

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.  
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United States  
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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
TOTAL COST	\$145,974.76
ESTIMATED TOTAL W/ TAX	\$152,918.36

Discount Summary

Average Savings Per Year	\$3,074.03
TOTAL SAVINGS	\$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 Sourcwell #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.

