



2025

Beehive System Evaluation Installation

Thank you for allowing us the opportunity to present this proposal for an evaluation installation of the Sunflower Beehive system.

Pursuant to your request and subject to the terms contained herein, on behalf of Sunflower Labs Inc. ("SFL"), we are pleased to submit to you this quotation regarding this project.

Please note that this document is provided for discussion purposes only and it is not in itself legally binding. The legally binding document that will govern this project will be provided in the future, once the terms and scope of the project has been decided and agreed upon. The quote below is valid for 2 weeks from receipt of this document.

Main deliverable — Sunflower Beehive System:

SFL will provide a lease and license to a pre-production unit of the Sunflower Labs Beehive System, specifically customized for the application as discussed. This will include:

- One (1) "Hive" basestation with appropriate power connectors for use in your region (please specify the type of power plug used in your region);
- One (1) "Bee" autonomous drone capable of supporting a camera payload described below;
- One (1) low-light sensitive 1080p HD camera tuned for security in normal and low lighting conditions, and capable of streaming real-time 1080p HD video;
- Web/iPad application for control and management of the system;
- Instructions and support for installation and operating of the system.

Site selection and setup:

You will provide the SFL team with the details of the test site for the system. SFL will work with the your team in advance of the system delivery to prepare and setup the system for the given location, including the configuration of security and inspection operations.

Internet connectivity:

You will provide direct Ethernet access to the “Hive” basestation if possible. Integrated 5G/LTE modem is not included in this proposal. SFL will work together with your team to identify a suitable networking solution that may include an integrated LTE modem. If an LTE solution is chosen, you will need to provide the necessary SIM cards and data plans for the duration of the installation.

Electrical Power:

You will provide access to AC power necessary for the “Hive” basestation.

Support for BVLOS waiver or other regulatory filings:

SFL will support you in the application process for the BVLOS waiver or any other filings that may be necessary to operate the system for the duration of the project. SFL will provide necessary specification, operational details, and safety mechanisms of the system as required by the application process. The filings themselves will need to be completed by the operator of the system, which is likely going to be you or your team.

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All pricing options will have:

Site setup & configuration (10 hours max) *	Included
Training & support (2 hours max) *	Included
Mapping Flight	Included
Packaging & shipping costs	\$2,500

Options:

Sunflower Labs Beehive Base System Lease (12 months)	\$37,000
Optional Headlights (add to annual fee)	\$1,200
Optional Thermal Module (add to annual fee)	\$8,400
Optional Remote-pilot-as-a-service (24/7, add to annual fee)	\$24,000

* Proposed rates are an estimate and subject to change. If the costs are projected to exceed the estimated amount by more than 30%, Sunflower Labs will notify the customer as early as possible. Additional support and development to be billed separately at \$200/hour.

Project Schedule:

Delivery of the system will take approximately 12 weeks from the time of execution of the agreement, not including the shipping and customs processing time. Duration of the project will be 12 months and available support for this project will commence once the system is successfully delivered to you.

If necessary SFL and your team will discuss and agree to an extension of the license and lease or replacement and upgrade of the SFL hardware. Extension of the installation and support duration will be billed at the cost of \$3,000/month.

You agree to return all the hardware and other materials to Sunflower Labs upon completion of this project or termination of the contract.

Thank you for your consideration. We are happy to answer any additional questions and to move forward with this project.

Yours sincerely,

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HEAD OF SALES

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