



**Utility Committee
Meeting Agenda
June 17, 2025
11:30 AM
Bentonville City Hall**

Call to Order

Pledge of Allegiance

Attendance

Approval of Minutes: June 3, 2025

I. New Business

1. **Monthly Update on Water Line Leak Repairs**

Informational

2. **Ordinance Approving a Budget Adjustment for a Drone Purchase from Granite Defense Technologies**

Ordinance*

A budget adjustment \$32,769.34 reallocating existing funds within Acct 72-10 to purchase a drone to assist BEUD personnel with troubleshooting (infrared camera), inspections, reconnaissance, and general pictures. The drone will be purchased from a city approved cooperative purchasing website. A budget adjustment is needed, but will have a zero impact to the bottom line.



City of Bentonville, Arkansas Agenda Item Form

Item Details

Council Meeting Date:		Submitted By:	
Phone:		For Department(s):	
Email:			

Item Type (Check all that apply)

Informational	Bid Award	Enter into an Agreement	Change Order
Recognizing Funds	Budget Adjustment	Waiver of Bid	Emergency Clause
Ordinance	Resolution	Informational	

Title, Recommendation & Justification

Title:	
Action Recommendation & Justification:	
Additional Comments for Consideration (Optional):	

Amount for Approval:	\$
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Budget Impact

Is this Item Budgeted? **YES** **NO** **ITEM HAS NO COST** **OTHER:** _____

Budget Adjustment (to be completed by Finance when applicable)

Account Number (ORG-OBJECT)	Account Description	\$	Expense	\$	Revenue
Account Number (ORG-OBJECT)	Account Description	\$	Expense	\$	Revenue
Account Number (ORG-OBJECT)	Account Description	\$	Expense	\$	Revenue
Account Number (ORG-OBJECT)	Account Description	\$	Expense	\$	Revenue

Fund(s) Impacted

(check all that apply)

General Fund **Utility Fund** **Street Fund** **Other(s):** _____

Budget Impact Notes for Consideration (Optional):



Quote #: Q-00066
Created Date: 10/15/2024, 2:42 PM
Expiration Date: 6/13/2025
Prepared By: Hayden Prentice
Prepared By Email: hayden.prentice@granitedefense.com
Prepared By Phone: +1 8322877763

Account: Bentonville, AR UTILITIES (1) X10
Address:

Contact:
Phone:
Email:

DIR-CPO-4768

Hardware + Perpetual Software

Product Code	Product Name	QTY	Term (months)	List Price	Discount	Unit Price	Total(USD)
DR4E1BS2VZG0000NA	Skydio X10 Starter Kit [1 Battery] (2.4/5 GHz, 5G/ LTE Ready: T-Mobile Ready, Visible Light) NA + VT300-Z	1.00		\$15,726.40	2.26	\$15,370.98	\$15,370.98
DR4ACCBATR	Skydio Battery for X10 [Advanced Reservation]	2.00		\$369.00	2.26	\$360.66	\$721.32
DR4ATTSWNAV	Skydio NightSense with Visible Light Attachment for X10	1.00		\$2,800.00	2.26	\$2,736.72	\$2,736.72
Hardware + Perpetual Software Subtotal:							\$18,829.02

Cloud Based Software

Product Code	Product Name	QTY	Term (months)	List Price	Discount	Unit Price	Total(USD)
SWFMDR4	Skydio Fleet Manager for X10	1.00	36	\$120.00	2.26	\$351.86	\$351.86
Cloud Based Software Subtotal:							\$351.86

Training

Product Code	Product Name	QTY	Term (months)	List Price	Discount	Unit Price	Total(USD)
TRN113NADR4	Skydio X10 Blended Training	1.00		\$5,605.00	1.00	\$5,548.95	\$5,548.95
Training Subtotal:							\$5,548.95

Support

Product Code	Product Name	QTY	Term (months)	List Price	Discount	Unit Price	Total(USD)
CEDR45G300Z3YRNA	Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	1.00	36	\$5,249.00	1.00	\$5,196.51	\$5,196.51
Support Subtotal:							\$5,196.51

Totals

Total Price	\$29,926.34
Tax	TBD
Shipping	
Grand Total	\$29,926.34

Terms and Conditions

***** Due to current Tariff activity prices all quotes are valid for 30 days only *****

***** To "turn on" the cellular function of the X10 a cellular plan data sold by Skydio is required *****

PRICING INFORMATION

All prices are displayed in USD. Product, available inventory, additional fees and pricing data are updated frequently and may change without notice.

RETURNS

All sales of UAV systems are final. Returns of unopened items in the original packaging are subject to a 20% restocking fee.

Exhibit A:Product Descriptions and Definitons

Product-Name	Description
Skydio X10 Starter Kit [1 Battery] (2.4/5 GHz, 5G/LTE Ready: T-Mobile Ready, Visible Light) NA + VT300-Z	Starter Kit includes one (1) Skydio X10 Vehicle with Sensor Package (2.4/5 GHz, 5G/LTE Ready, Visible Light) NA + VT300-Z, one (1) Enterprise Controller, one (1) Case, two (2) wall adapters, one (1) set additional propellers, two (2) 256 GB micro SD cards, one (1) battery, and one (1) dual charger. Includes one (1) subscription to Skydio Autonomy Drone Software that allows the drone to see, understand, and act upon the world. License is perpetual and non-transferable. Data sold separately.
Skydio Battery for X10 [Advanced Reservation]	One (1) battery for Skydio X10 when available. Reserved with 100% deposit.
Skydio NightSense with Visible Light Attachment for X10	Skydio NightSense for X10 includes access to advanced autonomy functionality in no and low light situations. Includes one (1) perpetual license and one (1) visible light spectrum active illumination attachment that can be carried by the Skydio X10.
Skydio Fleet Manager for X10	One (1) subscription to Skydio Fleet Manager for X10 includes access to Skydio Fleet Manager for tracking fleet usage. Includes live streaming of video to a single user. Includes one (1) subscription to Skydio Model Viewer, which allows the user of Fleet Manager to view 3D models from the browser.
Skydio X10 Blended Training	Self-paced online training course on the operation of Skydio X10, the Skydio Enterprise App, and Skydio software via the Skydio LMS, followed by one (1) day of in-person live flight training in the field. For up to four (4) students. Participants will receive a course completion certificate upon the successful completion of this training. Travel and lodging costs are included in this price.
Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year	Skydio Care for X10 with Cellular 5G + VT300-Z, 3-year includes bundled Care for the Skydio X10 with Cellular 5G and the VT300-Z Sensor Package. Skydio Care for X10 with Cellular 5G (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Drone Replacement with advance shipment. Skydio Care for VT300-Z (3yr plan) includes: (a) three (3) Damage Replacement with advance shipment and up to one (1) Lost Sensor Package Replacement with advance shipment. In either event, Customer will be charged the full cost of the replacement sensor package if Skydio fails to receive payment of associated replacement fees (covered in T&C) within thirty (30) days of the shipment.

Special Terms

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

Skydio Terms and Conditions

Skydio's sale of the products and services in this quote will be subject to Skydio's standard terms and conditions, which can be found at <https://www.skydio.com/legal>, and transacted on an Order Form to be provided by Skydio. This quote is for Customer's budgetary purposes only. Unless an alternate contracting method has been pre-approved by Skydio, Skydio will not accept a purchase order that purports to accept this quote or offer to purchase products and services below without a signed Skydio Order Form.

Certain items in this order may be subject to certification requirement(s) under United States federal and/or state law. Skydio's delivery of any such item within the United States is contingent upon completion of applicable US-based certification processes. Skydio shall bear sole responsibility for, and will provide a full refund to Customer for any items for which Skydio is unable to obtain applicable US-based certification. The foregoing is inapplicable to items purchased for export from the United States.

With respect to any geographic location into which Customer will import the Products or Services, Customer represents and warrants that it has all necessary licenses, waivers, or other regulatory approvals necessary in order to import and operate the Products and Services. Customer is solely responsible for any costs, fees, penalties, judgments or other liabilities arising from Customer's import, export, transfer or operation of the Products or Services outside the Authorized Territory.

The License Term Start Date will be thirty (30) days after Skydio's acceptance of this Order Form. In the event Advanced Software Package(s) procured herein cannot be provisioned on or before the Start Date, (for example, because one or more hardware units is pending availability), all License Term(s) under this Order Form will automatically be extended by the number of days between the Start Date and the Deferred Activation Date of 10/29/2025 the License Term(s) thus will be equal to or longer than the originally procured License Term(s).