on attending, or fill out [this form](#).

Upcoming locations [here](#).

More info attached.

Thanks,
Eric



Eric Smith
Business Development Representative
eric.smith@skydio.com
Cell: 508-314-5443
[LinkedIn](#) | [Twitter](#) | [Facebook](#) | [YouTube](#)

If you'd like me to stop sending you emails, please [click here](#)

✖

Date: Fri, 2 Jul 2021 2:39:01 AM (UTC)
Sent: Fri, 2 Jul 2021 2:38:58 AM (UTC)
Subject: Re: Skydio/Axon Roadshow Invite
From: Todd Shypertt <tshypertt@cityofsanmateo.org >
To: Shannon Hagan <SHagan@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >;

I'm in. It's my work day to. Ill clear it with Collom bud should be good to go.

Get [Outlook for iOS](#)

From: Shannon Hagan <SHagan@cityofsanmateo.org >
Sent: Thursday, July 1, 2021 5:41:30 PM
To: David Manion <DManion@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; Todd Shypertt <tshypertt@cityofsanmateo.org >
Subject: FW: Skydio/Axon Roadshow Invite

Are you interested in attending this demo? I'm in Tahoe and wish I could attend. I have a Skydio and these are pretty great UAVs.

Shannon Hagan

Lieutenant | Field Operations | UAS
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
Main: 650-522-7710 | Desk: 650-522-7683

From: Eric Smith <eric.smith@skydio.com >
Sent: Thursday, July 1, 2021 12:35 PM
To: Shannon Hagan <SHagan@cityofsanmateo.org >
Subject: Skydio/Axon Roadshow Invite

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You can reply and let me know if you or any teammates plan on attending, or fill out [this form](#).

Upcoming locations [here](#).

More info attached.

Thanks,
Eric



Eric Smith
Business Development Representative
eric.smith@skydio.com
Cell: 508-314-5443
[LinkedIn](#) | [Twitter](#) | [Facebook](#) | [YouTube](#)

If you'd like me to stop sending you emails, please [click here](#)

✖

Date: Mon, 29 Apr 2024 9:26:00 PM (UTC)
Sent: Mon, 29 Apr 2024 9:25:58 PM (UTC)
Subject: Big day tomorrow... Rover Update
From: Todd Shypertt <tshypertt@cityofsanmateo.org >
David Manion <DManion@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >; Marcelo Altwer
To: <altwer@cityofsanmateo.org >; Savannah Zvarik <szvarik@cityofsanmateo.org >; Anthony Riccardi
<ARiccardi@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >;

First off.... Apologies for not meeting out launch date last Friday. Assigned as an FTO has really complicated my daily flow.

Tomorrow, after I drop off the little guy at school, I'll be at the PD around 0910ish hours. Savannah and I will be pulling all drones into the Traffic Office. I've already cleared it with admin that Savannah is good to go with the assignment.

All drones will be updated with firmware, inspected, and documented in AXON.

We will than re-name / label and create an assignment list. The whiteboard should have arrived to list assignments in the issue room (drone room). We will then create the series to be sent out into patrol. Series 1, 2, or 3. Each series, pending maintenance or sent for repair, will include both interior and exterior drones.

A QR code will be created for the pilots to check a series out and in. This will document accountability in the event pilots are not maintaining or documenting Rover issues.

I'll follow with an email /photo of the set up so that all pilots are aware.

As always please let me know if you have any questions and thank you as always for your support.



Officer T. Shypertt

Traffic Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7695 | tshypertt@cityofsanmateo.org



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Date: Tue, 12 Nov 2024 5:50:14 PM (UTC)
Sent: Tue, 12 Nov 2024 5:50:07 PM (UTC)
Subject: Canceled event with note: Skydio Dinner with San Mateo PD @ Wed Nov 13, 2024 6:30pm - 9pm (PST) (ariccardi@cityofsanmateo.org)
From: Andrew Warren <andrew.warren@skydio.com >
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Kamryn Ormonde <kamryn.ormonde@skydio.com >; Guillaume Delepine <guillaume@skydio.com >; Ed Barberini <ebarberini@cityofsanmateo.org >; Adam Bry <adam@skydio.com >;
Attachments: invite.ics

This event has been canceled with a note:

"Hey everyone, I'm afraid I have to cancel tomorrow's dinner as I've gotten sick. Apologies for any impact on your schedules. I appreciate your understanding and hope to find a new time for us to get together soon!
Thanks, Andrew"

Casual Dinner hosted by Andrew Warren with Skydio to connect with San Mateo PD. Reservation is for 6:30 PM. Please Contact Andrew if you would like to bring any additional people- 512.709.0277

When

Wednesday Nov 13, 2024 · 6:30pm – 9pm (Pacific Time - Los Angeles)

Location

Pausa Bar & Cookery

[View map](#)

Guests

Andrew Warren - organizer

ariccardi@cityofsanmateo.org

Kamryn Ormonde

Guillaume Delepine

ebarberini@cityofsanmateo.org

Adam Bry

Invitation from [Google Calendar](#)

You are receiving this email because you are an attendee on the event. To stop receiving future updates for this event, decline this event.

Forwarding this invitation could allow any recipient to send a response to the organizer, be added to the guest list, invite others regardless of their own invitation status, or modify your RSVP. [Learn more](#)

Date: Wed, 9 Nov 2022 2:31:30 PM (UTC)
Sent: Wed, 9 Nov 2022 2:31:26 PM (UTC)
Subject: Dock based drones = on-demand visibility
From: Tommy @ Skydio <thomas.conley@skydio.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;



Skydio Dock: provide on-demand visibility, schedule routine missions, and view results — without having to be there in person.

Join us for an exclusive virtual launch event on December 7th at 10:00 AM PT. Get a first look at our entirely new remotely operated drone dock system. Learn how to automate recurring inspections and provide on-demand visibility. Hear from industry leaders who are using Skydio dock to solve their business challenges.

It all happens on December 7th - [click here to claim your free spot](#).

Register Now

WATCH NOW: The Next Chapter Begins



The Next Chapter Begins: Watch

This email was sent to altwer@cityofsanmateo.org. Didn't find this email useful? You can [unsubscribe](#) at any time.

Date: Wed, 30 Aug 2023 1:31:25 PM (UTC)
Sent: Wed, 30 Aug 2023 1:31:19 PM (UTC)
Subject: Ed - a breakthrough in officer safety happens on 9.20
From: Jordan Bischoff <Jordan.Bischoff@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hi Ed,

There's always been a certain level of acceptable risk involved in law enforcement work. But that's all about to change - Skydio will unveil the next evolution of aerial data capture for patrol and overwatch on September 20th.

Transform the way you approach some of your most critical and dangerous tasks related to public safety - join us for an exclusive interactive LIVE keynote event at Ascend on September 20th from 9:00 - 10:30 AM PT. What to expect:

- Hear directly from the NYPD and other law enforcement experts who are modernizing their operations
- Participate in the conversation—ask Skydio leaders your burning questions and hear their perspective
- Connect and network with your peers who are dramatically reducing the risks of patrol and overwatch

Your ticket is reserved - [click here](#), or copy the link below into your browser, to claim it!

Accept Your Ticket In One Click: <https://airborne.skydio.com/public/events/skydio-ascend-keynote-09-20-23>

We look forward to you joining us,

Team Skydio

P.S. - Even if you can't make it, registering will ensure you get the replay

Skydio | 3000 Clearview Way, San Mateo, CA 94402
Didn't find this email helpful? [Unsubscribe](#)

Date: Tue, 28 Mar 2023 9:30:51 PM (UTC)
Sent: Tue, 28 Mar 2023 9:30:46 PM (UTC)
Subject: Florida Highway Patrols Heroic Efforts in Hurricane Ian Aftermath
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hi Ed

Just a quick note to share a recent article highlighting how we assisted Florida Highway Patrol's outstanding work during Hurricane Ian recovery.

[Read the short article featured in Fast Company – it's point #3](#)

No time for the article? Here are the takeaways — using Skydio drones FHP was able to:

- Conduct faster search and rescue
- Execute effective traffic incident management through the affected area
- Share critical situational awareness with state-level leadership

“Meanwhile, Skydio’s drones produced 3D models, or “digital twins,” that helped rescue workers and residents assess the damage. That included real-time monitoring and assessment of the Sanibel Island Bridge – which is the only way on or off Sanibel Island”

Florida Highway Patrol exhibited dedication, teamwork, and commitment to public safety during this challenging time.

Are you currently using drones in your agency?

Jordan

PS: [Learn why Law Enforcement agencies in 47 out of 50 states rely on this one strategy to improve mission success.](#)

Didn't find this email helpful? [Unsubscribe](#)

Date: Fri, 22 Mar 2024 10:03:48 PM (UTC)
Sent: Fri, 22 Mar 2024 10:03:45 PM (UTC)
Subject: FW: Axon Air Avata Support
From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
To: Todd Shypertt <tshypertt@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >;
Just a heads up looks like Axon is now supporting the Avata through Axon Air. We should play with it on the 27th.

*Lieutenant Anthony Riccardi
San Mateo Police Department
Patrol Services / S.W.A.T.
ariccardi@cityofsanmateo.org
650-522-7689*

From: Danny Gritti <dgritti@axon.com >
Sent: Wednesday, March 20, 2024 2:13 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Cc: Chris Morton <cmorton@axon.com >; Kathryn DeJung <kdejung@axon.com >; Tamiko Sianen <tsianen@axon.com >
Subject: Axon Air Avata Support

Good Afternoon Lt. Riccardi,

I hope you and your team are doing well.

Chris reached out to me and informed me that you had some questions about Axon Air supporting the DJI Avatas. I can confirm with the Axon Air Copilot Application we can support the DJI Avata with the use of an Android device (coming soon to IOS as well).

For the Mini drone such as the Mini 3 Pro, you would need to be using the RC-N1 controller paired with an Android device to use Axon Air. The RC Pro controllers do not support third-party apps.

Also, Chris mentioned you will be out at Axon Week in Miami next month. I will be there as well with an Avata so if you would like to see how the copilot app operates I can give you a hands-on run down.

I look forward to seeing you out there.

Best wishes,

Danny Gritti

Axon Air Customer Success Manager

Direct – (480) 370-5777

24/7 Axon Air Customer Support – (833) 374 – 3575

Axon.com

[Calendar Availability](#)



Date: Fri, 21 Oct 2022 7:59:41 PM (UTC)
Sent: Fri, 21 Oct 2022 7:59:40 PM (UTC)
Subject: Fw: Axon Air Qoutes
From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
To: Matthew Lethin <MLethin@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >;
Attachments: Copy of SMPD Option 4.pdf

Axon was able to knock off a few bucks on this offer. The only way we get this price is to agree to a 5 year deal. Remember this includes 3 new drones and batteries to go with them. Take a look and let me know your thoughts. Thanks

Anthony

*Lieutenant Anthony Riccardi
San Mateo Police Department
Patrol Services / S.W.A.T.
ariccardi@cityofsanmateo.org
650-522-7689*

From: Kevin Boyle <kboyle@axon.com >
Sent: Thursday, October 20, 2022 5:00 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Subject: RE: Axon Air Qoutes

Hey Anthony – sorry for delay here, I was down at IACP and traveling this week. I have gone back to the well and asked for more room on this. I was able to take a little extra off of the drone hardware for the Mavic Advnaced(this is now below the cost to Axon). With regards to the contract length, the discounts have been allowed due to the nature of a long term commitment.

Call me with any questions – 732 996 7332

-Kevin

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Sent: Saturday, October 15, 2022 2:17 AM
To: Kevin Boyle <kboyle@axon.com >
Subject: RE: Axon Air Qoutes

Kevin, we are really close to making a decision on the packages you sent us. I wanted to iron out a couple things. I would really like to take advantage of the option that gets us the most equipment. I know you have already offered a good deal on the Mavic, however is there any way you can bring that price down a bit to push us over the edge to get that one approved. Second, do we have to sign for 5 years or can we agree to a one year contract?? Thanks for being flexible.

Anthony

From: Anthony Riccardi
Sent: Tuesday, September 20, 2022 4:51 PM
To: Shannon Hagan <SHagan@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >
Subject: FW: Axon Air Qoutes

Hey pal, wanted to keep you in the loop so here are a few quotes from Axon. My 2c is to go with the largest of them and purchase

the M30 and 2 Mavic's and sell the 300. This would triple our fleet and allow us to have a dedicated drone for SWAT. LMK your thoughts. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>

Sent: Friday, September 16, 2022 8:37 AM

To: Todd Shypertt <tshypertt@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Subject: Axon Air Qoutes

Morning Gentlemen – attached a few options for you guys here. 3 quotes

1. To support your existing program as is with 4 pilots and 1 mavic
2. One for adding an M30T and 1 Mavic Advanced
3. One for adding an M30T and 2 Mavic Advanced

Call or text with any questions : 732-996-7332

-Kevin

Kevin Boyle

Account Executive, New Products : Axon Air & Virtual Reality Training

M / 732-996-7332

[KBoyle@axon.com](mailto:kboyle@axon.com)

AXON.COM

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Date: Fri, 15 Nov 2024 6:48:00 PM (UTC)
Sent: Fri, 15 Nov 2024 6:48:12 PM (UTC)
Subject: FW: Completed: Complete with Docusign: San Mateo PD (CA) - Axon MSPA - final.pdf
From: Ed Barberini
To: Alex Khojikian <akhojikian@cityofsanmateo.org >;
Attachments: San Mateo PD (CA) - Axon MSPA - final.pdf; Summary.pdf

Hi Alex,

This is the updated Axon quote as of 15 minutes ago. We are basically looking at \$7.35 million over ten and a half years. We already have the funds for the \$350k for the remainder of this fiscal year, resulting in \$7 million over ten years. The Draft One cost will not increase prior to the conclusion of Fiscal Year 25/26, should we want to take another look at that. We believe that all the amendments and language Bahar has requested have been included in the proposed agreement. Matt Lethin is sending this to her this morning for review.

Ed



Ed Barberini
Chief of Police
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7600 | ebarberini@cityofsanmateo.org



From: Brian Moutinho <bmoutinho@axon.com >
Sent: Friday, November 15, 2024 10:27 AM
To: Matthew Lethin <MLethin@cityofsanmateo.org >; Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Kelly O'Keefe <kokeefe@cityofsanmateo.org >; Ed Barberini <ebarberini@cityofsanmateo.org >
Cc: Andrew Warren <andrew.warren@skydio.com >; Kyle Peck <kpeck@axon.com >; Tom Richardson <trichardson@axon.com >; Matthew Aveling <maveling@axon.com >; Anthony Valentino <avalentino@axon.com >
Subject: FW: Completed: Complete with Docusign: San Mateo PD (CA) - Axon MSPA - final.pdf

Captain –

Attached is the MSPA + Quote which has been fully signed by Axon. Can you please review and let me know if you need anything else other than the insurance documents that the Axon team is still working on?

Best,

BRIAN MOUTINHO
Strategic Account Executive

M / 916 806 2275
Customer Service / 1 800 978 2737

AXON.COM
LinkedIn

From: Joshua Campbell via DocuSign <dse@docusign.net>
Date: Friday, November 15, 2024 at 11:13 AM
To: Brian Moutinho <bmoutinho@axon.com>
Subject: Completed: Complete with DocuSign: San Mateo PD (CA) - Axon MSPA - final.pdf



Your document has been completed

[VIEW COMPLETED DOCUMENT](#)

Joshua Campbell
jcampbell@axon.com

All parties have completed Complete with DocuSign: San Mateo PD (CA) - Axon MSPA - final.pdf.

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Date: Mon, 27 Mar 2023 9:11:32 PM (UTC)
Sent: Mon, 27 Mar 2023 9:11:27 PM (UTC)
Subject: Fwd: Axon Air Contract - San Mateo Police Department
From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

Sent via the Samsung Galaxy S22+ 5G, an AT&T 5G smartphone
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From: Kevin Boyle <kboyle@axon.com >
Sent: Thursday, March 16, 2023 2:29:55 PM
To: Tricia Toomey <ttoomey@cityofsanmateo.org >
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Subject: RE: Axon Air Contract - San Mateo Police Department

Hi Tricia – Robert Driscoll is the correct person and his email is Bobby@axon.com .

Will work on COI

Best,
Kevin

From: Tricia Toomey <ttoomey@cityofsanmateo.org >
Sent: Thursday, March 16, 2023 1:10 PM
To: Kevin Boyle <kboyle@axon.com >
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Subject: RE: Axon Air Contract - San Mateo Police Department

Hi Kevin,
Just wanted to follow up on this.
We can initiate the docusign if that is preferable.
I'll just need the name and email address of the person at Axon with signature authority (last time it was Robert Driscoll) and copy of current insurance.
Thanks and let me know if you have any questions,
Tricia



Tricia Toomey
Business Manager | Support Services Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7623 | ttoomey@cityofsanmateo.org



From: Tricia Toomey
Sent: Friday, March 10, 2023 1:38 PM
To: Kevin Boyle <kboyle@axon.com >
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Subject: Axon Air Contract - San Mateo Police Department

Hi Kevin,

Our Attorneys have approved the contract amendment and we are proceeding on the 3/20 City Council agenda. Last time we worked on a contract amendment with Axon, you guys had your legal team route the approved documents through docusign for you to sign first (the last one was signed by Robert Driscoll, VP, Assoc. General Counsel) and then route to our Police Chief so it's standing by and ready for him to sign pending approval after the 3/20 Council Meeting.

Teeing it up in advance will help us complete our paperwork processes more efficiently.

Please also send over current insurance.

Our Chief is Ed Barberini, email is ebarberini@cityofsanmateo.org

I'd also like to receive a copy after execution.

Thanks and please let me know if you have any questions,

Tricia

Tricia Toomey

Business Manager | Support Services Division

City of San Mateo Police Department

200 Franklin Pkwy, San Mateo, CA 94403

650-522-7623 | ttoomey@cityofsanmateo.org

From: Kevin Boyle <kboyle@axon.com>

Sent: Wednesday, February 22, 2023 8:53 AM

To: Tricia Toomey <ttoomey@cityofsanmateo.org>

Subject: RE: Axon Air Quote - San Mateo Police Department

Perfect – thank you!

From: Tricia Toomey <ttoomey@cityofsanmateo.org>

Sent: Wednesday, February 22, 2023 11:52 AM

To: Kevin Boyle <kboyle@axon.com>

Subject: Re: Axon Air Quote - San Mateo Police Department

Once our attorneys sign off on the docs (they are looking at them this week; they just asked for a copy of our drone policy this morning) then I will ask that you guys sign it first, provide updated insurance, etc. That can all be done well in advance of 3/20.

After 3/20 I'll have the Chief sign it and send you a copy.

And then we'll start working on getting a purchase order issued - that can take about a week.

Tricia Toomey

Business Manager | Support Services Division

City of San Mateo Police Department

200 Franklin Pkwy, San Mateo, CA 94403

650-522-7623 | ttoomey@cityofsanmateo.org

From: Kevin Boyle <kboyle@axon.com>
Sent: Wednesday, February 22, 2023 8:36 AM
To: Tricia Toomey <ttoomey@cityofsanmateo.org>
Subject: RE: Axon Air Quote - San Mateo Police Department

Thank you! If approved by council is the signature process traditionally quick following that?

-Kevin

From: Tricia Toomey <ttoomey@cityofsanmateo.org>
Sent: Wednesday, February 22, 2023 11:28 AM
To: Kevin Boyle <kboyle@axon.com>
Subject: Re: Axon Air Quote - San Mateo Police Department

Hi Kevin,
We are targeting 3/20/23 and are currently on track.
Thanks
T

Tricia Toomey

Business Manager | Support Services Division

City of San Mateo Police Department

200 Franklin Pkwy, San Mateo, CA 94403

650-522-7623 | ttoomey@cityofsanmateo.org

From: Kevin Boyle <kboyle@axon.com>
Sent: Wednesday, February 22, 2023 8:24 AM
To: Tricia Toomey <ttoomey@cityofsanmateo.org>
Subject: RE: Axon Air Quote - San Mateo Police Department

Good Morning Tricia – Are you able to provide an update on timing for when this is going to city council?

Thanks!
Kevin

From: Kevin Boyle
Sent: Tuesday, February 14, 2023 11:57 AM
To: Tricia Toomey <ttoomey@cityofsanmateo.org>
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Bryce Miller <bmiller@axon.com>; Matthew Lethin <MLethin@cityofsanmateo.org>; Chris Morton <cmorton@axon.com>
Subject: RE: Axon Air Quote - San Mateo Police Department

Good Morning Tricia – please see attached! Let me know if you need anything additional.

-Kevin

From: Tricia Toomey <ttoomey@cityofsanmateo.org>
Sent: Friday, February 10, 2023 3:56 PM
To: Kevin Boyle <kboyle@axon.com>
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Bryce Miller <bmiller@axon.com>; Matthew Lethin <MLethin@cityofsanmateo.org>
Subject: Axon Air Quote - San Mateo Police Department

Hi Kevin,

I am working with Lieutenant Riccardi to advance this item for approval to our City Council.

Our City Attorney wants to proceed with this as an amendment to our current MPSA.

This would be the second amendment.

Current MPSA and first amendment are attached.

Can you please provide a second amendment to the MPSA which incorporates the Axon Air quote and send that to me?

Thank you and let me know if you have any questions,

Tricia

Tricia Toomey

Business Manager | Support Services Division

City of San Mateo Police Department

200 Franklin Pkwy, San Mateo, CA 94403

650-522-7623 | ttoomey@cityofsanmateo.org

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Friday, January 27, 2023 1:48 PM
To: Tricia Toomey <ttoomey@cityofsanmateo.org>
Subject: FW: Axon Air Quotes

Here is the updated quote from Axon. Please let me know what I need to do from here. Thanks TT!

From: Kevin Boyle <kboyle@axon.com>
Sent: Thursday, January 26, 2023 10:50 AM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Cc: Bryce Miller <bmiller@axon.com>
Subject: RE: Axon Air Quotes

Anthony – Updated quote attached.

Best,
Kevin

From: Kevin Boyle

Sent: Friday, November 18, 2022 9:01 AM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Anthony – Good chatting with you last night. Attached is the quote for Axon Air and the drones. Call with any questions.

-KB

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Wednesday, November 16, 2022 7:19 PM
To: Kevin Boyle <kboyle@axon.com>
Subject: RE: Axon Air Qoutes

Yes sir, at this point we are ready to move forward with an official quote including the 3 drones we talked about and same number of pilots. We would also like to schedule some training for our pilots on the Axon software that is running on the remote. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>
Sent: Wednesday, November 16, 2022 4:14 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Cc: Todd Shypertt <tshypertt@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Gentlemen – Hope all is well. Wanted to follow up on our Axon Air conversations. Are you guys at the point and in need of a formal quote to transition to a fulltime accounts? Feel free to call with any questions – 7329967332

Best,
Kevin

From: Kevin Boyle
Sent: Thursday, October 20, 2022 8:01 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Hey Anthony – sorry for delay here, I was down at IACP and traveling this week. I have gone back to the well and asked for more room on this. I was able to take a little extra off of the drone hardware for the Mavic Advnaced(this is now below the cost to Axon). With regards to the contract length, the discounts have been allowed due to the nature of a long term commitment.

Call me with any questions – 732 996 7332

-Kevin

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Saturday, October 15, 2022 2:17 AM
To: Kevin Boyle <kboyle@axon.com>
Subject: RE: Axon Air Qoutes

Kevin, we are really close to making a decision on the packages you sent us. I wanted to iron out a couple things. I would really like to take advantage of the option that gets us the most equipment. I know you have already offered a good deal on the Mavic, however is there any way you can bring that price down a bit to push us over the edge to get that one approved. Second, do we have to sign for 5 years or can we agree to a one year contract?? Thanks for being flexible.

Anthony

From: Anthony Riccardi
Sent: Tuesday, September 20, 2022 4:51 PM
To: Shannon Hagan <SHagan@cityofsanmateo.org>; David Manion <DManion@cityofsanmateo.org>

Subject: FW: Axon Air Qoutes

Hey pal, wanted to keep you in the loop so here are a few quotes from Axon. My 2c is to go with the largest of them and purchase the M30 and 2 Mavic's and sell the 300. This would triple our fleet and allow us to have a dedicated drone for SWAT. LMK your thoughts. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>

Sent: Friday, September 16, 2022 8:37 AM

To: Todd Shypertt <tshypertt@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Subject: Axon Air Qoutes

Morning Gentlemen – attached a few options for you guys here. 3 quotes

1. To support your existing program as is with 4 pilots and 1 mavic
2. One for adding an M30T and 1 Mavic Advanced
3. One for adding an M30T and 2 Mavic Advanced

Call or text with any questions : 732-996-7332

-Kevin

Kevin Boyle

Account Executive, New Products : Axon Air & Virtual Reality Training

M / 732-996-7332

KBoyle@axon.com

AXON.COM

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Date: Wed, 25 Sep 2024 5:47:59 PM (UTC)
Sent: Wed, 25 Sep 2024 5:47:16 PM (UTC)
Subject: Get eyes on scene fast with X10 dock
From: Skydio <info@skydio.com>
To: Marcelo Altwer <altwer@cityofsanmateo.org>;



Explore

Marcelo — Just announced! The world's first software to manage every aspect of your DFR program from call for service to evidence upload.

- Fly X10 drones from a browser
- Share a live stream link with a tap
- Augment the picture with AR overlays

Faster response and better situational awareness to keep your community and your officers safe.



Check out new Dock for X10

Save time, resources, and lives with the ability to get on scene in seconds.

[See Dock in action](#)

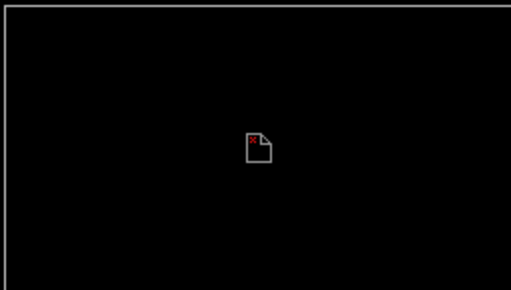


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Date: Wed, 2 Oct 2024 5:57:17 PM (UTC)
Sent: Wed, 2 Oct 2024 5:57:00 PM (UTC)
Subject: IACP Dinner with Skydio
From: Andrew Warren <andrew.warren@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hey Chief,

Hope all is well with you. I don't think we have actually met in person yet, but I'm your Skydio point of contact that is working on the DFR project with Lt Riccardi. It's been a pleasure getting to know your team, and I wanted to quickly run something past you.

I'm hosting a dinner with Skydio executives and a few agencies that are making the trek from the West Coast on the night of Monday 10/21. Would you and anyone else from SMPD be able to join us?

Hoping to have RSVP's mostly figured out by the end of this week so I appreciate you letting me know and look forward to connecting out in Boston!

Thanks,
Andrew

--

Andrew Warren

Enterprise Account Executive - West

512.709.0277

andrew.warren@skydio.com



Date: Wed, 30 Nov 2022 3:37:24 PM (UTC)
Sent: Wed, 30 Nov 2022 3:36:43 PM (UTC)
Subject: Jen - Your dock day ticket is ready
From: Lewis Keller <lewis.keller@skydio.com >
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >;

Hi Jen —

Remotely operated autonomous drones from [Skydio Dock](#) aren't just a mind-blowing advancement in drone technology - they're going to transform how many industries get work done.

Imagine having the ability to remotely schedule autonomous inspections or obtain instant visibility of critical assets from anywhere in the world. With Skydio Dock, you can do just that.

I'm reaching out to make sure you get a first look at Skydio's all-new drone docking system by joining our 1 hour virtual product launch on 12/7. We'll show Skydio Dock in action, and hear from industry leaders who are already using Skydio Dock to innovate their businesses.

Sound interesting? **I reserved a ticket for you - [accept it here in one click.](#)**

Best,

Lewis Keller



Don't want to attend the event? [Click here](#) to learn about Skydio Dock.

This email was sent to jmaravillas@cityofsanmateo.org. Didn't find this email useful? You can [unsubscribe](#) at any time.

Date: Tue, 18 Jul 2023 6:01:59 PM (UTC)
Sent: Tue, 18 Jul 2023 6:01:53 PM (UTC)
Subject: Last Chance! Join Our Webinar on Drone Deployment Tomorrow
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hey Ed,

Tomorrow is the day we've been waiting for. July 19 at 4 PM EST. Get ready to gain expert insights into the use of sUAS in life-saving applications from pioneers in the field.

Don't miss out on:

- An exclusive walk-through of a recent overturned railcar incident, illustrating the real-world use of drones
- A discussion on creating a drone program from the ground up, with lessons from Southern Manatee Fire & Rescue's journey
- Rich insights into mitigating risk in hazmat operations and enhancing decision-making with sUAS and robotics technology

Be part of this crucial conversation shaping the future of public safety. If you haven't yet, [register now!](#)

Best,
Jordan

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Date: Tue, 23 Aug 2022 11:06:22 PM (UTC)
Sent: Tue, 23 Aug 2022 11:06:14 PM (UTC)
Subject: RE: Amended MSPA
From: Chris Arnold <carnold@axon.com >
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >; Tricia Toomey <ttoomey@cityofsanmateo.org >;
CC: Tom Richardson <trichardson@axon.com >; Scott Valencia <SValencia@cityofsanmateo.org >;
Attachments: San Mateo PD Executive Summary Table.pdf; San Mateo PD, CA - 10 Year - VR (125) V2.pdf; San Mateo PD, CA - VR (125).pdf

Lt. and Tricia,

Please see the attached quotes and exec summary to show the differences between the 5 and 10 year. Was able to get the 10 year down to \$272K pre tax to meet in the middle of the Chief's request. Let me know if you have any questions or need anything else.

CHRIS ARNOLD
Regional Account Executive - Southwest

Cell: 505-401-9035

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- This is the fastest and easiest way to purchase what you need, when you need it. [Check us out!](#)
- To learn more about the benefits of our new store, [check here](#).

From: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >
Sent: Monday, August 22, 2022 3:15 PM
To: Chris Arnold <carnold@axon.com>; Tricia Toomey <ttoomey@cityofsanmateo.org >
Cc: Tom Richardson <trichardson@axon.com >; Scott Valencia <SValencia@cityofsanmateo.org >
Subject: Re: Amended MSPA

Hi Chris!

This looks good. Thanks again for coming out on Thursday. I have copied Tricia on my response. We will go through this asap and make any suggested edits before we send it over to the city attorney.

When you have the quote send that along as well. Tricia can you confirm the tax rate, I think it's 9.63 % but I could be wrong on that.

Thanks again,
Jen

Jennifer Maravillas
Lieutenant/Support Services Division
City of San Mateo Police Department
200 Franklin Parkway, San Mateo, CA 94403
650-522-7633| jmaravillas@cityofsanmateo.org

From: Chris Arnold <carnold@axon.com>
Sent: Monday, August 22, 2022 12:30 PM
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org>
Cc: Tom Richardson <trichardson@axon.com>; Scott Valencia <SValencia@cityofsanmateo.org>
Subject: RE: Amended MSPA

Also, any confirmation on the tax rate?

Be Safe!

CHRIS ARNOLD
Regional Account Executive - Southwest

Cell: 505-401-9035

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Lt.,
As discussed, please see the attached terms and conditions with just the VR appendix and a signature page so that we don't have to renegotiate all of the terms from your current contract.

Working on the quote and should have it to you soon just wanted to get this out to you. Hopefully this should help us speed things up. I don't believe I have Tricia's email if you can add her on this chain please.

CHRIS ARNOLD
Regional Account Executive - Southwest

Cell: 505-401-9035

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<https://www.axon.com/buy/law-enforcement/officer-safety-plan>

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Jen

Jennifer Maravillas
Lieutenant/Support Services Division
City of San Mateo Police Department
200 Franklin Parkway, San Mateo, CA 94403
650-522-7633| jmaravillas@cityofsanmateo.org

From: Chris Arnold <carnold@axon.com>
Sent: Monday, August 22, 2022 12:30 PM
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org>
Cc: Tom Richardson <trichardson@axon.com>; Scott Valencia <SValencia@cityofsanmateo.org>
Subject: RE: Amended MSPA

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Be Safe!

CHRIS ARNOLD
Regional Account Executive - Southwest



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Date: Mon, 22 Aug 2022 3:23:20 PM (UTC)

Sent: Mon, 22 Aug 2022 3:23:13 PM (UTC)

Subject: RE: Axon Air

From: Kevin Boyle <kboyle@axon.com >

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >;

Hey Anthony – sorry for the delay here but I have been looking into this and unfortunately DJI does not allow their reseller network to sell the Mini 3 because it is a consumer grade drone and not enterprise.

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >

Sent: Thursday, August 18, 2022 2:13 AM

To: Kevin Boyle <kboyle@axon.com >

Subject: RE: Axon Air

Hey Kevin, just wanted to follow up and see if you are able to get me a quote on the mini 3 pro RC, and the Axon Air trial. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com >

Sent: Thursday, August 11, 2022 4:17 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >

Subject: RE: Axon Air

No rush at all but I wrapped my other call a little early so I am in the meeting room if you wanted to start early. If not, speak to you in a few!

From: Kevin Boyle

Sent: Wednesday, August 10, 2022 5:54 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >

Subject: RE: Axon Air

Does 430 PST work for you? Let me know and I will send through a zoom invite.

Best,
Kevin

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >

Sent: Tuesday, August 9, 2022 3:54 PM

To: Kevin Boyle <kboyle@axon.com >

Subject: RE: Axon Air

Hi Kevin, on Thursday I am tied up until 4pm. If that's too late I am around Friday various times. LMK what works. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com >

Sent: Thursday, August 4, 2022 8:37 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >

Cc: Chris Morton <cmorton@axon.com >; Matthew Earnshaw <earnsha@cityofsanmateo.org >

Subject: RE: Axon Air

Anthony – is there a time on Thursday August 11th that works for you to connect?

Best,
Kevin

From: Matthew Earnshaw <earnsha@cityofsanmateo.org>
Sent: Thursday, August 4, 2022 11:04 AM
To: Kevin Boyle <kboyle@axon.com>
Cc: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: Re: Axon Air

Thanks Kevin! I will defer to Anthony as I am not involved with our program. I am just facilitating a connection to learn more about Axon Air.

Best,
Matt

Matthew Earnshaw
Lieutenant| Field Operations
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7627 | mearnshaw@cityofsanmateo.org

From: Kevin Boyle <kboyle@axon.com>
Sent: Thursday, August 4, 2022 5:53 AM
To: Matthew Earnshaw <earnsha@cityofsanmateo.org>
Cc: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air

Thanks for the intro Chris!

Matt – Glad to be connected with you and also sorry to hear about the drone malfunction. Do you have some time on Thursday August 11th to connect and discuss? I am free from 9AM to 1030AM PST. Let me know if there is a 30 minute window in there that is best and I will send through a Zoom invite.

Best,
Kevin

From: Chris Morton <cmorton@axon.com>
Sent: Wednesday, August 3, 2022 7:12 PM
To: Matthew Earnshaw <earnsha@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Kevin Boyle <kboyle@axon.com>
Subject: Re: Axon Air

Hey Matt,

Thanks for the introduction here and sorry to hear about that situation.

@Kevin Boyle is our Axon Air expert and would be best to coordinate a Zoom call/demo if you guys would like to talk through our solution in more detail. If I'm not mistaken, San Mateo County Sheriff uses Axon Air as a point of reference nearby.

Kevin,

Can you provide times for this based on your schedule and I'll join if I'm able to?

Thanks,

--

Chris Morton

Strategic Account Manager

M / 206.310.6165

From: Matthew Earnshaw <earnsha@cityofsanmateo.org>

Sent: Wednesday, August 3, 2022 3:00 PM

To: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Subject: Axon Air

Chris-

We recently had our drone malfunction while in flight. We are not part of the Axon Air program, but may need to look at options. I am including Lt. Anthony Riccardi who assists with our drone program. Can you assist him or direct us to someone who works with Axon Air?

Best,
Matt

Matthew Earnshaw
Lieutenant| Field Operations
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7627 | mearnshaw@cityofsanmateo.org

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Date: Wed, 2 Aug 2023 6:48:04 PM (UTC)

Sent: Wed, 2 Aug 2023 6:47:57 PM (UTC)

Subject: Re: Axon Air Overview

From: Bryce Miller <bmill@axon.com>

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Danny Gritti <dgritti@axon.com>;

@Danny Gritti I'm adding in our CSM. He would be able to coordinate with you in regards to a refresher training. Danny if you could look at your schedule when you have time to see if there is time for a refresher training that would be great. Please let me know if you need anything in the mean time.

Thank you,

Bryce Miller
Account Executive, Axon Air



Bmill@axon.com

AXON.COM

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Date: Tuesday, August 1, 2023 at 4:57 PM

To: Bryce Miller <bmill@axon.com>

Subject: Fwd: Axon Air Overview

Bryce, I am reaching out to see if you guys can do a zoom training with our drone team on Aug 9th sometime between 10 and 1600. I figure it'll be about an hour with one of your crew going over Axon air and drone sense. Please let me know if you can set something up. Thank you.

Anthony

Sent via the Samsung Galaxy S22+ 5G, an AT&T 5G smartphone

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From: Bryce Miller <bmill@axon.com>

Sent: Thursday, March 30, 2023 10:04:56 AM

To: Marcelo Altwer <altwer@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Danny Gritti <dgritti@axon.com>

Subject: Axon Air Overview

Marcelo and Anthony,

Pleasure speaking with you moments ago. I've added @Danny Gritti here our CSM so we can coordinate a time for us to get together with your team and answer any questions you may have about Axon Air. As I mentioned on the call April 12th would not work as we are going to be at the Axon Accelerate event that week, but if you have any other dates in the future that might work for you and your team please feel free to share and either Danny and I will try to make that work.

Danny, a little background for you, San Mateo just purchased 3 new drones and are growing quickly. They would like to set up a time for their team to meet and have a refresher of Axon Air for their already existing and new pilots.

Best,

Bryce Miller
Account Executive, Axon Air

M / 925-222-1085

Bmill@axon.com

AXON.COM

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Date: Thu, 15 Feb 2024 12:45:33 AM (UTC)
Sent: Thu, 15 Feb 2024 12:45:15 AM (UTC)
Subject: Re: Axon Air Qoutes
From: Daniel Palumbo <daniel.palumbo@skydio.com >
To: Tamiko Sianen <tsianen@axon.com>;
CC: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Brandon Wahl <bwahl@axon.com>; Kevin Boyle <kboyle@axon.com>; Daniel Palumbo <danny.palumbo@skydio.com>;

Hello @Anthony - great to meet you! I'm your go-to Skydio rep and have covered Major accounts for the last 2 years in the midwest. I know you previously worked with Scott Cullinane and he's moved into more of an infrastructure role at Skydio. He's sitting next to me right now (along with 2-3 other members of our team you met during our onsite) out at HQ in San Mateo and they all speak very highly of you. Excited to finally kick-off a potential partnership.

Happy to answer any questions you may have on the X10 and DFR software and our partnership with Axon. [@Tamiko Sianen](#) - please include me on the call once it's scheduled. Thank you!

Best,

Danny Palumbo
Account Manager

[Skydio](#) | [LinkedIn](#)

[X10 - Skydio's Next Generation](#)
[X10 Launch - Full Keynote Recording](#)
[Blog on Skydio Autonomy](#)

On Wed, Feb 14, 2024 at 4:26PM Tamiko Sianen <tsianen@axon.com> wrote:
Hi Anthony,

Nice to meet you as well and happy to get this built out for you! Just to confirm, are you wanting Skydio's DFR software to accompany the X10s?

Also, would you be available for a quick call tomorrow? I'd like to ensure I'm dialled in with your current and future program needs.

Warmly,
Tamiko

From: Brandon Wahl <bwahl@axon.com>
Sent: Wednesday, February 14, 2024 4:19 pm
To: Kevin Boyle <kboyle@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Daniel Palumbo <danny.palumbo@skydio.com>; Tamiko Sianen <tsianen@axon.com>
Cc: Bryce Miller <bmiller@axon.com>
Subject: RE: Axon Air Qoutes

Thanks for looping us in KB. Pleasure to e-meet you Anthony.

@Tamiko Sianen – are you able to hop on this one right away? Let me know if you need any assistance from me.

Cheers,

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AXON.COM

Spokane, WA

[LinkedIn](#)



From: Kevin Boyle <kboyle@axon.com>

Sent: Wednesday, February 14, 2024 4:15 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Brandon Wahl <bwahl@axon.com>; Daniel Palumbo <danny.palumbo@skydio.com>; Tamiko Sianen <tsianen@axon.com>

Cc: Bryce Miller <bmiller@axon.com>

Subject: Re: Axon Air Qoutes

Anthony thanks for the note - looping a few teammates in here to get this handled for you but I will stay involved to ensure this gets handled as quick as possible.

@Daniel Palumbo @Brandon Wahl @Tamiko Sianen please take a look at the below!

-Kevin

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From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Sent: Wednesday, February 14, 2024 7:02:53 PM

To: Kevin Boyle <kboyle@axon.com>

Cc: Bryce Miller <bmiller@axon.com>

Subject: Re: Axon Air Qoutes

Kevin, we are interested in purchasing a couple of skydio X10 drones. These drones would be on the dfr platform can you please get me a quote for 2 X10s with all the accessories and licensing for dfr. Please let me know if you need any other information from me. Thanks

Anthony

Sent via the Samsung Galaxy S22+ 5G, an AT&T 5G smartphone

Get [Outlook for Android](#)

From: Kevin Boyle <kboyle@axon.com>

Sent: Thursday, January 26, 2023 10:50:06 AM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Cc: Bryce Miller <bmiller@axon.com>
Subject: RE: Axon Air Qoutes

Anthony – Updated quote attached.

Best,
Kevin

From: Kevin Boyle
Sent: Friday, November 18, 2022 9:01 AM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Anthony – Good chatting with you last night. Attached is the quote for Axon Air and the drones. Call with any questions.

-KB

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Wednesday, November 16, 2022 7:19 PM
To: Kevin Boyle <kboyle@axon.com>
Subject: RE: Axon Air Qoutes

Yes sir, at this point we are ready to move forward with an official quote including the 3 drones we talked about and same number of pilots. We would also like to schedule some training for our pilots on the Axon software that is running on the remote.
Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>
Sent: Wednesday, November 16, 2022 4:14 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Cc: Todd Shypertt <tshypertt@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Gentlemen – Hope all is well. Wanted to follow up on our Axon Air conversations. Are you guys at the point and in need of a formal quote to transition to a fulltime accounts? Feel free to call with any questions – [REDACTED]

Best,
Kevin

From: Kevin Boyle
Sent: Thursday, October 20, 2022 8:01 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air Qoutes

Hey Anthony – sorry for delay here, I was down at IACP and traveling this week. I have gone back to the well and asked for more room on this. I was able to take a little extra off of the drone hardware for the Mavic Advnaced(this is now below the cost to Axon). With regards to the contract length, the discounts have been allowed due to the nature of a long term commitment.

Call me with any questions – [REDACTED]

-Kevin

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Saturday, October 15, 2022 2:17 AM

To: Kevin Boyle <kboyle@axon.com>

Subject: RE: Axon Air Qoutes

Kevin, we are really close to making a decision on the packages you sent us. I wanted to iron out a couple things. I would really like to take advantage of the option that gets us the most equipment. I know you have already offered a good deal on the Mavic, however is there any way you can bring that price down a bit to push us over the edge to get that one approved. Second, do we have to sign for 5 years or can we agree to a one year contract?? Thanks for being flexible.

Anthony

From: Anthony Riccardi

Sent: Tuesday, September 20, 2022 4:51 PM

To: Shannon Hagan <SHagan@cityofsanmateo.org>; David Manion <DManion@cityofsanmateo.org>

Subject: FW: Axon Air Qoutes

Hey pal, wanted to keep you in the loop so here are a few quotes from Axon. My 2c is to go with the largest of them and purchase the M30 and 2 Mavic's and sell the 300. This would triple our fleet and allow us to have a dedicated drone for SWAT. LMK your thoughts. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>

Sent: Friday, September 16, 2022 8:37 AM

To: Todd Shypertt <tshypertt@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Subject: Axon Air Qoutes

Morning Gentlemen – attached a few options for you guys here. 3 quotes

1. To support your existing program as is with 4 pilots and 1 mavic
2. One for adding an M30T and 1 Mavic Advanced
3. One for adding an M30T and 2 Mavic Advanced

Call or text with any questions : 732-996-7332

-Kevin

Kevin Boyle

Account Executive, New Products : Axon Air & Virtual Reality Training

M / 732-996-7332

KBoyle@axon.com

AXON.COM

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Date: Mon, 22 Aug 2022 4:09:00 PM (UTC)
Sent: Mon, 22 Aug 2022 4:09:34 PM (UTC)
Subject: RE: Axon Air
From: Anthony Riccardi
To: Kevin Boyle <kboyle@axon.com>;

No problem. Can you please let me know when we are set up for the Axon Air trial and if you need anything from me. Thank you.

Anthony

From: Kevin Boyle <kboyle@axon.com>
Sent: Monday, August 22, 2022 8:23 AM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air

Hey Anthony – sorry for the delay here but I have been looking into this and unfortunately DJI does not allow their reseller network to sell the Mini 3 because it is a consumer grade drone and not enterprise.

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Sent: Thursday, August 18, 2022 2:13 AM
To: Kevin Boyle <kboyle@axon.com>
Subject: RE: Axon Air

Hey Kevin, just wanted to follow up and see if you are able to get me a quote on the mini 3 pro RC, and the Axon Air trial. Thanks

Anthony

From: Kevin Boyle <kboyle@axon.com>
Sent: Thursday, August 11, 2022 4:17 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air

No rush at all but I wrapped my other call a little early so I am in the meeting room if you wanted to start early. If not, speak to you in a few!

From: Kevin Boyle
Sent: Wednesday, August 10, 2022 5:54 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air

Does 430 PST work for you? Let me know and I will send through a zoom invite.

Best,
Kevin

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Hi Kevin, on Thursday I am tied up until 4pm. If that's too late I am around Friday various times. LMK what works. Thanks

Anthony

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To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Cc: Chris Morton <cmorton@axon.com>; Matthew Earnshaw <earnsha@cityofsanmateo.org>
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Anthony – is there a time on Thursday August 11th that works for you to connect?

Best,
Kevin

From: Matthew Earnshaw <earnsha@cityofsanmateo.org>
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To: Kevin Boyle <kboyle@axon.com>
Cc: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: Re: Axon Air

Thanks Kevin! I will defer to Anthony as I am not involved with our program. I am just facilitating a connection to learn more about Axon Air.

Best,
Matt

Matthew Earnshaw
Lieutenant| Field Operations
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7627 | mearnshaw@cityofsanmateo.org

From: Kevin Boyle <kboyle@axon.com>
Sent: Thursday, August 4, 2022 5:53 AM
To: Matthew Earnshaw <earnsha@cityofsanmateo.org>
Cc: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: RE: Axon Air

Thanks for the intro Chris!

Matt – Glad to be connected with you and also sorry to hear about the drone malfunction. Do you have some time on Thursday August 11th to connect and discuss? I am free from 9AM to 1030AM PST. Let me know if there is a 30 minute window in there that is best and I will send through a Zoom invite.

Best,
Kevin

From: Chris Morton <cmorton@axon.com>
Sent: Wednesday, August 3, 2022 7:12 PM
To: Matthew Earnshaw <earnsha@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Kevin Boyle <kboyle@axon.com>
Subject: Re: Axon Air

Hey Matt,

Thanks for the introduction here and sorry to hear about that situation.

@Kevin Boyle is our Axon Air expert and would be best to coordinate a Zoom call/demo if you guys would like to talk through our solution in more detail. If I'm not mistaken, San Mateo County Sheriff uses Axon Air as a point of reference nearby.

Kevin,

Can you provide times for this based on your schedule and I'll join if I'm able to?

Thanks,

--

Chris Morton

Strategic Account Manager



From: Matthew Earnshaw <earnsha@cityofsanmateo.org>

Sent: Wednesday, August 3, 2022 3:00 PM

To: Chris Morton <cmorton@axon.com>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Subject: Axon Air

Chris-

We recently had our drone malfunction while in flight. We are not part of the Axon Air program, but may need to look at options. I am including Lt. Anthony Riccardi who assists with our drone program. Can you assist him or direct us to someone who works with Axon Air?

Best,
Matt

Matthew Earnshaw
Lieutenant| Field Operations
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7627 | mearnshaw@cityofsanmateo.org

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Date: Fri, 27 Oct 2023 4:09:47 PM (UTC)
Sent: Fri, 27 Oct 2023 4:09:26 PM (UTC)
Subject: Re: Meeting
From: Scott Cullinane <scott.cullinane@skydio.com>
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>;
CC: John Santry <john.santry@skydio.com>; David Manion <DManion@cityofsanmateo.org>;

Lt - thanks for getting back. I'll work with John on this today and get back to you with logistics before EOD.

Scott

On Thu, Oct 26, 2023 at 8:58 PM Anthony Riccardi <ARiccardi@cityofsanmateo.org> wrote:

The 30th works for us. Sgt Dave Manion and I have a 0900 meeting at the coast guard station on Yerba Buena Island to talk about a regional drone program. We are good anytime after 11 I am guessing. Let me know what works best for you. And yes it would love to look at your location for a potential nest. All great things! Talk soon

Anthony

Lieutenant Anthony Riccardi

San Mateo Police Department

Patrol Services / S.W.A.T.

ariccardi@cityofsanmateo.org

650-522-7689

From: Scott Cullinane <scott.cullinane@skydio.com>
Sent: Thursday, October 26, 2023 12:57 PM
To: John Santry <john.santry@skydio.com>
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: Re: Meeting

Thanks John!

Lt. - It's great to meet you. What's your availability for the remainder of this week? I'd like to debrief over the phone on your experience at Interpol and understand how we can schedule you and your command staff at HQ before the holidays.

Best,

Scott

On Thu, Oct 26, 2023 at 12:34PM John Santry <john.santry@skydio.com> wrote:

Hi Anthony,

Thanks for following up. [@Scott Cullinane](#) is local to the Bay Area and can help coordinate visit. I'll be there on Monday 30th. If that's too soon we could coordinate something later in the week. We'd be happy to host a group from SMPD and give you the full dog and pony show. What works best for you?

Food for thought. I'm sure our CEO would also be willing to offer up our rooftop to SMPD and Flying Lion to host a DFR nest that we could help support.

Thanks,

John Santry

Vice President, State & Local



On Wed, Oct 25, 2023 at 1:41PM Anthony Riccardi <ARiccardi@cityofsanmateo.org> wrote:

Hi John, great talking to you yesterday at Chula Vista. Can you please confirm the date and time that you will be at HQ for us to come up and take a look and talk shop? Thanks

Anthony



Anthony Riccardi

Lieutenant / Field Operations / S.W.A.T.

San Mateo Police Department

200 Franklin Parkway, San Mateo CA 94403

650-522-7689 ariccardi@cityofsanmateo.org



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--

Scott Cullinane

Account Executive - SLED

[Skydio](#) | [LinkedIn](#)



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--

Scott Cullinane
Account Executive - SLED

[Skydio](#) | [LinkedIn](#)



Date: Thu, 14 Nov 2024 11:31:01 PM (UTC)
Subject: Re: Skydio Beta Dock
From: Marcelo Altwer <altwer@cityofsanmateo.org >
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Andrew Warren <andrew.warren@skydio.com >;

Monday is good! Any particular time?

Marcelo



Marcelo Altwer

Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7728 | altwer@cityofsanmateo.org



From: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Sent: Thursday, November 14, 2024 3:24 PM
To: Andrew Warren <andrew.warren@skydio.com >
Cc: Kyle Sheehan <kyle.sheehan@skydio.com >; Marcelo Altwer <altwer@cityofsanmateo.org >
Subject: RE: Skydio Beta Dock

Outstanding. Monday is good in the AM. I am including Marcelo on this thread as well.

Lieutenant Anthony Riccardi
San Mateo Police Department
Patrol Services / S.W.A.T.
ariccardi@cityofsanmateo.org
650-522-7689

From: Andrew Warren <andrew.warren@skydio.com >
Sent: Thursday, November 14, 2024 2:23 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >
Cc: Kyle Sheehan <kyle.sheehan@skydio.com >
Subject: Skydio Beta Dock

Hey Anthony,

The time has come! We're ready to start mapping out the Beta Program with the Dock for X10 for SMPD, and wanted to get on a quick call so that we could align on all the details.

How does your schedule look tomorrow, Monday, or Tuesday for a call?

Let me know!

Thanks,
Andrew

--

Andrew Warren
Enterprise Account Executive - West

andrew.warren@skydio.com



Date: Wed, 13 Dec 2023 6:40:43 PM (UTC)
Sent: Wed, 13 Dec 2023 6:40:28 PM (UTC)
Subject: Re: Skydio follow up
From: Scott Cullinane <scott.cullinane@skydio.com>
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>;
CC: David Manion <DManion@cityofsanmateo.org>; Shannon Hagan <SHagan@cityofsanmateo.org>;

Hey Lt.,

Apologies for my recent silence. I've been out of town for the last month and our executive staff has been slammed with year end business and next year forecasting.

I'm back in the office next week and would like to recharge our conversations to understand how we can implement a DFR strategy with your command to decrease response times and increase the amount of proactive patrolling your officers can do.

Are you available to reconnect next week?

Scott

On Thu, Nov 2, 2023 at 4:55 PM Anthony Riccardi <ARiccardi@cityofsanmateo.org> wrote:

Sounds good. The operations next week is on Wednesday the 8th. Normally at 5am. The operation on the 14th will be 10am. Thanks

Anthony

Lieutenant Anthony Riccardi

San Mateo Police Department

Patrol Services / S.W.A.T.

ariccardi@cityofsanmateo.org

650-522-7689

From: Scott Cullinane <scott.cullinane@skydio.com>

Sent: Thursday, November 2, 2023 3:58 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Cc: David Manion <DManion@cityofsanmateo.org>; Shannon Hagan <SHagan@cityofsanmateo.org>

Subject: Re: Skydio follow up

Hey Lt! Thanks for the heads up - I'm running both offers through senior management now. I'll have more intel before EOW.

Best,

Scott

On Thu, Nov 2, 2023 at 3:55 PM Anthony Riccardi <ARiccardi@cityofsanmateo.org> wrote:

Scott, we have another operation on the 7th early in the morning. Are you available each day?? Let me know and I will get you more details. Thanks

Sent via the Samsung Galaxy S22+ 5G, an AT&T 5G smartphone
Get [Outlook for Android](#)

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Sent: Wednesday, November 1, 2023 1:58:54 PM

To: Scott Cullinane <scott.cullinane@skydio.com>; David Manion <DManion@cityofsanmateo.org>; Shannon Hagan <SHagan@cityofsanmateo.org>

Subject: Re: Skydio follow up

Scott thanks for having us. We have an operation coming up on Nov 14th in ssf. I can't give many details but would love you have you guys join us. The timeframe is 10am briefing 12pm go time and 2000 end time. Is that something you guys can attend??

Sent via the Samsung Galaxy S22+ 5G, an AT&T 5G smartphone
Get [Outlook for Android](#)

From: Scott Cullinane <scott.cullinane@skydio.com>

Sent: Tuesday, October 31, 2023 1:12:17 PM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; David Manion <DManion@cityofsanmateo.org>; Shannon Hagan <SHagan@cityofsanmateo.org>

Subject: Skydio follow up

Hey Fellas,

Thanks so much for making the time to check out the Skydio Headquarters! It's great to see how serious SMPD is about your future DFR program and we're excited for the opportunity to partner with you and make this a reality.

See below for next steps that will allow us to keep the momentum we gained today:

- SMPD to let Skydio know when you'll be doing a planned mission - whether it be a warrant or an event - we'll come out with the X10 and fly with you
- We organize a day for SMPD's Chief to meet with Adam Bry, Skydio's CEO, to discuss Skydio's roots and map out the future of our partnership.

Lt. - Skydio's Chief Revenue Officer, Callan, loved your story about SMPD's recent pistol upgrade from your Glocks to Staccatos. That's akin to the DJI > Skydio upgrade. Yes - the Skydio platform is a little more expensive - but our obstacle avoidance, 5g connectivity, and dedication to our customer's success via white glove support are true differentiators!

Best,

Scott Cullinane

Account Executive - SLED

[Skydio](#) | [LinkedIn](#)

Cell: (401) 741-1541

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--

Scott Cullinane

Account Executive - SLED

[Skydio](#) | [LinkedIn](#)

Cell: (401) 741-1541

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--

Scott Cullinane

Account Executive - SLED

[Skydio](#) | [LinkedIn](#)

Cell: (401) 741-1541

Date: Thu, 28 Mar 2024 8:27:57 PM (UTC)
Sent: Thu, 28 Mar 2024 8:27:40 PM (UTC)
Subject: Re: Skydio X10, Axon Air & DFR Quote | San Mateo PD - CA
From: Andrew Warren <andrew.warren@skydio.com >
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >;

Hey LT,

Thanks again for the time earlier, it was great to get acquainted. I spoke with the team and it looks like Monday would be great for a meeting between our leadership to dive into DFR, the Skydio/SMPD relationship, and regulatory services. Let me know if this works for you still and I will get the ball rolling:

What: Skydio + San Mateo PD - DFR Conversation

When: Monday April 15th at 10:00 AM - 12:00 PM

Where: Skydio HQ - 3000 Clearview Way, San Mateo, CA 94402

Who: Chief Ed Barberini, Lt. Anthony Riccardi + CEO Adam Bry, EAE Andrew Warren

I look forward to getting this setting up!

Thanks,
Andrew

On Mon, Mar 25, 2024 at 7:23PM Andrew Warren <andrew.warren@skydio.com> wrote:
Sadly I'll be stuck out in Colorado or I'd be there. Not sure if my team is going to make it, but either way, I sent over a quick Google Meet for us on 1pm Thursday to get connected for a few minutes.

Appreciate you getting back to me, talk soon.

Thanks,
Andrew

On Mon, Mar 25, 2024 at 7:20PM Anthony Riccardi <ARiccardi@cityofsanmateo.org> wrote:
We have training on the 27th I think you guys were going to pop in at 9am. I am open Thursday afternoon as well. LMK what is best. Thank you

Anthony

*Lieutenant Anthony Riccardi
San Mateo Police Department
Patrol Services / S.W.A.T.
ariccardi@cityofsanmateo.org
650-522-7689*

From: Andrew Warren <andrew.warren@skydio.com>
Sent: Monday, March 25, 2024 7:15 PM
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>
Subject: Re: Skydio X10, Axon Air & DFR Quote | San Mateo PD - CA

Hey LT,

Hope all is well on your end. Wanted to circle back on this as it sounds like my team may have some good news for you.

Let me know when you have time to connect, my Thursday is wide open right now.

Thanks,
Andrew

On Mon, Mar 11, 2024 at 3:59 PM Andrew Warren <andrew.warren@skydio.com> wrote:
Hey Anthony,

Looking forward to working with you and would love to set up some time to have your team come by the office if you haven't already,

Do you have some time to catch up over the phone tomorrow and get acquainted?

Also, let me know if there's anything else I can help you with regarding the quote in the meantime.

Thanks,
Andrew

On Thu, Mar 7, 2024 at 7:15 PM Daniel Palumbo <daniel.palumbo@skydio.com> wrote:
Thanks, Tamiko.

@Anthony - As mentioned on the phone this AM, we've had some realignment shakeups and Andrew Warren (cc'd) is now your new rep at Skydio. He can answer any questions you have on the quote and also regarding the DFR / training additions down the road.

[@Andrew Warren](#) - SMPD has a training on March 27th they've invited us to; we may swing by before the Stanislaus demo and you're welcome to join.

Thanks again and talk soon!

Best,

Danny Palumbo
Account Manager

[Skydio](#) | [LinkedIn](#)

[X10 - Skydio's Next Generation](#)
[X10 Launch - Full Keynote Recording](#)
[Blog on Skydio Autonomy](#)

On Thu, Mar 7, 2024 at 4:40 PM Tamiko Sianen <tsianen@axon.com> wrote:

Hi Anthony,

Thanks for your patience on this update – I've removed the Skydio Academy training as well as the DFR licensing. Happy to send over updates quotes for those items as well.

Let us know if you have any other questions or adjustments,

Warmly,

Tamiko

Tamiko Sianen

Account Executive, RTA

Real-Time Awareness Team

Axon Air, Dedrone, Fusus



[AXON.COM](https://www.axon.com)

Book a Meeting: <https://calendly.com/tsianen>

[LinkedIn](#)

From: Daniel Palumbo <daniel.palumbo@skydio.com>

Date: Friday, February 23, 2024 at 2:53 PM

To: Tamiko Sianen <tsianen@axon.com>

Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org>, Chris Morton <cmorton@axon.com>

Subject: Re: Skydio X10, Axon Air & DFR Quote | San Mateo PD - CA

Thanks, Tamiko.

Anthony - happy to answer any questions on the Skydio side as well. I'll be in San Mateo on Wednesday next week and have some time in the AM before a meeting at 12. Are you free for coffee/breakfast or a quick swing through chat at SMPD around 9am? Let me know, no worries if you're tied up.

Best,

Danny Palumbo

Account Manager



[Skydio](#) | [LinkedIn](#)

[X10 - Skydio's Next Generation](#)

X10 Launch - [Full Keynote Recording](#)

[Blog on Skydio Autonomy](#)

On Fri, Feb 23, 2024 at 2:45 PM Tamiko Sianen <tsianen@axon.com> wrote:

Hi Anthony,

Thanks so much for your patience on this quote. I've attached a budgetary Skydio + Axon quote here (5-year term) which includes (2) Skydio X10 drones with Axon Air software and Skydio's DFR software licensing:

Hardware, Training and Warranty upfront in Year 1 would be \$91,534.89 with \$21,256 of software billed annually. Let us know if you have any questions!

Do you also need me to provide a quote for additional Pilot licensing or Axon Air drone licensing for the Avatas or Minis?

You currently have the following licenses:

(14) Axon Air E.com Pilot User Licenses

(3) Class 1 UAS Bundles – for Mavic-type drones

(1) Class 2 UAS Bundle – for Matrice-type drones

Warmly,

Tamiko

Tamiko Sianen

Account Executive, RTA

Real-Time Awareness Team

Axon Air, Dedrone, Fusus



[AXON.COM](https://axon.com)

Book a Meeting: <https://calendly.com/tsianen>

[LinkedIn](#)

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Date: Fri, 22 Dec 2023 6:37:30 PM (UTC)

Sent: Fri, 22 Dec 2023 6:37:22 PM (UTC)

Subject: RE: Skydio X10

From: Kevin Boyle <kboyle@axon.com>

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Bryce Miller <bmillier@axon.com>;

CC: Chris Morton <cmorton@axon.com>;

Hey Anthony! Great to hear from you! Looping in @Bryce Miller whos on my team to support on the below request! He can get you all info needed.

Best,
Kevin

From: Anthony Riccardi <ARiccardi@cityofsanmateo.org>

Sent: Friday, December 22, 2023 1:30 PM

To: Kevin Boyle <kboyle@axon.com>

Subject: Skydio X10

Hi Kevin, we are looking at purchasing a Skydio X10 and I am getting a few quotes. I wanted to see what it would cost if we purchased through you guys. We are almost done with our new COA so I think I would like to look at the the DFR option for the skydio and possibly moving the M30 and M300 over to the DFR side as well. For starters what are we looking at to purchase an X10 full kit with extra batteries and licensing? Thanks

Anthony



Anthony Riccardi

Lieutenant / Field Operations / S.W.A.T.

San Mateo Police Department

200 Franklin Parkway, San Mateo CA 94403

650-522-7689 ariccardi@cityofsanmateo.org





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Date: Thu, 3 Oct 2024 3:46:45 PM (UTC)
Subject: Re: SMPD Contract Proposal
From: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >
To: David Peruzzaro <peruzzar@cityofsanmateo.org >;



Jennifer Maravillas

Lieutenant| Support Services Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7633| jmaravillas [@cityofsanmateo.org](mailto:jmaravillas@cityofsanmateo.org)

From: David Peruzzaro <peruzzar@cityofsanmateo.org >
Sent: Thursday, October 3, 2024 8:45 AM
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >
Subject: Re: SMPD Contract Proposal

Thank you!

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From: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >
Sent: Thursday, October 3, 2024 8:45:02 AM
To: David Peruzzaro <peruzzar@cityofsanmateo.org >
Subject: Re: SMPD Contract Proposal

Yes!

Thanks ☐



Jennifer Maravillas

Lieutenant| Support Services Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7633| jmaravillas [@cityofsanmateo.org](mailto:jmaravillas@cityofsanmateo.org)

From: David Peruzzaro <peruzzar@cityofsanmateo.org >
Sent: Thursday, October 3, 2024 8:44 AM
To: Jennifer Maravillas <JMaravillas@cityofsanmateo.org >
Subject: Fwd: SMPD Contract Proposal

Are you available and interested in attending?

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From: Matthew Lethin <MLethin@cityofsanmateo.org >
Sent: Thursday, October 3, 2024 8:09 AM

To: David Peruzzaro <peruzzar@cityofsanmateo.org>; Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Kelly O'Keefe <kokeefe@cityofsanmateo.org>
Subject: FW: SMPD Contract Proposal

Hi Dave, Kelly, and Ant,

Axon sent over their proposal for our new contract, which is attached. They are coming here on 10/15, and I forwarded the invite to you all. The one other person I'd like to include would be Jen, for her management of our training programs like Taser and VR, but I wanted to check with you, Dave, to see if she has capacity to join us and if you're okay with that. If so, can you arrange for her to join us?

Thanks,

Matt Lethin

Captain | Field Operations Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7663 | mlethin@cityofsanmateo.org

From: Brian Moutinho <bzmoutinho@axon.com>
Sent: Wednesday, October 2, 2024 5:22 PM
To: Matthew Lethin <MLethin@cityofsanmateo.org>
Cc: Andrew Warren <andrew.warren@skydio.com>; Mike Schmidt <Mschmidt@axon.com>; Matthew Aveling <maveling@axon.com>; Tom Richardson <trichardson@axon.com>; Cynthia Cote <ccote@axon.com>
Subject: Re: SMPD Contract Proposal

Hello Captain –

I sent out a calendar invitation for the 15th at 2pm, I hope that still work for you and your team. During that on-site meeting, I will have the broader team with me and we can walk through all aspects of the quote together.

This is a sizable project so the quote has become lengthy and may be challenging to understand exactly what is being delivered with each SKU. During our next meeting, the team will break the quote into product categories (OSP, Fleet, Interview, DraftOne, Fusus, Axon Air, and DFR) and give an overview of what we would be delivering within each program.

With that, it would be great to have representation from across the agency that cover each of these products categories. That will ensure that the quote accurately represents agency expectations and all projects have smooth and rapid implementations.

If you have any questions ahead of the meeting, please don't hesitate to reach out. Is there anything else that we can prepare ahead of the meeting that the city may require for its decision-making process?

Best,

BRIAN MOUTINHO
Strategic Account Executive



Customer Service / 1 800 978 2737

AXON.COM
[LinkedIn](#)

From: Brian Moutinho <bmoutinho@axon.com>
Date: Tuesday, October 1, 2024 at 2:20 PM
To: Matthew Lethin <MLethin@cityofsanmateo.org>
Subject: Re: SMPD Contract Proposal

Let's do Tuesday the 15th at 2pm. I am already scheduled to be on-site at Elk Grove PD that week so I'm happy to come on-site for this also if that works for you?

Brian

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From: Matthew Lethin <MLethin@cityofsanmateo.org>
Sent: Tuesday, October 1, 2024 2:48:28 PM
To: Brian Moutinho <bmoutinho@axon.com>
Subject: RE: SMPD Contract Proposal

Great news! Sure, let's calendar something. I'm out of the office next week, but how about either Monday, 10/14, at 3 or 4 pm, or Tuesday, 10/15, anytime between 1-4 pm?

Matt Lethin

Captain | Field Operations Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7663 | mlethin@cityofsanmateo.org

From: Brian Moutinho <bmoutinho@axon.com>
Sent: Tuesday, October 1, 2024 1:44 PM
To: Matthew Lethin <MLethin@cityofsanmateo.org>
Subject: Re: SMPD Contract Proposal

I just got this ready and simply need to package it up and send it over for your review which I expect I can get done in next 24 hours. Would you like to get a date on the calendar for us to review together?

Brian

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From: Matthew Lethin <MLethin@cityofsanmateo.org>
Sent: Tuesday, October 1, 2024 2:15:43 PM
To: Brian Moutinho <bmoutinho@axon.com>
Subject: SMPD Contract Proposal

Hi Brian,

Hope all is well, and I wanted to reach out to see how it's going with putting together the proposed contract update? Please let me know if you need anything else from me or my team, and we're looking forward to reviewing it when it's ready.

Take care,

Matt Lethin

Captain | Field Operations Division

City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7663 | mlethin@cityofsanmateo.org

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Date: Thu, 21 Mar 2024 7:55:20 PM (UTC)
Sent: Thu, 21 Mar 2024 7:55:17 PM (UTC)
Subject: Re: sUAS Agenda
From: David Manion <DManion@cityofsanmateo.org >
Todd Shypertt <tshypertt@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >; Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >;
To:

Looks like a mighty fine plan to me.



David Manion
Sergeant | Criminal Investigations Bureau
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-504-7568 | dmanion@cityofsanmateo.org



From: Todd Shypertt <tshypertt@cityofsanmateo.org >
Sent: Thursday, March 21, 2024 11:38 AM
To: Shannon Hagan <SHagan@cityofsanmateo.org >; Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >
Subject: Re: sUAS Agenda

Not sure why the doc isn't opening.

sUAS 1st Quarter Meeting (March 27th, 2024)

AGENDA

0900-0945: Skydio Presentation _ X10

0945-1200: Drone Sense Presentation _ Alex Armstrong

- Please bring or note all of your current training. Know the month and date. Also be sure to have your Part 107 number. We will be imputing this information into your profile.

1200-1300: Lunch

1300-1600: Flight time at CSM lower lot.

Flight Agenda

- NIST Drill: Trained by Shypertt.
 - Pilots will run two courses. Orbit and recon. They will be scored on points only. Time will be documented as a starting point for next quarter's training.
- Avata Drill: Clearing a vehicle. Trainer Altwer.
 - Pilots will clear a parked vehicle in a mock high-risk stop. Evidence will be placed in the vehicle which the pilot will have to locate and identify.
- Find and follow: Trainer Rink

- Pilots flying the M30 will launch from the lower lot, climb, and locate the suspect vehicle in the upper lot which will be driving (code 1). Once over the upper lot the pilot using the camera only, will track the suspect vehicle while remaining stationary.

1600-1700: Break down all equipment and return to SMPD. All equipment must be replaced prior to the team leaving.

EQUIPMENT

Drone Van with all assigned equipment.

Car 36 with all assigned equipment.

Car 47 with generator.

Rover 9 (SWAT assigned).

POV for Avata search.

Police Activity signage (SWAT truck).

UNIFORM

-
Casual clothing. Uniform optional.

NOTE: If possible, I would like to go over our current COA. Hopefully it will be the updated one. Prior to going over with the team, I would like to speak with a rep from flying lion so we are crystal clear on the expectations before presenting.

From: Shannon Hagan <SHagan@cityofsanmateo.org >

Sent: Thursday, March 21, 2024 11:37 AM

To: Todd Shypertt <tshypertt@cityofsanmateo.org >; Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >

Subject: RE: sUAS Agenda

Hi Todd,

Will you resend the word doc, it didn't come through on my end.

Shannon Hagan

Lieutenant | Field Operation Services | UAS

City of San Mateo Police Department

200 Franklin Pkwy, San Mateo, CA 94403

Main: 650-522-7710 | Desk: 650-522-7683

From: Todd Shypertt <tshypertt@cityofsanmateo.org >

Sent: Thursday, March 21, 2024 11:08 AM

To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >; Marcelo Altwer <altwer@cityofsanmateo.org >; John C. Rink Jr. <JCRink@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >

Subject: sUAS Agenda

Hello Gentleman,

Please see the attached word doc for the tentative agenda. Please let me know if you have any questions or need any changes.

I'll send out to the team once you all approve.



Officer T. Shypertt

Traffic Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7695 | tshypertt@cityofsanmateo.org



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Date: Fri, 15 Mar 2024 4:00:51 PM (UTC)
Sent: Fri, 15 Mar 2024 4:00:46 PM (UTC)
Subject: See Skydio X10's 3D Scan Capabilities in Action!
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

Hi Marcelo,

Elevate your investigative techniques with the unparalleled capabilities of Skydio X10. Our upcoming webinar will delve into how drones are redefining the approach to crash and crime scene documentation. Join us to:

- Witness a live demonstration of the Skydio X10's 3D Scan features.
- Explore the onboard generation of detailed orthomosaic images and precise 3D modeling.
- Hear from Skydio industry experts about leveraging drone technology for comprehensive scene documentation.

Secure your spot now and be at the forefront of investigative technology.

[Register today.](#)

Best,

Jordan

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Date: Thu, 21 Nov 2024 4:39:24 PM (UTC)
Sent: Thu, 21 Nov 2024 4:39:23 PM (UTC)
Subject: Re: San Mateo PD / Skydio - No VO Waiver
From: Marcelo Altwer <altwer@cityofsanmateo.org >
To: Jakee Stoltz <jakee.stoltz@skydio.com >;

yes any time on Monday works.

Marcelo



Marcelo Altwer

Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7728 | altwer@cityofsanmateo.org



From: Jakee Stoltz <jakee.stoltz@skydio.com >
Sent: Thursday, November 21, 2024 8:29 AM
To: Marcelo Altwer <altwer@cityofsanmateo.org >
Cc: Andrew Warren <andrew.warren@skydio.com >
Subject: Re: San Mateo PD / Skydio - No VO Waiver

Hi Marcelo

Apologies for the delayed response here, just coordinating with folks on my side. So next steps is that we'd like to work ahead and assist San Mateo in getting a "No VO" COA request submitted. I can't guarantee this will be approved by the end of January, but getting the request in as soon as possible gives us the best chance at least. I'll get the documents put together to review with you. Would you have time on Monday to meet?

Regards,
Jakee Stoltz

On Mon, Nov 18, 2024 at 6:58 PM Marcelo Altwer <altwer@cityofsanmateo.org> wrote:
Great, thanks for letting me know!

So what's the next step?

Marcelo



Marcelo Altwer

Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7728 | altwer@cityofsanmateo.org



From: Jakee Stoltz <jakee.stoltz@skydio.com>
Sent: Monday, November 18, 2024 4:31 PM
To: Marcelo Altwer <altwer@cityofsanmateo.org>
Subject: Re: San Mateo PD / Skydio - No VO Waiver

Hi Officer Altwer

Thanks for sharing and letting me verify. Good to go for X10 remote ops with this COA!

Regards
Jakee Stoltz

On Mon, Nov 18, 2024 at 16:16 Marcelo Altwer <altwer@cityofsanmateo.org> wrote:



Marcelo Altwer

Officer | Traffic Division
City of San Mateo Police Department
[200 Franklin Pkwy, San Mateo, CA 94403](https://www.cityofsanmateo.org/200-Franklin-Pkwy-San-Mateo-CA-94403)
650-522-7728 | altwer@cityofsanmateo.org



From: Jakee Stoltz <jakee.stoltz@skydio.com>
Sent: Monday, November 18, 2024 12:21 PM
To: Andrew Warren <andrew.warren@skydio.com>
Cc: Anthony Riccardi <ARiccardi@cityofsanmateo.org>; Marcelo Altwer <altwer@cityofsanmateo.org>; Todd Shypertt <tshypertt@cityofsanmateo.org>
Subject: Re: San Mateo PD / Skydio - No VO Waiver

Hi Anthony

Just wanted to check in on this - if possible can you share any COA you operate under today? Thanks!

Best regards,

Jakee Stoltz

Director, Aviation Regulatory Programs



jakee.stoltz@skydio.com

[Skydio.com](https://skydio.com)



On Thu, Nov 7, 2024 at 11:59 AM Andrew Warren <andrew.warren@skydio.com> wrote:
Hey Anthony,

We're excited to start working through the process of getting your team equipped from a regulatory aspect, and ultimately, set up as one of the first agencies in the entire country to be operational with a Skydio Dock for X10.

I'd like to first get you introduced to Jakee Stoltz (CC'd), from our regulatory team. Jakee will be the one assisting us with getting the appropriate flight waivers in place.

To kick things off, could please provide us with any active COA that you guys are flying under today?

From here, we may want to coordinate a call, but any documentation you can send over will help us make the best use of everyone's time moving forward.

Let me know if you have any questions!

Thanks,
Andrew

--

Andrew Warren

Enterprise Account Executive - West



andrew.warren@skydio.com



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Date: Tue, 31 Oct 2023 8:12:35 PM (UTC)
Sent: Tue, 31 Oct 2023 8:12:17 PM (UTC)
Subject: Skydio follow up
From: Scott Cullinane <scott.cullinane@skydio.com >
To: Anthony Riccardi <ARiccardi@cityofsanmateo.org >; David Manion <DManion@cityofsanmateo.org >; Shannon Hagan <SHagan@cityofsanmateo.org >;

Hey Fellas,

Thanks so much for making the time to check out the Skydio Headquarters! It's great to see how serious SMPD is about your future DFR program and we're excited for the opportunity to partner with you and make this a reality.

See below for next steps that will allow us to keep the momentum we gained today:

- SMPD to let Skydio know when you'll be doing a planned mission - whether it be a warrant or an event - we'll come out with the X10 and fly with you
- We organize a day for SMPD's Chief to meet with Adam Bry, Skydio's CEO, to discuss Skydio's roots and map out the future of our partnership.

Lt. - Skydio's Chief Revenue Officer, Callan, loved your story about SMPD's recent pistol upgrade from your Glocks to Staccatos. That's akin to the DJI > Skydio upgrade. Yes - the Skydio platform is a little more expensive - but our obstacle avoidance, 5g connectivity, and dedication to our customer's success via white glove support are true differentiators!

Best,

Scott Cullinane
Account Executive - SLED

[Skydio](#) | [LinkedIn](#)
Cell: (401) 741-1541

Date: Tue, 30 Jan 2024 12:19:39 AM (UTC)
Sent: Tue, 30 Jan 2024 12:19:36 AM (UTC)
Subject: Skydio Presentation
From: Todd Shypertt <tshypertt@cityofsanmateo.org >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

Remind me to send you the link the day of. This is what Riccardi sent us.

Microsoft Teams meeting

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: 228 279 779 753

Passcode: RXz4G6

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Date: Sun, 8 Sep 2024 11:27:37 PM (UTC)
Sent: Sun, 8 Sep 2024 11:27:31 PM (UTC)
Subject: Spend Time with Skydio Engineers and Leaders live and in person at Ascend 2024
From: Skydio <Events@Skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Dear Ed,

At [Skydio Ascend 2024](#), not only will you experience an extensive lineup of hands-on demos, mingle with fellow industry experts, and learn about the latest Skydio technology, you'll also have a chance to "Ask the Skydio Experts" anything on Day 2 of Ascend! This experience is exclusive to live attendees.

We have assembled an all-star lineup of our most informative experts to reveal how we innovate at Skydio and field all your questions. During our "Ask the Skydio Experts" session you can talk with the engineers who built the tech behind our sensors, systems, and autonomy. Unlock the secrets of regulatory and value engineering success. Chat with specialists who are hard at work building our drones and docks.

From customer support to technology integrations, scientists, engineers, and our team of philanthropists— we are ready and waiting to answer your hard hitting questions.

This event is not to be missed! Available only for live attendees at Ascend.

[Register today.](#)
Space is limited.

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Date: Thu, 9 Dec 2021 5:00:37 PM (UTC)
Sent: Thu, 9 Dec 2021 5:00:34 PM (UTC)
Subject: Thank you for attending!
From: Lexipol Digital Media Webinars <customercare@gotowebinar.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

We hope you enjoyed our webinar, An NYPD veteran's perspective on why autonomy matters for first responders, which was sponsored by Skydio.

Here is the on-demand webinar for you to use and share with your colleagues, or refer back to for more information:

<https://www.police1.com/why- autonomy-matters/>

Please sign up for more Police1 webinars at: <https://www.police1.com/policeone- webinars/>

Stay safe,
The Police1 and Skydio teams

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Date: Tue, 11 Jul 2023 6:16:20 PM (UTC)
Sent: Tue, 11 Jul 2023 6:15:52 PM (UTC)
Subject: Tomorrow: 5 Steps to Implementing Patrol-Led Deployment
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hey Ed,

We're excited to remind you that our "5 Steps to Implementing Patrol-Led Deployment" webinar is happening tomorrow!

During this concise webinar, you'll discover:

- **Identifying Needs:** The areas where drone technology can revolutionize your operations.
- **Cultivating Champions:** The Power of internal advocates in driving your drone program.
- **Securing Community Buy-In:** The strategies to gain robust stakeholder support.
- **Mastering Paperwork:** The tools to navigate the FAA and create a training curriculum.
- **Choosing Equipment:** The secret to selecting the right drones for your agency's needs.

Don't miss this opportunity to elevate your agency with the power of drone technology.

[Register Now!](#)

See you tomorrow!
Jordan

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Date: Thu, 16 May 2024 2:15:48 AM (UTC)
Sent: Thu, 16 May 2024 2:15:46 AM (UTC)
Subject: Tomorrows Itinerary - California Great America
From: Todd Shypertt <tshypertt@cityofsanmateo.org >
To: UAS Team <UASTeam@cityofsanmateo.org >;

Sorry this is not a more formal WARNING ORDER. I did not have a chance to get into work today. Below is the schedule for tomorrow.

0700 - Leave SMPD to California Great America 4701 Great America Pkwy, Santa Clara, CA 95054.

0800 - Interior scenarios with the BAYEX / HAZMAT team.

1200-1330 - Lunch

1330 - Team meets at CSM lower parking lot (Where we did our last training) with Skydio. A rep will be going over the X10

After the X10 presentation the pilots will be broken into two teams (One pilot, VO, and AB). I will be on a motorcycle (suspect) ridding between the upper and lower parking lot (I'll be streaming your video so I'll know what you are observing). The two teams will have to coordinate altitude, distance, or take over as to who is tracking the suspect. This will require the two teams to work together in a continual flowing event. Each event will last 10 minutes. After the event concludes, each team will have 5 minutes to discuss pro's and con's of the incident and adjust.

At the end of the 5-minute mark, each team will assign a new VO, AB, and PIC. We will do this for three cycles (45 minuets). My objective is to have each team identify what works and doesn't work in a rapidly evolving incident. The pilots will also identify areas of improvement in their own flying abilities.

You all, for those that made the training yesterday, did a great job. My goal is to push you individually, so we make this the best program in the bay area. Please bring any suggestions up tomorrow. Let's have another great day a flying drone.



Officer T. Shypertt

Traffic Officer | Traffic Division
City of San Mateo Police Department
200 Franklin Pkwy, San Mateo, CA 94403
650-522-7695 | tshypertt@cityofsanmateo.org



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Date: Tue, 19 Mar 2024 4:00:28 PM (UTC)
Sent: Tue, 19 Mar 2024 4:00:26 PM (UTC)
Subject: Transform Your Investigations with Drone-Captured Data
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

Hi Marcelo,

Ready to see how drone technology can provide you with the data to create courtroom-ready deliverables? Our next webinar will showcase the Skydio X10 drone's capabilities in capturing and analyzing scene data for legal and investigative use.

What you'll learn:

- The integration of Skydio 3D Scan data with FARO Zone 3D Expert software for creating courtroom deliverables.
- The benefits of rapid, efficient scene clearance without compromising on data quality.
- Practical insights from Skydio experts on the application of drone data in crash and crime scene investigations.

Don't let this chance to advance your investigative process pass you by. [Join us by registering today.](#)

Best,
Jordan

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Date: Fri, 6 Jan 2023 4:38:28 PM (UTC)
Sent: Fri, 6 Jan 2023 4:38:24 PM (UTC)
Subject: Watch: OKC PD's Drones Keep Officers Safe
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Marcelo Altwer <altwer@cityofsanmateo.org >;

Hi Marcelo,

[Patrol-led Unmanned Aerial Surveillance \(UAS\)](#) programs keep officers out of harm's way with situational awareness and scene monitoring only available with drones. Hundreds of law enforcement agencies trust Skydio drones for UAS - Skydio drones are portable, rapidly deployable, and don't require expert pilots to operate.

I want to invite you to watch Oklahoma City PD Sgt. Dax Laporte discuss OKC PD's UAS response to six dangerous patrol incidents, and how the use of drones is critical to ensuring safer outcomes.

Watch the keynote here: [Oklahoma City PD Drone Success Story - Webinar](#).

Best,

Jordan Bischoff



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Date: Thu, 13 Jul 2023 6:00:55 PM (UTC)
Sent: Thu, 13 Jul 2023 6:00:52 PM (UTC)
Subject: Webinar: Hazmat Response Efforts - Southern Manatee Fire
From: Jordan Bischoff <jordan.bischoff@skydio.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hey Ed,

The use of drones in emergency response continues to reshape the field of public safety. To share key insights and best practices, we've brought together Rich Gatanis of Southern Manatee Fire & Rescue, Chief Charles Werner of DRONERESPONDERS, and Deniz Dogruer, Co-Founder of Squishy Robotics. They'll be exploring real-life, life-saving applications of sUAS that are game-changers for emergency responders.

Join us on July 19 at 4 PM EST to gain insights on:

- Building a robust drone program for public safety
- Leveraging drones to mitigate risk in hazmat incident operations
- Making swift, real-time decisions with sUAS
- Exploring new technologies to enhance sUAS in operations

[Reserve your spot today for this vital webinar!](#)

Best,
Jordan

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Date: Thu, 14 Sep 2023 7:32:35 PM (UTC)
Sent: Thu, 14 Sep 2023 7:32:30 PM (UTC)
Subject: Your ticket to the drone event of 2023
From: Jason Stallings <jstallings@safewareinc.com >
To: Ed Barberini <ebarberini@cityofsanmateo.org >;

Hi Ed ,

Drones have been incrementally changing the way businesses, organizations and governments do their work. But a major leap forward in drone capability is coming on September 20th that will totally transform the perception and use of drones across the board when Skydio unveils the next evolution of aerial data capture technology.

Drones will never be the same - Join us for an exclusive interactive LIVE keynote event at Ascend on September 20th from 9:00 - 10:30 AM PT.

What to expect:

- Hear directly from the world's leading experts in autonomous flight.
- Participate in the conversation—ask Skydio leaders your burning questions and hear their perspectives live, including Skydio Founder and CEO, Adam Bry.
- Connect and network with drone industry insiders and other experts who are modernizing their organizations with groundbreaking autonomous drone technologies.

Your ticket is reserved - click here, or copy the link below into your browser, to claim it!

Register Here:

<https://go.safewareinc.com/e/987252/l-utm-campaign-safeware-ascend/97kbs/662462942?h=Ph1FWSZF8GLU2FzUUWBOqkiesMZrKH55qbSGOAiyNaE>

We look forward to you joining us,

The Safeware Team, on behalf of Skydio

P.S. Even if you can't make it, registering will ensure you get the replay

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LOCATIONS

<https://go.safewareinc.com/e/987252/safeware-branch-locations/97kbw/662462942?h=Ph1FWSZF8GLU2FzUUWBOqkiesMZrKH55qbSGOAiyNaE>

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Our mailing address is:

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Lanham, MD 20706

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