



# **RESOLUTION No. 24-440**

## **OF THE BOARD OF SUPERVISORS OF THE COUNTY OF NEVADA**

### **RESOLUTION AUTHORIZING PURCHASE OF UNMANNED AERIAL SYSTEM CAPITAL ASSETS TO BE USED IN SHERIFF OPERATIONS TO ENHANCE PUBLIC AND OFFICER SAFETY, INCLUDING BUT NOT LIMITED TO SEARCH AND RESCUE ACTIVITIES, REMOTE PATROLLING, CRITICAL INVESTIGATIONS AND SPECIAL ENFORCEMENT DETAIL, IN THE AMOUNT OF \$152,918.36 AND SHALL BE INCLUDED IN THE APPROVED AB 481 MILITARY EQUIPMENT LIST**

WHEREAS, the Nevada County Sheriff's Office desires to maintain security and safety for the Public and its Law Enforcement Officers; and

WHEREAS, the Sheriff's Office desires to purchase unmanned aerial system drones, to enhance public and officer safety, and increase effectiveness in Sheriff operations through the added ability to conduct aerial reconnaissance; and

WHEREAS, the Skydio X10 drones have been selected by the Sheriff's Office as the system that is economical and most compatible with Sheriff operations, for the price including tax, training, and warranties of \$152,918.36 to be purchased from Axon Enterprises Inc.; and

WHEREAS, there are both ARPA monies and Rural Counties funds available for this purchase; and

WHEREAS, this equipment shall be included in the Nevada County Sheriff's Office list of approved AB 481 military equipment list.

NOW, THEREFORE, BE IT RESOLVED that the Nevada County Board of Supervisors, on behalf of the County of Nevada:

- 1) Approves the purchase of an unmanned aerial system in the amount of \$152,918.36; and
- 2) Authorizes the Purchasing Agent to encumber the funds, issue a purchase order and sign any documents related to the purchase; and
- 3) Approves the unmanned aerial system drones (4) as capital assets; and
- 4) Includes the unmanned aerial system drones in the approved list of AB 481 military equipment list.

PASSED AND ADOPTED by the Board of Supervisors of the County of Nevada at a regular meeting of said Board, held on the 6th day of August 2024, by the following vote of said Board:

Ayes: Supervisors Heidi Hall, Edward C. Scofield, Lisa Swarthout, Susan Hoek, and Hardy Bullock.

Noes: None.

Absent: None.

Abstain: None.

Recuse: None.

ATTEST:

TINE MATHIASSEN  
Chief Deputy Clerk of the Board of Supervisors

By: CSwan, Deputy COB

HB

Hardy Bullock, Chair



COUNTY OF NEVADA  
CAPITAL ASSET BUDGET REQUEST

TYPE OF REQUEST:

- ☐ Infrastructure Improvements and Preservation  
☐ Building Structures & Improvements - Please identify building: \_\_\_\_\_  
☐ Land: Rights of Way, Easements & Land Improvements  
☐ Equipment: Technological - *Information Systems approval date:* \_\_\_\_\_  
☐ Equipment: Automotive  
☐ Equipment: Office, Furniture & Fixtures  
☒ Equipment: Other:

IMPORTANCE OF CAPITAL ASSET: ☐ Urgent ☒ Necessary ☐ Desirable

PRIORITY RANKING OF CAPITAL ASSET: \_\_\_\_\_ out of \_\_\_\_\_ Total Department Requests

JUSTIFICATION FOR CAPITAL ASSET (Attach additional pages as necessary)

4 Unmanned Aerial Drones - Skydio X10s, attachments, and software licences

FUNDING SOURCE FOR CAPITAL ASSET

1. Is this grant-funded?	<input type="checkbox"/> Yes	Granting Agency:	BOS Reso. # Accepting Grant:
	<input checked="" type="checkbox"/> No	Other funding sour	ARPA Fund 1111 and Rural Counties Fund 1171
2. What is the general fund and/or other fund balance dollar impact? <input type="checkbox"/> None <input type="checkbox"/> As follows:			
3. Who will technically own this asset? <input checked="" type="checkbox"/> County of Nevada <input type="checkbox"/> Granting Agency			
Notes regarding ownership:			
Notes regarding funding (including deadlines)			

CAPITAL ASSET ITEMIZED COSTS - Estimated

Item	Quantity		Unit Cost	Sales Tax	Shipping	Installation	Other Cost	Total Cost
Skydio X10 Drones	4	@	\$30,520	\$0				\$122,081
		@		\$0				\$0
		@		\$0				\$0
		@		\$0				\$0
		@		\$0				\$0
TOTAL:								\$122,081

Please attach documentation (ISSB approval minutes, quotes, etc.)

APPROVED BY:

Prepared by: Georgette Aronow Date: 7/19/2024 Dept. Head Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Phone: X-1398 CEO Analyst Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Notes:	CEO Staff use only	Initials _____ Date _____
		<input type="checkbox"/> Denied
		<input type="checkbox"/> Approved \$ _____
Capital Asset Approval # _____		

## Non-Binding Budgetary Estimate



**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-584715-45468.877TS

Issued: 06/25/2024

Quote Expiration: 07/31/2024

Estimated Contract Start Date: 08/01/2024

Account Number: 115232

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Nevada County Sheriff's Office - CA 950 Maidu Ave Nevada City, CA 95959-8600 USA	Nevada County Sheriff's Office - CA 950 Maidu Ave Nevada City CA 95959-8600 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Allen Sliper Phone: Email: asliper@axon.com Fax:	Dustin Moe Phone: (530) 265-1598 Email: dustin.moe@nevadacountyca.gov Fax:

### Quote Summary

Program Length	36 Months
<b>TOTAL COST</b>	\$145,974.76
<b>ESTIMATED TOTAL W/ TAX</b>	\$152,918.36

### Discount Summary

Average Savings Per Year	\$3,074.03
<b>TOTAL SAVINGS</b>	\$9,222.08

Payment Summary

Date	Subtotal	Tax	Total
Jul 2024	\$124,488.68	\$6,943.60	\$131,432.28
Jul 2025	\$10,743.04	\$0.00	\$10,743.04
Jul 2026	\$10,743.04	\$0.00	\$10,743.04
Total	\$145,974.76	\$6,943.60	\$152,918.36

# Non-Binding Budgetary Estimate

Quote Unbundled Price:	\$155,196.84
Quote List Price:	\$155,196.84
Quote Subtotal:	\$145,974.76

## 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>									
11630	Skydio 230W Wall Adapter, NA	4			\$1.00	\$30.00	\$120.00	\$10.05	\$130.05
11630	Skydio Dual Charger for X10	4			\$1.00	\$109.75	\$439.00	\$36.77	\$475.77
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	4			\$265.00	\$265.00	\$1,060.00	\$88.77	\$1,148.77
101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	4			\$320.00	\$320.00	\$1,280.00	\$107.20	\$1,387.20
101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	8			\$369.00	\$369.00	\$2,952.00	\$247.23	\$3,199.23
101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	4			\$2,800.00	\$2,800.00	\$11,200.00	\$938.00	\$12,138.00
101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	4			\$16,464.40	\$16,464.40	\$65,857.60	\$5,515.58	\$71,373.18
<b>A la Carte Software</b>									
12029	AXON AIR - EVIDENCE.COM LICENSE - BASIC ACCESS	4	36		\$16.24	\$0.00	\$0.00	\$0.00	\$0.00
100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	4	36		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	4	36		\$32.47	\$25.98	\$3,740.56	\$0.00	\$3,740.56
101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	4	36		\$208.25	\$197.84	\$28,488.60	\$0.00	\$28,488.60
<b>A la Carte Services</b>									
101076	AXON AIR - RTC ON-SITE ONBOARDING (1-10 STDNTS)	1			\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
101050	AXON AIR - PI PART 107 - MADE EASY BUNDLE	4			\$159.00	\$159.00	\$636.00	\$0.00	\$636.00
101233	AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS	4	36		\$25.00	\$25.00	\$3,600.00	\$0.00	\$3,600.00
101172	AXON AIR - SKYDIO X10 BLENDED TRAINING	1			\$5,605.00	\$5,605.00	\$5,605.00	\$0.00	\$5,605.00
<b>A la Carte Warranties</b>									
101170	AXON AIR - SKYDIO CARE FOR VT300-Z SENSOR PACKAGE - 3 YR	4			\$1,949.00	\$1,949.00	\$7,796.00	\$0.00	\$7,796.00
101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	4			\$3,300.00	\$3,300.00	\$13,200.00	\$0.00	\$13,200.00
<b>Total</b>							<b>\$145,974.76</b>	<b>\$6,943.60</b>	<b>\$152,918.36</b>

## Delivery Schedule

## Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	4	1	08/01/2024
A la Carte	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	4	1	08/01/2024
A la Carte	101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	4	1	08/01/2024
A la Carte	101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	8	1	08/01/2024
A la Carte	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	4	1	08/01/2024
A la Carte	11630	Skydio Dual Charger for X10	4	1	08/01/2024
A la Carte	11630	Skydio 230W Wall Adapter, NA	4	1	08/01/2024

## Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	4	08/01/2024	07/31/2027
A la Carte	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	4	08/01/2024	07/31/2027
A la Carte	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	4	08/01/2024	07/31/2027
A la Carte	12029	AXON AIR - EVIDENCE.COM LICENSE - BASIC ACCESS	4	08/01/2024	07/31/2027

## Services

Bundle	Item	Description	QTY
A la Carte	101050	AXON AIR - PI PART 107 - MADE EASY BUNDLE	4
A la Carte	101076	AXON AIR - RTC ON-SITE ONBOARDING (1-10 STDNTS)	1
A la Carte	101172	AXON AIR - SKYDIO X10 BLENDED TRAINING	1
A la Carte	101233	AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS	4

## 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	4		
A la Carte	101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	4		



## Non-Binding Budgetary Estimate

### Shipping Locations

Location Number	Street	City	State	Zip	Country
1	950 Maidu Ave	Nevada City	CA	95959-8600	USA

### Payment Details

#### Jul 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Hardware and Training	101050	AXON AIR - PI PART 107 - MADE EASY BUNDLE	4	\$636.00	\$0.00	\$636.00
Hardware and Training	101076	AXON AIR - RTC ON-SITE ONBOARDING (1-10 STDNTS)	1	\$0.00	\$0.00	\$0.00
Hardware and Training	101170	AXON AIR - SKYDIO CARE FOR VT300-Z SENSOR PACKAGE - 3 YR	4	\$7,796.00	\$0.00	\$7,796.00
Hardware and Training	101172	AXON AIR - SKYDIO X10 BLENDED TRAINING	1	\$5,605.00	\$0.00	\$5,605.00
Hardware and Training	101211	AXON AIR - SKYDIO SPEAKER/MIC FOR X10	4	\$1,280.00	\$107.20	\$1,387.20
Hardware and Training	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	4	\$1,060.00	\$88.77	\$1,148.77
Hardware and Training	101233	AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS	4	\$3,600.00	\$0.00	\$3,600.00
Hardware and Training	101235	AXON AIR - SKYDIO X10 STARTER KIT 2.4/5GHZ CELL IR NA VT300Z	4	\$65,857.60	\$5,515.58	\$71,373.18
Hardware and Training	101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	8	\$2,952.00	\$247.23	\$3,199.23
Hardware and Training	101254	AXON AIR - SKYDIO CARE FOR X10 WITH CELLULAR 5G 3YR	4	\$13,200.00	\$0.00	\$13,200.00
Hardware and Training	101261	AXON AIR - SKYDIO NIGHTSENSE IR FILTER FOR X10	4	\$11,200.00	\$938.00	\$12,138.00
Hardware and Training	11630	Skydio 230W Wall Adapter, NA	4	\$120.00	\$10.05	\$130.05
Hardware and Training	11630	Skydio Dual Charger for X10	4	\$439.00	\$36.77	\$475.77
Year 1	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	4	\$1,246.86	\$0.00	\$1,246.86
Year 1	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	4	\$0.00	\$0.00	\$0.00
Year 1	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	4	\$9,496.22	\$0.00	\$9,496.22
Year 1	12029	AXON AIR - EVIDENCE.COM LICENSE - BASIC ACCESS	4	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$124,488.68</b>	<b>\$6,943.60</b>	<b>\$131,432.28</b>

#### Jul 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	4	\$1,246.85	\$0.00	\$1,246.85
Year 2	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	4	\$0.00	\$0.00	\$0.00
Year 2	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	4	\$9,496.19	\$0.00	\$9,496.19
Year 2	12029	AXON AIR - EVIDENCE.COM LICENSE - BASIC ACCESS	4	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$10,743.04</b>	<b>\$0.00</b>	<b>\$10,743.04</b>

#### Jul 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	4	\$1,246.85	\$0.00	\$1,246.85
Year 3	100551	AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO	4	\$0.00	\$0.00	\$0.00
Year 3	101242	AXON AIR - SKYDIO CONNECT LICENSE FOR X10	4	\$9,496.19	\$0.00	\$9,496.19
Year 3	12029	AXON AIR - EVIDENCE.COM LICENSE - BASIC ACCESS	4	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$10,743.04</b>	<b>\$0.00</b>	<b>\$10,743.04</b>



### **Non-Binding Budgetary Estimate**

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.**

Contract Sourcewell #101223-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

