

FAX

To
Name: Josh Hager
Fax number: +13045583970

From
Name: John Henry
Fax number: +12155442342

Number of pages: 10

Subject: Bid Response to Bid #CRFQ 0313 DEP2600000020

Date: Jan 30, 2026

Urgent

For Review

Please Reply

Confidential

Message:

VENDOR NAME: Grace3 Technologies, LLC
BUYER: JOSH HAGER
SOLICITATION NO. CRFQ 0313 DEP2600000020
BID OPENING DATE: 02/03/2026
BID OPENING TIME: 1:30 PM ET
FAX NUMBER: (304) 558-3970

RECEIVED

2026 JAN 30 PM 12:52

WYOMING STATE



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Miscellaneous

Proc Folder: 1870317
Doc Description: AML-Drone Package for Mapping Projects

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2026-01-15	2026-02-03 13:30	CRFQ 0313 DEP2600000020	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code:

Vendor Name : Grace3 Technologies LLC

Address :

Street : 137 National Plaza, Ste. 300

City : National Harbor

State : MD

Country : US

Zip : 20745

Principal Contact : John Henry

Vendor Contact Phone: (800) 567-1525

Extension:

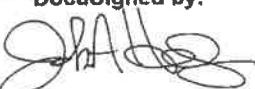
FOR INFORMATION CONTACT THE BUYER

Joseph (Josh) E Hager III

(304) 558-2306

joseph.e.hageriii@wv.gov

**Vendor
Signature X**

DocuSigned by:

A0A86F77140C439...

FEIN# 83-2825836

DATE

1/30/2026

All offers subject to all terms and conditions contained in this solicitation



Response to Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Package for Mapping

Issued by the West Virginia Department of Administration

Maryland
137 National Harbor Plaza
Suite 300
National Harbor, MD 20745

📞 (833) 817-5435
📞 (301) 747-3021

Pennsylvania
123 S. Broad Street
Suite 1500
Philadelphia, PA 19109

📞 (833) 817-5435
📞 (215) 490-9752

Florida
501 E. Las Olas Blvd.
Suite 300
Ft. Lauderdale, FL 33301

📞 (833) 817-5435
📞 (954) 526-1067



SCAN ME



Quote

Joseph Hager
West Virginia Department of Environmental Protection
2019 Washington Street E
Charleston WV

RE: WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping

Dear Joseph:

Grace3 Technologies (Grace3), a nationally certified minority business enterprise (MBE), is pleased to submit our proposal to the West Virginia Department of Environmental Protection, in response to **WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping**.

As a trusted Skydio dealer, Grace3 is thrilled to offer the Skydio X10, Dock Bundle and other accessories and services. We are confident that the Skydio X10, a state-of-the-art Blue-Listed drone, will meet or surpass the requirements outlined in your request, and coupled with Grace3's expertise and commitment to customer service will be a valuable asset for the West Virginia Department of Environmental Protection.

We are grateful for the opportunity to present our response to the **WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping**. Grace3 looks forward to supporting West Virginia Department of Environmental Protection by providing advanced drone technology to enhance your emergency management operations. In that regard, I have enclosed our Bid proposal for your review and consideration. Should you have any questions or require clarification, please contact me.

Gratefully,

DocuSigned by:

A handwritten signature in black ink, appearing to read "JAH".

1/30/2026

John A. Henry, Jr., Chairman & CEO



Quote

Grace3 Technologies LLC

123 S. Broad St.
Philadelphia, PA 19109
United States

T: (800) 567-1525
F: (215) 544-2342

Quote #	1123474 v2
Date	01/30/2026
Expires	05/04/2026
Contact	John Henry

Prepared for West Virginia Department of Environmental Protection
 Joseph Hager
 2019 Washington Street E
 Charleston, WV 25305
 United States
 T: (304)558-2306
 E: joseph.e.hageriii@wv.gov

WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping

Hardware + Perpetual Software

One-Time Fees

Item	Qty	Price	Total
Skydio X10 Starter Kit 5G/LTE Ready NA + VT300-L	1	\$21,000.00	\$21,000.00 [†]
Kit includes one (1) Skydio X10 2.4/5 GHz, 5G/L TE Ready vehicle, one (1) 2.4/5 GHz, 5G/L TE Ready Enterprise Controller, one (1) VT300-L Sensor Package, one (1), pro case, two (2) wall adapters, one (1) set additional propellers, two (2) 256 GB micro SD cards, 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. License is perpetual and non-transferable. Data sold separately.			
Skydio (Code: DR4ESKT2VLG0000NA)			
Skydio RTK/PPK for X10			
One (1) RTK/PPK attachment for Real-time or Post-processing Kinematic measurements that can be carried by the Skydio X10. Compatible with X10 only			
Skydio (Code: DR4ATTRTK)			
Skydio Battery (150W) for X10			
One (1) battery for Skydio X10.			
Code: DR4ACCBAT			
Skydio Dual Charger X10 230W Wall Adapter Assembly			
Includes one (1) dual charger that can charge two batteries for Skydio X10 at once, one (1) wall adapter (230W) to charge batteries with either Skydio X10 or dual charger, and one (1) power cord.			
Skydio (Code: DR4ACCCHRG2230NA)			

One-Time Subtotal \$24,280.00

Device Based Software

One-Time Fees



Quote

Item	Qty	Price	Total
Skydio 3D Scan for X10	1	\$12,600.00	\$12,600.00[†]
Skydio 3D Scan for X10 offers digital scan software for inspections of complex structures. It includes (a) Unlimited 3D capture photos per year, (b) Unlimited 2D capture photos (orthomosaic), (c) Software maintenance and customer support (3-year term).			
Skydio (Code: 3DSSWDR4)	One-Time Subtotal		
	\$12,600.00		

Summary

[†] Non-taxable item**Total One-Time** **\$36,880.00 USD**

Please contact us if you have any questions.

Quote Attachments

- [G3_NMSDC_MBE_Certification_2026.pdf \(507 KB\)](#)
- [Skydio_X10_Data_Sheet_Digital_011425.pdf \(5.26 MB\)](#)
- [Skydio_X10D_Attachments_Data_Sheet_Print_8.5x11x.pdf \(3.88 MB\)](#)

Joseph Hager

West Virginia Department of Environmental Protection
2019 Washington Street E
Charleston WV

RE: WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping

Dear Joseph:

Grace3 Technologies (Grace3), a nationally certified minority business enterprise (MBE), is pleased to submit our proposal to the West Virginia Department of Environmental Protection, in response to **WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping**, for Skydio's Unmanned Aerial Vehicles (UAS) and Accessories.

As a trusted Skydio dealer, Grace3 is thrilled to offer the Skydio X10, Dock Bundle and other accessories and services. We are confident that the Skydio X10, a state-of-the-art Blue-Listed drone, will meet or surpass the requirements outlined in your request, and coupled with Grace3's expertise and commitment to customer service will be a valuable asset for West Virginia Department of Environmental Protection.

We are grateful for the opportunity to present our response to **WV Solicitation No. CRFQ 0313 DEP2600000020 for AML- Drone Pkg. for Mapping**. Grace3 looks forward to supporting West Virginia Department of Environmental Protection by providing advanced drone technology to enhance your emergency management operations. In that regard, I have enclosed our Bid proposal for your review and consideration. Should you have any questions or require clarification, please contact me.

Gratefully,

John A. Henry, Jr., Chairman & CEO

Special Terms and Conditions

By signing this Order Form, Customer acknowledges and agrees that the battery-only SKU(s) listed above are not currently available for shipment and will be delivered as soon as feasible. Customer will be invoiced for the SKU(s) upon shipment.

Customer acknowledges and agrees that, notwithstanding the recitation that this order includes 3 batteries for each X10/X10D ordered herein, only 1 of the 3 batteries



Quote

ordered will be delivered with each X10/X10D. The remaining batteries will be delivered as soon as feasible, and Customer will not be invoiced for the remaining batteries until they are delivered. Customer's warranty and license terms for each X10/X10D ordered herein will be extended at no charge to Customer, for a period of time equal to the interval between the delivery date of each X10/X10D ordered and the delivery of the remaining batteries for that X10/X10D.

Skydio V200 and VT300 gimbals are export-controlled items, with export control classification number (ECCN) 6A003.b.4.b. Where an export license is required, delivery of any export-controlled item is contingent upon Skydio being granted an export control license for the sale from the U.S. Department of Commerce. If Skydio delivers an export-controlled item to a customer in the U.S. and that customer seeks to export or otherwise divert the item outside the U.S., it is the customer's responsibility to apply for any required license(s) from the U.S. government. Diversion contrary to U.S. law is prohibited.

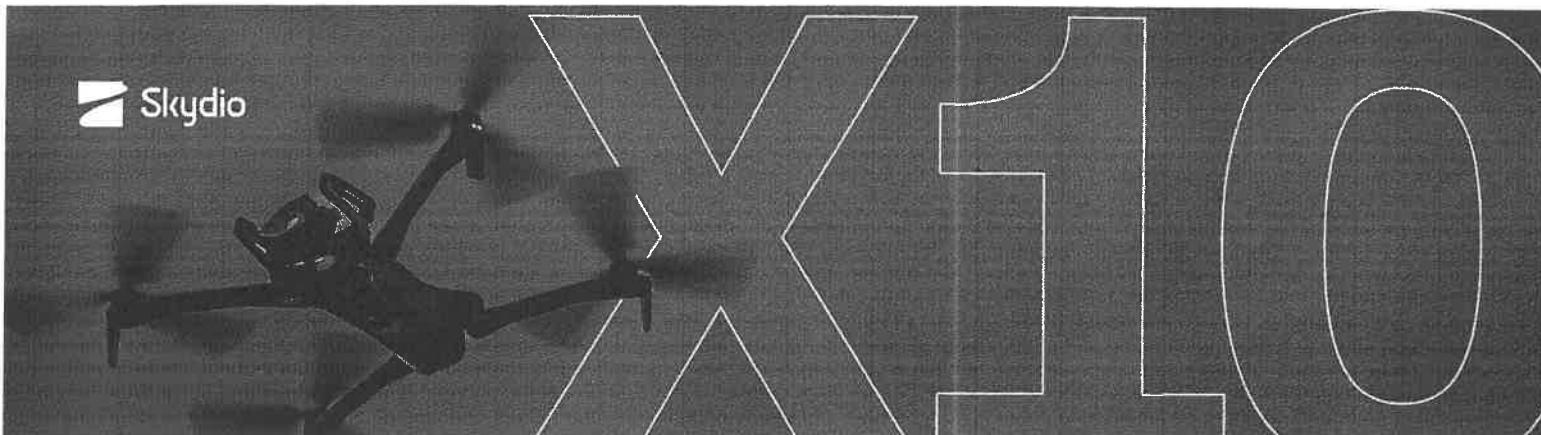
Certain items in this order may be subject to certification requirement(s) under United States federal and/or state law. Skydio's delivery of any such item within the United States is contingent upon the completion of applicable US-based certification processes. Skydio shall bear sole responsibility 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.

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.

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).



Breakthrough AI meets best-in-class data capture. All on a modular airframe that fits in a backpack.

You've never seen like this before.

Get the critical data you need wherever and whenever you need it with the groundbreaking Skydio X10. Featuring more megapixels and better optics than any drone its size, X10 offers unrivaled onboard computing power that enables you to automate complex data capturing missions—even in GPS-denied or high EMI environments. With the X10's class-leading cameras, you'll never miss another important detail again.

You've never flown like this before.

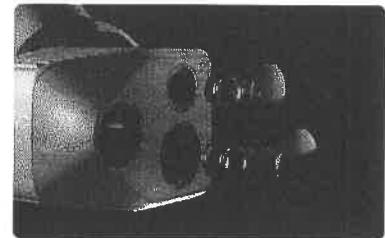
Piloting X10 is simple, thanks to its industry-leading autonomy, and advanced AI. And with Skydio NightSense mode, X10 can navigate autonomously in the dark. An industry first. You can also fly X10 from your browser, and hand over control to an offsite pilot any time with Skydio Remote Flight Deck.

40 min

Max flight time.

<40 sec

Deployment time.



Visionary cameras.

- 64 MP narrow
- 48 MP telephoto
- 50 MP wide with flashlight
- Teledyne FLIR Boson+ thermal sensor



Onboard AI.

- Six custom 32MP navigation cameras
- NVIDIA Jetson Orin GPU
- 360-degree visibility
- Autonomous flight, day or night



Ready for anything, anytime, anywhere.

- Under 4.7 pounds
- Open, modular platform
- 5G cellular connectivity

IP55

Certified against dust and water.

45 mph

Max flight speed.

Technical Specs

aperture of f/1.95

Aircraft



Deploy	In under 40 seconds
Dimensions (deployed)	31.1" x 25.6" x 5.7"
Dimensions (folded)	13.8" x 6.5" x 4.7"
Weight (including battery)	Connect SL: 4.65 lbs / 2.11 kg Connect SL + 5G: 4.72 lbs / 2.14 kg
Max Hover Time	35 minutes
Max Flight Time	40 minutes
Processors	NVIDIA Jetson Orin SoC
Ingress Protection Rating	IP55
Operational Temperature Range	-4° to 113°F / -20° to +45°C
Wireless Range	Connect SL: 12 km / 7.5 miles Connect 5G: Unlimited (wherever cellular coverage is available)
Wireless Networking	Connect SL: WiFi6 Connect 5G: Cellular LTE/5G
Obstacle Avoidance Coverage	True 360°

Controller



Dimensions Open	10 x 9 x 3 in / 25.4 x 22.8 x 7.6 cm
Screen	6.6" dynamic AMOLED touchscreen 120 Hz adaptive refresh rate Resolution: 2340 x 1080 pixels Brightness: 1750 nits (outdoor peak) Pixel density: 392 ppi
Weight	2.5 lb / 1.14 kg
Max Range*	Connect SL: 12 km / 7.5 miles Connect 5G: Unlimited
Operating Frequency	Connect SL: 2400-2483.5 MHz / 5150-5850 MHz Connect 5G: 600 MHz-4400 MHz
Ingress Protection Rating	IP54
Wired Outputs	HDMI-A and USB-C
Wireless Networking	WiFi6, Cellular LTE/5G

Contact sales@skydio.com today to learn more about
Skydio X10, Remote Ops and Regulatory Services.

Designed and assembled in the USA.

*Max range: wherever cellular coverage is available.

Telephoto Camera

Sensor	1/2" 48MP CMOS
Diagonal Field of View	13°
Focal Length	35 mm (180 mm equivalent)
Max Video Resolution	3840 x 2880
Aperture	f/2.2

Wide Camera

Sensor	1" 50.3MP CMOS
Diagonal Field of View	93°
Focal Length	8 mm (20 mm equivalent)
Max Video Resolution	3840 x 2880
Aperture	f/1.95

Narrow Camera

Sensor	1/1.7" 64MP CMOS
Diagonal Field of View	50°
Focal Length	10 mm (46 mm equivalent)
Max Video Resolution	3840 x 2880
Aperture	f/1.8

Thermal Camera

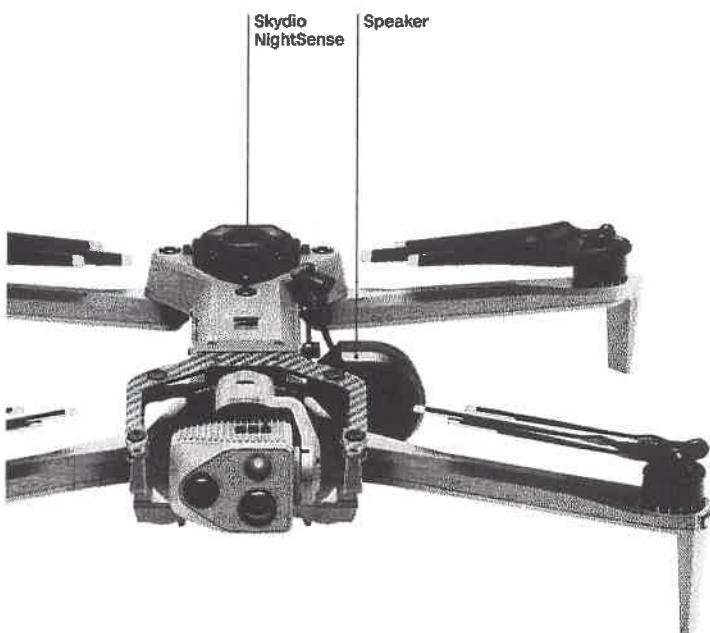
Thermal Imager	Teledyne FLIR Boson+ Uncooled VOx Microbolometer
Diagonal Field of View	41°
Focal Length	13.6 mm (80 mm equivalent)
Aperture	f/1.0
Thermal Sensitivity	<30 mK NETD
Infrared Temperature Measurement Accuracy	Larger of ±5°C or 5%
Max Video Resolution	640 x 512
Temperature Measurement Method	Spot Meter, Area Measurement
Palette	White Hot, Black Hot, Iron Bow, Rainbow

For additional technical specifications, please visit
<https://www.skydio.com/x10/technical-specs>



An open modular platform.

Skydio X10D's modular design allows you to quickly attach mission-specific accessories, expanding its capabilities on the fly. Whether you need to enhance communication using the Speaker attachment, illuminate dark environments with the Spotlight, or ensure safety with the Parachute Recovery System, X10D's adaptability empowers you to tailor your drone for any mission.



*All attachments sold separately.

Contact sales@skydio.com today to learn more about Skydio X10D.

Spotlight



Provides enough illumination to identify a person hundreds of feet away in low/no light environments.

Weight: 115g

Speaker



Communicate and coordinate in high-risk situations

Weight: 100g

Skydio NightSense



Autonomously fly missions in total darkness using visible or infrared illumination.

Weight: 57g

Parachute



Provides an integrated parachute recovery system that autonomously terminates flight if issues arise. Mitigates risk of injury to people on the ground.

Weight: 230g

Designed and assembled in the USA.

For additional technical specifications, please visit
<https://www.skydio.com/x10D/technical-specs>