



AXON SKYHERO ROBOTIC BUNDLE (SKYHERO LOKI 2 INDOOR DRONES, SIGYN GROUND-THROWABLE ROBOT, & NARFI POLE CAMERA)

NOTICE TO SOLE SOURCE # PD-NTSS-25-01

Issuance of Solicitation: Friday, May 23, 2025

Questions Due Date: Wednesday, May 28, 2025

Bid Submission Deadline: Monday, June 2, 2025

**THE CITY OF PEMBROKE PINES
PROCUREMENT DEPARTMENT
8300 SOUTH PALM DRIVE
PEMBROKE PINES, FLORIDA 33025
(954) 518-9020**

For more information, please visit our online supplier portal, located at
<https://procurement.opengov.com/portal/pembrokepines>

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SECTION 1 - NOTICE

Notice of Intent to Award a Sole Source Procurement

NTSS # PD-NTSS-25-01

Axon Skyhero Robotic Bundle (SkyHero Loki 2 Indoor Drones, Sigyn Ground-Throwable Robot, & Narfi Pole Camera)

THIS IS NOT A COMPETITIVE BID

The proposed contract action is for product or services for which the City of Pembroke Pines intends to negotiate and award with only one source under the authority of the City of Pembroke Pines Code Section 35.18 (C) (3) City standard, single-source and sole-source commodities or services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Department has received a request to make the following sole-source procurement:

Requesting Department/Office: Police

Product and/or services to be purchased: Axon Sky-Hero Premium Robotics Bundle, which includes: - Two (2) Sky-Hero Loki II indoor tactical drones - One (1) Sky-Hero Sigyn ground-throwable robot - One (1) Sky-Hero Narfi infrared pole camera - Related accessories, control units, software, training, spare parts, and five-year warranty and service coverage

Sole Source Justification: The Police Department is requesting to purchase the Axon Sky-Hero Premium Robotics Bundle as a sole-source for the following reasons: - Unique Capabilities: The Loki II drone, Sigyn robot, and Narfi camera provide critical features such as encrypted real-time transmission, extreme low-light surveillance, and mission-specific design for confined-space tactical operations. The Police Department have not found these features available in other integrated systems. - Operational Integration: The system components are fully interoperable and designed to work together as a unit, enhancing the safety, efficiency, and effectiveness of SWAT deployments. - Vendor Exclusivity: Axon Enterprise, Inc. is the exclusive authorized reseller and sole source provider of the Sky-Hero product line in the United States, as confirmed by a sole source letter provided by the manufacturer. - Support and Compatibility: The City already utilizes Axon for other law enforcement technologies (e.g., body cameras), and this procurement ensures consistency and future interoperability across platforms.

Action To Be Taken: No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing through OpenGov with the vendor's name, address, point-of-contact, telephone number, email, and a statement regarding the capability to provide the specified procurement. Interested vendors will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received by 2:00 pm on Monday, June 2, 2025 will be reviewed by the City. All responses must be submitted electronically at

<https://procurement.opengov.com/portal/pembrokepines/projects/172435>.



SECTION 2 - SUBMITTAL DOCUMENTS

Action To Be Taken: No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing through OpenGov with the vendor's name, address, point-of-contact, telephone number, email, and a statement regarding the capability to provide the specified procurement. Interested vendors will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein.

1 Response*

*Response required



17800 N 85TH STREET
SCOTTSDALE, ARIZONA 85255

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AXON.COM

April 23, 2025

To: United States state, local, and municipal public safety agencies

Re: Sole Source Letter for Axon Enterprise, Inc.'s Sky Hero Products¹

This memo confirms that Axon Enterprise, Inc. ("Axon") is the sole manufacturer of the Sky Hero products listed below. Axon does not currently have written agreements authorizing other entities to re-sell the products below.

Axon Digital Evidence Solution Description

Axon Air System

- Purpose-built solution for law enforcement UAV programs
- Supported applications on iOS and Android
- Automated tracking of pilot, aircraft, and flight logs
- Unlimited Storage of UAV data in Axon Evidence (Evidence.com)
- In application ingestion of data in Axon Evidence (Evidence.com)
- Axon Respond integration for live streaming and situational awareness

Sky-Hero Device Description

Sigyn MkI

- Lightweight, rugged, 4-wheeled ground robot for indoor operations
- One-hand throw
- Front and rear cameras
- Eight infrared LEDs

Loki MkII

- Unmanned aerial vehicle (UAV) quadcopter drone
- Impact-resistant construction
- Low-light, day/night camera with 150-degree field of view
- Hand-thrown takeoff
- Optimized for indoor operations
- Infrared LEDs

Narfi MkI

- Pole-mounted or standalone infrared/color video camera
- Optimized for indoor operations
- Secured wireless transmission that operates without Wi-Fi or 4/5G
- Compatible with Sky-Hero tactical wearable screen

CGS Tactical Handheld Controller

- Optimized for indoor use
- Rugged construction
- Control up to four UAVs or robots
- Compact enough to fit into pockets

¹ Sky Hero is a product brand name solution offered by Axon. Sky Hero is not a separate corporate entity.



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- Uses top-in-class radio frequency (RF) technology, enabling out-of-sight operations
- Does not require public networks
- AES 256 encrypted control
- Audio-video RCA output
- Multi GCS cooperative mode (wired or wireless)
- SD port for software revision and upgrades

Axon Sky Hero Solutions

- AXON AIR – SKY-HERO SIGYN/NARFI ION BATTERY
- AXON AIR – SKY-HERO LOKI 2 DRONE STARTER KIT
- AXON AIR – SKY-HERO LOKI 2 REFRESH KIT
- AXON AIR – SKY-HERO LOKI 2 LIPO DUAL HUB FAST CHARGER
- AXON AIR – SKY-HERO LIPO CHARGER HUB FOR LOKI 2
- AXON AIR – SKY-HERO TACTICAL SCREEN STARTER KIT
- AXON AIR – SKY-HERO - LOKI 2 TRIGGER DRONE SOFTWARE LICENSE
- AXON AIR – SKY-HERO SIGYN GROUND ROBOT
- AXON AIR – SKY-HERO LIPO BATTERY FOR LOKI 2
- AXON AIR – SKY-HERO NARFI POLE CAMERA
- AXON AIR – SKY-HERO NARFI POLE CAMERA STARTER KIT
- AXON AIR – SKY-HERO SIGYN REPLACEMENT FRONT WHITE LED
- AXON AIR – SKY-HERO LOKI 2 TRIGGER DRONE STARTER KIT
- AXON AIR – SKY-HERO GROUND CONTROL SYSTEM DEVICE
- AXON AIR – SKY-HERO TACTICAL SCREEN
- AXON AIR – SKY-HERO LOKI 2 TRIGGER DRONE DEVICE
- AXON AIR – SKY-HERO GROUND CONTROL SYSTEM STARTER KIT
- AXON AIR – SKY-HERO LED PAYLOAD
- AXON AIR – SKY-HERO SIGYN REFRESH KIT
- AXON AIR – SKY-HERO LOKI 2 INSERT DUCT SET (4 PCS)
- AXON AIR – SKY-HERO LOKI 2 PROPELLER SET (4 PCS)
- AXON AIR – SKY-HERO LOKI 2 MOTOR SET (4 PCS)
- AXON AIR – SKY-HERO SIGYN/NARFI ION CHARGER
- AXON AIR – SKY-HERO LOKI 2 LIPO BATTERY CHARGING HUB
- AXON AIR – SKY-HERO P7 TACITCAL BAG
- AXON AIR – SKY-HERO FIRMWARE UPDATE KIT
- AXON AIR – SKY-HERO GCS / TACTICAL SCREEN CHARGER
- AXON AIR – SKY-HERO SIGYN PAYLOAD ATTACHMENT SYSTEM
- AXON AIR – SKY-HERO TRIGGER REMOTE KIT
- AXON AIR – SKY-HERO TYPHON PAYLOAD SET
- AXON AIR – SKY-HERO VERTICAL CAMERA PAYLOAD
- AXON AIR – SKY-HERO P7 NARFI POUCH
- AXON AIR – SKY-HERO LOKI 2 PAYLOAD ATTACHMENT SYSTEM
- BUNDLE – AXON AIR SKY-HERO 1 DRONE STARTER
- BUNDLE – AXON AIR SKY-HERO 2 DRONES STARTER
- BUNDLE – AXON AIR SKY-HERO ROBOT POLE CAM
- BUNDLE – AXON AIR SKY-HERO TRIGGER DRONE
- BUNDLE – AXON AIR SKY-HERO TACTICAL



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- AXON AIR – SKY-HERO TYPHON DISTRACTION CARTRIDGE SET
- AXON AIR – SKY-HERO SIGYN GROUND ROBOT STARTER KIT
- AXON AIR – SKY-HERO P7 SIGYN LEG SHROUD
- AXON AIR – SKY-HERO P7 GCS HOLDER
- AXON AIR – SKY-HERO P7 UTILITY POUCH
- AXON AIR – SKY-HERO P7 LIPO BATTERY POUCH
- AXON AIR – SKY-HERO P7 SIGYN POUCH
- AXON AIR – SKY-HERO P7 LOKI 2 POUCH
- AXON AIR – SKY-HERO P7 TACITCAL BAG KIT
- AXON AIR – SKY-HERO LOKI 2 DRONE

Please contact your local Axon sales representative or call us at 1-800-978-2737 with any questions.

Sincerely,

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

Josh Isner
President
Axon Enterprise, Inc.

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Scottsdale, Arizona 85255
United States
VAT: 86-0741227
Domestic: (800) 978-2737
International: +1.800.978.2737

Q-691581-45783MT

Issued: 05/06/2025



Quote Expiration: 05/31/2025

Estimated Contract Start Date: 08/01/2025

Account Number: 110457

Payment Terms: N30

Mode of Delivery: UPS-GND

SHIP TO	BILL TO
Pembroke Pines Police Dept. - FL 18400 Johnson St Pembroke Pines, FL 33029-3699 USA	Pembroke Pines Police Dept. - FL 601 City Center Way Ste 303 Pembroke Pines FL 33025-4459 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Brendan Rome Phone: Email: brome@axon.com Fax:	Aj Thomas Phone: (954) 536-8539 Email: athomas@ppines.com Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	
ESTIMATED TOTAL W/ TAX	

Discount Summary

Average Savings Per Year	
TOTAL SAVINGS	

Quote Unbundled Price:

Quote List Price:

Quote Subtotal:

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
A00018	PREMIUM ROBOTICS BUNDLE	1	60						
A la Carte Services									
101615	AXON TRAINING - SKY-HERO BASIC USER COURSE	1							
Total									

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
PREMIUM ROBOTICS BUNDLE	100880	AXON SKY-HERO LOKI 2 PAYLOAD ATTACHMENT SYSTEM	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100881	AXON SKY-HERO LOKI 2 DRONE STARTER KIT	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100882	AXON SKY-HERO SIGYN GROUND ROBOT STARTER KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100883	AXON SKY-HERO NARFI POLE CAMERA STARTER KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100884	AXON SKY-HERO GROUND CONTROL SYSTEM STARTER KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100887	AXON SKY-HERO LED PAYLOAD	3	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100889	AXON SKY-HERO SIGYN SPARE PARTS KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100890	AXON SKY-HERO FIRMWARE UPDATE KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100891	AXON SKY-HERO LOKI 2 INSERT DUCT SET (4 PCS)	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100892	AXON SKY-HERO LOKI 2 PROPELLER SET (4 PCS)	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100893	AXON SKY-HERO LOKI 2 MOTOR SET (4 PCS)	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100894	AXON SKY-HERO LOKI 2 SPARE PARTS KIT	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100901	AXON SKY-HERO P7 SIGYN LEG SHROUD 100902	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100902	AXON SKY-HERO P7 GCS HOLDER	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100907	AXON SKY-HERO P7 TACTICAL BAG KIT	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100909	AXON SKY-HERO TACTICAL SCREEN STARTER KIT	2	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	100910	AXON SKY-HERO SIGYN PAYLOAD ATTACHMENT SYSTEM	1	1	07/01/2025
PREMIUM ROBOTICS BUNDLE	101892	AXON SKY-HERO TAP REFRESH GCS	1	1	01/01/2028
PREMIUM ROBOTICS BUNDLE	101895	AXON SKY-HERO TAP REFRESH UAV	2	1	01/01/2028
PREMIUM ROBOTICS BUNDLE	101899	AXON SKY-HERO TAP REFRESH POLE	1	1	01/01/2028
PREMIUM ROBOTICS BUNDLE	101903	AXON SKY-HERO TAP REFRESH UGV	1	1	01/01/2028

Services

Bundle	Item	Description	QTY
A la Carte	101615	AXON TRAINING - SKY-HERO BASIC USER COURSE	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
PREMIUM ROBOTICS BUNDLE	101917	AXON SKY-HERO WARRANTY UAV	2		
PREMIUM ROBOTICS BUNDLE	101918	AXON SKY-HERO WARRANTY UGV	1		
PREMIUM ROBOTICS BUNDLE	101919	AXON SKY-HERO WARRANTY POLE	1		
PREMIUM ROBOTICS BUNDLE	101920	AXON SKY-HERO - WARRANTY GCS 5YR	1		

Sky-hero products are manufactured in European Union and are classified as military grade, transfer and re-export is strictly prohibited.

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

5/6/2025

