FY27
Emergency Management
Public Safety Drone
Informational Packet

TOWN OF EAST LYME
EMERGENCY MANAGEMENT

"Failing to Prepare is Preparing to Fail"

Summary

This proposal seeks funding to establish a comprehensive drone program that will serve all public safety entities within the Town of East Lyme. The drone will be a shared resource available to Emergency Management, Police, Fire, Public Works, and our mutual aid partners, creating a force-multiplying capability across all departments. The intent is to train five certified operators, ensuring immediate availability and deployment at a moment's notice regardless of shift schedules or personnel availability. This collaborative approach maximizes return on investment while enhancing response capabilities, improving responder safety, and delivering critical real-time intelligence during all phases of emergency operations.

Mission-Critical Applications

Pre-Event Operations

Evacuation Support & Route Planning

- **Pre-storm reconnaissance** identifying obstacles and optimal traffic flow for traffic management
- **Nuclear event evacuation zone mapping** and clearance verification
- **Real-time monitoring** redirecting evacuees and preventing bottlenecks
- **Baseline documentation** for post-event comparison

Preventive Infrastructure Assessments

- **Dam inspections** identifying structural weaknesses before failure
- **Culvert inspections** to identify issues that could potentially cause catastrophic flooding
- **Critical infrastructure surveys** (bridges, utilities, water & sewer facilities, and communications towers)
- **Inspection and Documentation** of damage reports (trees, potholes, etc.)

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Active Response Operations

Multi-Agency Support

- **Rapid area coverage** using visual and thermal imaging to locate missing people
- **Marine Emergencies** Immediate drone deployment to marine emergencies providing real-time assessment before boats launch will result in significant cost savings by dispatching only necessary assets based on confirmed visual intelligence
- **Missing person investigations**, evidence searches, suspect tracking
- **Victim location** in missing persons, collapsed structures, and rescue operations
- **Access to hazardous environments** without risking responder safety
- **Consistent situational awareness/tactical intelligence**: Skydio NightSense includes access to advanced *functionality in no and low light situations* providing
- **Multi-Viewer Live Streaming** allows EOC command staff and on-scene incident commanders to make faster, more informed decisions during incidents of any size
- **Active shooter/barricaded subject overwatch**, crowd monitoring at large events, crime scene documentation, accident reconstruction
- **Fire size-up**, exposure identification, personnel accountability zones
- **Seamless intelligence sharing** across jurisdictions during regional incidents
- **Hazard identification** including downed power lines, compromised roadways, flooding, and HAZMAT situations

Damage Assessments

- **High-resolution imagery** for FEMA declarations and insurance documentation
- **Prioritization of recovery resources** based on aerial surveys
- **Before/after comparisons** enabling effective recovery planning

Specific Applications for Partner Agencies

Law Enforcement Operations

- **Crime scene documentation** and evidence location
- **Traffic accident reconstruction** with precise measurements
- **Missing person searches** for expedited recovery
- **Crowd security** at large scale special events
- **Suspect tracking** with thermal sensors for night-time pursuits

Fire Department Operations

- **Fire perimeter monitoring** and hotspot detection using thermal sensors
- **Roof condition assessment** before committing personnel
- **Hazardous materials** standoff detection and plume tracking
- **Brush Fire** size-up
- **Post-fire overhaul** verification
- **Water supply** identification for rural operations
- **Training** documentation and critique

Mutual Aid Enhancement

- **Shared intelligence** during multi-jurisdictional incidents
- **Regional coordination** during disaster response
- **Cost-sharing** reducing individual department expenses

Operational Benefits

Safety Enhancement

- **Reduces responder exposure** to unstable structures, armed suspects, hazardous materials, and dangerous terrain
- **Enables assessment** before committing ground personnel
- **Provides overwatch** protecting officers and firefighters during operations

Speed and Efficiency

- **Rapid deployment** when every minute counts
- **Covers large areas rapidly**—miles in minutes
- **Enables operations** across multiple incidents

Cost Effectiveness

- **Single investment** serving Emergency Management, Police, Fire, and Public Works
- **Minimal maintenance** requirements
- **Reduces overtime** through faster intelligence gathering

Multi-Agency Collaboration

- **In person training** for 5 operators ensuring 24/7 availability
- **Standardized procedures** across all public safety disciplines
- **Enhanced coordination** during complex incidents requiring multiple agencies
- **Strengthened relationships** with mutual aid partners

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Training Structure

Operator Certification Program

- **Pilot certification** for selected personnel
- **Mission-specific training** for selected personnel
- **Ensures 24/7/365 availability** of certified operators

Investment Areas

Equipment: Multi-mission drone platforms with visual/thermal imaging, specialized sensors, backup systems, ground control stations ready for rapid deployment

Training & Certification: Certification, mission-specific training, ongoing proficiency exercises, public safety operational procedures

Support Infrastructure: Secure storage, data management software, spare parts, communication systems integration

Operational Sustainability: Battery systems, charging infrastructure

Return on Investment

Immediate Multi-Department Benefits

- **Emergency Management**: Critical infrastructure inspections to mitigate potential issues, enhanced situational awareness during large scale emergencies, and seamless information collection through post event damage assessments
- **Police**: Enhanced investigative capabilities, officer safety, evidence collection
- **Fire**: Improved fireground safety, faster size-up, efficient resource deployment
- **Mutual Aid**: Regional collaboration, shared capabilities

Measurable Outcomes

- **Reduced search times** in missing person cases
- **Faster processing** of crime and accident scenes
- **Improved fireground** decision-making preventing injuries
- **Quicker damage assessment** enabling faster recovery
- **Decreased responder injuries** through better intelligence

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Community Value

- **Enhanced public safety** across all disciplines
- **Improved emergency response** coordination
- **Cost-effective** shared resource model
- **Enhanced regional partnerships** through resource sharing
- **Demonstrated leadership** in innovative public safety solutions

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Conclusion

This drone program represents a strategic investment benefiting every public safety department and our mutual aid partners. By training multiple operators, we ensure this critical capability is available 24/7/365 for any incident—from missing children to structure fires to natural disasters. The shared resource model maximizes value while enhancing collaboration and regional coordination.

This program has the potential to save hundreds of thousands of dollars annually through reduced manpower requirements and operational efficiencies. Drones significantly accelerate search and rescue operations by providing rapid aerial oversight, often locating missing people several hours faster than traditional ground teams, dramatically reducing the personnel hours required for extended searches. The economic impact extends beyond public safety. Drones drastically cut accident reconstruction time from 2-4+ hours using traditional manual measurements to just 5-30 minutes of aerial mapping. When main arterial roads are shut down, the cost to businesses and commerce from delayed goods movement is extremely high. In addition, getting roads reopened faster reduces secondary crashes, improves officer safety, and minimizes economic disruption to our community. In addition to saving valuable tax dollars on overtime and operational costs, **this program will save lives, protect our responders, and strengthen East Lyme's public safety capabilities across all disciplines.**

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Basic Patrol Bundle - Product Overview

This document provides high-level descriptions of the products included within this bundle. Please note that these descriptions are intended to give a general overview and are not exhaustive of the product functions or associated regulations.

Item	What It Is	Why It Matters
AXON PRODUCTS		
Axon Air – E.com Pilot Data License	The license is to cover the total number of pilots at the agency to allow for unlimited third-party data, data upload/ingestion into Evidence.com and individual data tracking.	Keeps every pilot's flight data secure, organized, and linked to the right operator for full accountability.
Axon Air – Professional Implementation	Remote and/or onsite implementation services by a dedicated Professional Services Manager (PSM) to support Axon Air systems deployment. As the customer's single point of contact and trusted partner, PSM oversees end-to-end project delivery (system setup, account configuration, regulatory alignment, training coordination, flight operations onboarding, and hardware unboxing) to ensure HW is fully prepared for operational use. This continuity ensures a seamless experience and builds a strong foundation for long-term program success. PSMs coordinate with key Axon Air vendors and partners to ensure smooth integration with third-party platforms, including data storage and fleet management systems. Designed to accelerate operational success, prepare agencies for UAS program growth, and deliver the highest standard of service.	Ensures your Axon Air system is fully configured and optimized—whether it's a new deployment or an expansion of an existing program. A dedicated Professional Services Manager (PSM) oversees every step to ensure integrations like Evidence.com, Skydio, Fūsus, and DroneSense work seamlessly together for operational success.
SKYDIO PRODUCTS		
Skydio Basic Patrol Software Kit		
Skydio Data Storage for X10	One (1) subscription to Skydio Multi-Viewer Live Streaming includes Multi-Viewer streaming capability allowing user to share real-time video from Skydio X10. Base license includes 600 hours per year, per vehicle, per viewer, pooled. Hours only consumed when stream is viewed by more than one viewer. Requires purchase of Fleet Manager, Media Sync, and Data Storage.	Protects and centralizes your flight data so nothing critical is lost or misplaced.
Skydio Media Sync for X10	One (1) subscription to Skydio Multi-Viewer Live Streaming includes Multi-Viewer streaming capability allowing user to share real-time video from Skydio X10. Base license includes 600 hours per year, per vehicle, per viewer, pooled. Hours only consumed when stream is viewed by more than one viewer. Requires purchase of Fleet Manager, Media Sync, and Data Storage.	Automatically transfers footage after landing, saving time and reducing manual steps.
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 one (1) subscription to Skydio	Gives command staff a single view to track aircraft, pilots,

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	Model Viewer, which allows the user of Fleet Manager to view 3D models from the browser.	and mission health across your fleet.
Skydio Connect 5G - Range Extender, WPS Eligible (T-Mobile)	Extended range flight over 5G for operator launched flights between an X10 vehicle and X10 Enterprise Controller or Dock. By purchasing, customer accepts the responsibility of confirming WPS eligibility, warrants that it will so confirm before flying on WPS, and will indemnify and hold harmless Skydio against any claims arising from ineligible use of WPS.	Enables extended-range, high-reliability flight over 5G for operator-launched missions—keeping the drone connected and responsive even beyond traditional Wi-Fi limits.
Skydio Multi-viewer Live Streaming for X10	One (1) subscription to Skydio Multi-Viewer Live Streaming includes Multi-Viewer streaming capability allowing users to share real-time video from Skydio X10. Base license includes 600 hours per year, per vehicle, per viewer, pooled. Hours only consumed when stream is viewed by more than one viewer. Requires purchase of Fleet Manager, Media Sync, and Data Storage.	Lets multiple teammates view live video for faster, better-informed decisions.
Skydio X10 Patrol Hardware Kit		
Skydio X10 Ready Kit (2.4/5 GHz, 5G/LTE Ready: T-Mobile, IR) NA + VT300-Z	One (1) Skydio X10 Vehicle with Sensor Package (2.4/5 GHz with Cellular, IR) NA + VT300-Z, one (1) Enterprise Controller, one (1) Ready Case, two (2) wall adapters, one (1) set additional propellers, three (3) batteries, and one (1) dual charger. Includes one (1) license to Skydio Autonomy Drone Software that allows the drone to see, understand, and act upon the world.	Provides a full X10 drone package with all supporting hardware and accessories needed for dependable, ready-to-fly operations in any environment.
Skydio NightSense with IR Attachment for X10	Skydio NightSense for X10 includes access to advanced autonomy functionality in no and low light situations. Includes one (1) perpetual license and one (1) infrared light spectrum active illumination attachment that can be carried by Skydio X10.	Enables safe, autonomous flight in total darkness by using infrared illumination to detect and avoid obstacles.
Skydio Spotlight for X10	One (1) spotlight attachment that can be carried by the Skydio X10.	Illuminates dark scenes from above to improve visibility during low-light missions.
Skydio Speaker for X10	One (1) speaker attachment that can be carried by the Skydio X10.	Lets operators broadcast voice messages from the air, supporting safer engagement and scene control.

Axon - Budgetary Quote

BUDGETARY QUOTE

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

Issued: 10/30/2025
Quote Expiration: 07/01/2026

Account Number: 109977
Deal Type: **New Deal**
Currency: USD

Customer Details

CUSTOMER SHIP TO	CUSTOMER BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACTS
East Lyme Police Dept. - CT	**East Lyme Police Dept. - CT**	**Sal DeFranco**	**Julie Wilson**
PO Box 519,	PO Box 519,	sdefranco@axon.com	jwilson@eastlymepolice.org
Niantic, CT, 06357-0519	Niantic, CT, 06357-0519		**Matthew Willett**
USA	USA		mwillett@eastlymepolice.org

Quote Summary

Deal Type	**New Deal**	Estimated Total Cost	$94,758.00
Program Length	**60 months**	Estimated Sales Tax	$0.00
Quote Start Date	10/30/2025	Estimated FAET Tax	$0.00
Quote End Date	10/29/2030	Estimated Total Cost w/ Taxes	$94,758.00

Cost and Discount Summary

Hardware Cost	$26,226.00	Quote Unbundled Price	$94,758.20
Services Cost	$10,605.00	Quote List Price	$94,758.00
Software Cost	$52,678.20	Average Savings Per Year	$0.04
Warranty Cost	$5,249.00	Total Savings	$0.20

Bundle Summary

Bundle Name	SKU	Quantity	Unbundled Price	Net Total
AXON AIR R10 PATROL KIT BUNDLE	A00030	1	$28,460.60	$28,460.40
BUNDLE - AXON AIR BASIC PATROL	A00025	1	$49,546.80	$49,546.80

Bundle Details

AXON AIR R10 PATROL KIT BUNDLE

Unit Price	Quantity	Total Price
$28,460.40	1	$28,460.40

MISC. (4)

Product Name	SKU	Quantity
AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	100112	1
AXON AIR - PROFESSIONAL IMPLEMENTATION	12021	1
AXON AIR - SKYDIO R10 PATROL HW KIT	102471	1
AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	102467	1

BUNDLE - AXON AIR BASIC PATROL

Unit Price	Quantity	Total Price
$49,546.80	1	$49,546.80

OTHER (4)

Product Name	SKU	Quantity
AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	100112	1
AXON AIR - PROFESSIONAL IMPLEMENTATION	12021	1
AXON AIR - SKYDIO BASIC PATROL SW KIT	101967	1
AXON AIR - SKYDIO X10 PATROL HW KIT	101738	1

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▲ BUDGETARY QUOTE

A la Carte

Product	Category	SKU	Quantity	Net Total
AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	(none)	100112	3	$5,896.80
AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	(none)	101508	1	$5,249.00
AXON AIR - SKYDIO X10 BLENDED TRAINING	(none)	101172	1	$5,605.00

Billing Schedule

Time Period	Final Price without Tax	Tax	Final Price with Tax
Year 1	$18,951.60	$0.00	$18,951.60
Year 2	$18,951.60	$0.00	$18,951.60
Year 3	$18,951.60	$0.00	$18,951.60
Year 4	$18,951.60	$0.00	$18,951.60
Year 5	$18,951.60	$0.00	$18,951.60
5 Year Plan	$94,758.00	$0.00	$94,758.00

Non-Binding Budgetary Estimate

- This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractible offer for sale of Axon goods or services.
- 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.

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