



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

Q-570735-45400.703EB

Issued: 04/18/2024

Quote Expiration: 08/15/2024

Estimated Contract Start Date: 10/15/2024

Account Number: 317159

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Alameda Police Dept. - CA 1555 Oak St Alameda, CA 94501-2931 USA	Alameda Police Dept. - CA 1555 Oak St Alameda CA 94501-2931 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Eugene Burgess Phone: 509-342-6606 Email: eburgess@axon.com Fax:	Jeff Emmitt Phone: (510) 337-8400 Email: jemmitt@alamedaca.gov Fax: (510) 523-5322

**Quote Summary**

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$140,138.40</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$143,804.02</b>

**Discount Summary**

Average Savings Per Year	\$0.00
<b>TOTAL SAVINGS</b>	<b>\$0.00</b>

**Payment Summary**

<b>Date</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Oct 2024	\$120,897.12	\$3,665.62	\$124,562.74
Oct 2025	\$4,810.32	\$0.00	\$4,810.32
Oct 2026	\$4,810.32	\$0.00	\$4,810.32
Oct 2027	\$4,810.32	\$0.00	\$4,810.32
Oct 2028	\$4,810.32	\$0.00	\$4,810.32
<b>Total</b>	<b>\$140,138.40</b>	<b>\$3,665.62</b>	<b>\$143,804.02</b>

Quote Unbundled Price:	\$140,138.40
Quote List Price:	\$140,138.40
Quote Subtotal:	\$140,138.40

Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	2			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	2			\$265.00	\$265.00	\$530.00	\$56.99	\$586.99
101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	2			\$320.00	\$320.00	\$640.00	\$68.81	\$708.81
101247	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELLVIS NA VT300Z	2			\$16,464.40	\$16,464.40	\$32,928.80	\$3,539.82	\$36,468.62
<b>A la Carte Software</b>									
100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	60		\$33.85	\$33.85	\$4,062.00	\$0.00	\$4,062.00
101165	AXON AIR - SKYDIO DATA STORAGE FOR X10	2	60		\$37.50	\$37.50	\$4,500.00	\$0.00	\$4,500.00
12234	AXON AIR - SKYDIO CONNECT LICENSE	2	60		\$166.58	\$166.58	\$19,989.60	\$0.00	\$19,989.60
101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	2	60		\$208.25	\$208.25	\$24,990.00	\$0.00	\$24,990.00
101231	AXON AIR - SKYDIO 3D SCAN FOR X10	2	60		\$350.00	\$350.00	\$42,000.00	\$0.00	\$42,000.00
<b>A la Carte Warranties</b>									
101170	AXON AIR - SKYDIO CARE FOR VT300-Z SENSOR PACKAGE - 3 YR	2			\$1,949.00	\$1,949.00	\$3,898.00	\$0.00	\$3,898.00
101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	2			\$3,300.00	\$3,300.00	\$6,600.00	\$0.00	\$6,600.00
<b>Total</b>							<b>\$140,138.40</b>	<b>\$3,665.62</b>	<b>\$143,804.02</b>

**Delivery Schedule**

**Hardware**

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	2	1	10/15/2024
A la Carte	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	2	1	10/15/2024
A la Carte	101247	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELLVIS NA VT300Z	2	1	10/15/2024
A la Carte	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	2	1	10/15/2024

**Software**

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	10/15/2024	10/14/2029
A la Carte	101165	AXON AIR - SKYDIO DATA STORAGE FOR X10	2	10/15/2024	10/14/2029
A la Carte	101231	AXON AIR - SKYDIO 3D SCAN FOR X10	2	10/15/2024	10/14/2029
A la Carte	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	2	10/15/2024	10/14/2029
A la Carte	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	10/15/2024	10/14/2029

**Warranties**

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	101170	AXON AIR - SKYDIO CARE FOR VT300-Z SENSOR PACKAGE - 3 YR	2		
A la Carte	101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	2		

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1555 Oak St	Alameda	CA	94501-2931	USA

Payment Details

Oct 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	\$812.40	\$0.00	\$812.40
Year 1	101165	AXON AIR - SKYDIO DATA STORAGE FOR X10	2	\$4,500.00	\$0.00	\$4,500.00
Year 1	101170	AXON AIR - SKYDIO CARE FOR VT300-Z SENSOR PACKAGE - 3 YR	2	\$3,898.00	\$0.00	\$3,898.00
Year 1	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	2	\$640.00	\$68.81	\$708.81
Year 1	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	2	\$530.00	\$56.99	\$586.99
Year 1	101231	AXON AIR - SKYDIO 3D SCAN FOR X10	2	\$42,000.00	\$0.00	\$42,000.00
Year 1	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	2	\$24,990.00	\$0.00	\$24,990.00
Year 1	101247	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELLVIS NA VT300Z	2	\$32,928.80	\$3,539.82	\$36,468.62
Year 1	101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	2	\$6,600.00	\$0.00	\$6,600.00
Year 1	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	2	\$0.00	\$0.00	\$0.00
Year 1	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	\$3,997.92	\$0.00	\$3,997.92
<b>Total</b>				<b>\$120,897.12</b>	<b>\$3,665.62</b>	<b>\$124,562.74</b>

Oct 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	\$812.40	\$0.00	\$812.40
Year 2	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	\$3,997.92	\$0.00	\$3,997.92
<b>Total</b>				<b>\$4,810.32</b>	<b>\$0.00</b>	<b>\$4,810.32</b>

Oct 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	\$812.40	\$0.00	\$812.40
Year 3	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	\$3,997.92	\$0.00	\$3,997.92
<b>Total</b>				<b>\$4,810.32</b>	<b>\$0.00</b>	<b>\$4,810.32</b>

Oct 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	\$812.40	\$0.00	\$812.40
Year 4	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	\$3,997.92	\$0.00	\$3,997.92
<b>Total</b>				<b>\$4,810.32</b>	<b>\$0.00</b>	<b>\$4,810.32</b>

Oct 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	\$812.40	\$0.00	\$812.40
Year 5	12234	AXON AIR - SKYDIO CONNECT LICENSE	2	\$3,997.92	\$0.00	\$3,997.92
<b>Total</b>				<b>\$4,810.32</b>	<b>\$0.00</b>	<b>\$4,810.32</b>

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable 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.**

