



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-778791-46051AE

Issued: 01/29/2026

Quote Expiration: 03/31/2026

Estimated Contract Start Date: 08/01/2026

Account Number: 317159

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

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
Kyle Panasewicz Phone: +1 4803294734 Email: kpanasewicz@axon.com Fax: (480) 905-2071	Brandon Hansen Phone: Email: bhansen@alamedaca.gov Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$40,264.20
ESTIMATED TOTAL W/ TAX	\$41,338.66

Discount Summary

Average Savings Per Year	\$0.04
TOTAL SAVINGS	\$0.20

Payment Summary

Date	Subtotal	Tax	Total
Jul 2026	\$8,052.84	\$214.89	\$8,267.73
Jul 2027	\$8,052.84	\$214.89	\$8,267.73
Jul 2028	\$8,052.84	\$214.89	\$8,267.73
Jul 2029	\$8,052.84	\$214.89	\$8,267.73
Jul 2030	\$8,052.84	\$214.90	\$8,267.74
Total	\$40,264.20	\$1,074.46	\$41,338.66

Quote Unbundled Price: \$23,561.08
 Quote List Price: \$23,561.08
 Quote Subtotal: \$40,264.20

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Hardware									
A00031	AXON AIR R10 TEAM KIT BUNDLE	1	60		\$12,820.48	\$492.06	\$29,523.60	\$1,074.46	\$30,598.06
A la Carte Software									
102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	60		\$179.01	\$179.01	\$10,740.60	\$0.00	\$10,740.60
Total							\$40,264.20	\$1,074.46	\$41,338.66

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AXON AIR R10 TEAM KIT BUNDLE	102465	AXON AIR - SKYDIO R10 TEAM HW KIT	1	1	07/01/2026

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AXON AIR R10 TEAM KIT BUNDLE	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	1	08/01/2026	07/31/2031
A la Carte	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	08/01/2026	07/31/2031

Shipping Locations

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

Payment Details

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$2,148.12	\$0.00	\$2,148.12
Year 1	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$5,904.72	\$214.89	\$6,119.61
Total				\$8,052.84	\$214.89	\$8,267.73

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$2,148.12	\$0.00	\$2,148.12
Year 2	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$5,904.72	\$214.89	\$6,119.61
Total				\$8,052.84	\$214.89	\$8,267.73

Jul 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$2,148.12	\$0.00	\$2,148.12
Year 3	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$5,904.72	\$214.89	\$6,119.61
Total				\$8,052.84	\$214.89	\$8,267.73

Jul 2029						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$2,148.12	\$0.00	\$2,148.12
Year 4	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$5,904.72	\$214.89	\$6,119.61
Total				\$8,052.84	\$214.89	\$8,267.73

Jul 2030						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$2,148.12	\$0.00	\$2,148.12
Year 5	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$5,904.72	\$214.90	\$6,119.62
Total				\$8,052.84	\$214.90	\$8,267.74

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.

Signature

Date Signed

1/29/2026





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Estimated Contract Start Date: 05/01/2026

Account Number: 317159

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
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SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Panasewicz Phone: +1 4803294734 Email: kpanasewicz@axon.com Fax: (480) 905-2071	Brandon Hansen Phone: Email: bhansen@alamedaca.gov Fax:

Quote Summary

Program Length	41.4516 Months
TOTAL COST	\$20,160.56
ESTIMATED TOTAL W/ TAX	\$20,762.56

Discount Summary

Average Savings Per Year	\$723.74
TOTAL SAVINGS	\$2,500.00

Payment Summary

Date	Subtotal	Tax	Total
Apr 2026	\$20,160.56	\$602.00	\$20,762.56
Total	\$20,160.56	\$602.00	\$20,762.56

Quote Unbundled Price: \$22,313.88
 Quote List Price: \$22,313.88
 Quote Subtotal: \$20,160.56

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Hardware									
101260	AXON AIR - SKYDIO NIGHTSENSE VISIBLE LIGHT FOR X10	2			\$2,800.00	\$2,800.00	\$5,600.00	\$602.00	\$6,202.00
A la Carte Software									
101974	AXON AIR - SKYDIO X10 CONNECT - WPS DATA PLAN	2	41		\$173.34	\$177.57	\$14,560.56	\$0.00	\$14,560.56
A la Carte Services									
12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1			\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$20,160.56	\$602.00	\$20,762.56

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101260	AXON AIR - SKYDIO NIGHTSENSE VISIBLE LIGHT FOR X10	2	1	06/01/2026

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	101974	AXON AIR - SKYDIO X10 CONNECT - WPS DATA PLAN	2	05/01/2026	10/14/2029

Services

Bundle	Item	Description	QTY
A la Carte	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1

Shipping Locations

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

Payment Details

Apr 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
aDXRI0000010Q8P	101260	AXON AIR - SKYDIO NIGHTSENSE VISIBLE LIGHT FOR X10	2	\$5,600.00	\$602.00	\$6,202.00
aDXRI0000010Q8P	101974	AXON AIR - SKYDIO X10 CONNECT - WPS DATA PLAN	2	\$14,560.56	\$0.00	\$14,560.56
aDXRI0000010Q8P	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1	\$0.00	\$0.00	\$0.00
Total				\$20,160.56	\$602.00	\$20,762.56

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.

Exceptions to Standard Terms and Conditions

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.



