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Q-514095-45232.745GM

Issued: 11/02/2023

Quote Expiration: 12/31/2023

Estimated Contract Start Date: 03/15/2024

Account Number: 138516

Payment Terms: N60

Delivery Method:

SHIP TO	BILL TO
4980 City Hall Blvd 4980 City Hall Blvd North Port, FL 34286-4100 USA	North Port Police Dept. -FL 4970 City Hall Blvd North Port FL 34286-4100 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Griffin McKean Phone: Email: gmckean@axon.com Fax:	Christopher Morales Phone: (941) 429-7319 Email: cmorales@northportpd.com Fax: (941) 4297389

Quote Summary

Program Length	120 Months
TOTAL COST	\$388,042.00
ESTIMATED TOTAL W/ TAX	\$388,042.00

Discount Summary

Average Savings Per Year	(\$20,941.46)
TOTAL SAVINGS	(\$209,414.56)

Payment Summary

Date	Subtotal	Tax	Total
Mar 2024	\$157,757.00	\$0.00	\$157,757.00
Oct 2024	\$1,850.00	\$0.00	\$1,850.00
Mar 2025	\$20,890.00	\$0.00	\$20,890.00
Oct 2025	\$1,850.00	\$0.00	\$1,850.00
Mar 2026	\$20,890.00	\$0.00	\$20,890.00
Oct 2026	\$1,850.00	\$0.00	\$1,850.00
Mar 2027	\$139,865.00	\$0.00	\$139,865.00

Payment Summary

Date	Subtotal	Tax	Total
Oct 2027	\$1,850.00	\$0.00	\$1,850.00
Mar 2028	\$20,890.00	\$0.00	\$20,890.00
Oct 2028	\$1,850.00	\$0.00	\$1,850.00
Mar 2029	\$1,850.00	\$0.00	\$1,850.00
Oct 2029	\$1,850.00	\$0.00	\$1,850.00
Mar 2030	\$1,850.00	\$0.00	\$1,850.00
Oct 2030	\$1,850.00	\$0.00	\$1,850.00
Mar 2031	\$1,850.00	\$0.00	\$1,850.00
Oct 2031	\$1,850.00	\$0.00	\$1,850.00
Mar 2032	\$1,850.00	\$0.00	\$1,850.00
Oct 2032	\$1,850.00	\$0.00	\$1,850.00
Mar 2033	\$1,850.00	\$0.00	\$1,850.00
Oct 2033	\$1,850.00	\$0.00	\$1,850.00
Total	\$388,042.00	\$0.00	\$388,042.00

Quote Unbundled Price: \$178,627.44
 Quote List Price: \$188,774.64
 Quote Subtotal: \$388,042.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
TapTablet10Y	VR Tablet TAP Bundle, 10YR	2	120	\$33.70	\$38.72	\$0.00	\$0.00	\$0.00	\$0.00
TapHeadset10Y	VR Headset TAP Bundle, 10YR	6	120	\$64.55	\$66.97	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Hardware									
100401	TASER 10 INERT CARTRIDGE	16			\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
100396	TASER 10 INERT MAGAZINE RED	14			\$150.00	\$0.00	\$0.00	\$0.00	\$0.00
100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	4			\$150.00	\$0.00	\$0.00	\$0.00	\$0.00
100394	TASER 10 HALT TRN MAGAZINE BLUE (HOOK-AND-LOOP-TRAINING)	4			\$150.00	\$0.00	\$0.00	\$0.00	\$0.00
11630	Skydio Drone Software for Next Gen Vehicle	5			\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
11630	Skydio NightSense, Visible Light for Next Gen Vehicle	5			\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
11630	Skydio Landing Pad for Next Gen Vehicle	5			\$1.00	\$99.00	\$495.00	\$0.00	\$495.00
11630	Skydio Spotlight for Next Gen Vehicle	5			\$1.00	\$265.00	\$1,325.00	\$0.00	\$1,325.00
11630	Skydio Speaker/Mic for Next Gen Vehicle	5			\$1.00	\$320.00	\$1,600.00	\$0.00	\$1,600.00
11630	Skydio 2-up Charger for Next Gen Vehicle	5			\$1.00	\$439.00	\$2,195.00	\$0.00	\$2,195.00
11630	Skydio Battery (150W) for Next Gen Vehicle	10			\$1.00	\$369.00	\$3,690.00	\$0.00	\$3,690.00
11630	Spares plan for Operator-Launched SAFE Vehicle Refresh	5			\$1.00	\$999.00	\$4,995.00	\$0.00	\$4,995.00
11630	Spares plan for Operator-Launched Next Gen Drones	5			\$1.00	\$999.00	\$4,995.00	\$0.00	\$4,995.00
11630	Skydio NightSense for Next Gen Vehicle	5			\$1.00	\$2,800.00	\$14,000.00	\$0.00	\$14,000.00
11630	Skydio Assured Future Equipment - VT300-Z Refresh	5			\$1.00	\$5,743.00	\$28,715.00	\$0.00	\$28,715.00
11630	Skydio Assured Future Equipment - Airframe with Cellular Refresh	5			\$1.00	\$11,804.00	\$59,020.00	\$0.00	\$59,020.00
11630	Skydio Next Gen Starter Kit (2.4.5 GHz with Cellular, Visibility Light) NA + VT300-Z	5			\$1.00	\$16,464.40	\$82,322.00	\$0.00	\$82,322.00
H00004	AB4 FLEX POV HARDWARE BUNDLE	16			\$249.00	\$0.00	\$0.00	\$0.00	\$0.00
H00004	AB4 FLEX POV HARDWARE BUNDLE	120			\$249.00	\$0.00	\$0.00	\$0.00	\$0.00
VRCKT10	VR Controller Kit (T10)	2			\$5,763.62	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Software									
100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
100941	Skydio Fleet Manager for Next Gen Vehicle	5	60		\$1.00	\$5.00	\$1,500.00	\$0.00	\$1,500.00
100941	Skydio Model Viewer for Next Gen Vehicle	5	60		\$1.00	\$5.00	\$1,500.00	\$0.00	\$1,500.00
100941	Skydio Crosshair Coordinates for Next Gen Vehicle	5	60		\$1.00	\$10.75	\$3,225.00	\$0.00	\$3,225.00
100941	Skydio Scout for Next Gen Vehicle	5	60		\$1.00	\$30.00	\$9,000.00	\$0.00	\$9,000.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	120		\$15.00	\$15.00	\$13,000.00	\$0.00	\$13,000.00
100941	Skydio Media Sync for Next Gen Vehicle	5	60		\$1.00	\$58.33	\$17,500.00	\$0.00	\$17,500.00
12024	AXON AIR, MOBILE STREAMING LICENSE	1	120		\$200.00	\$200.00	\$24,000.00	\$0.00	\$24,000.00

100941	Axon Air for Next Gen Vehicle	5	60	\$1.00	\$208.25	\$62,475.00	\$0.00	\$62,475.00
A la Carte Services								
12015	AXON AIR, DRONSENSE IN-PERSON TRAINING	1		\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00
100837	Skydio Care Enterprise for SAFE Vehicle - VT300-Z (3-year)	5		\$1.00	\$1,949.00	\$9,745.00	\$0.00	\$9,745.00
100837	Skydio Care for VT300-Z Sensor Package, 3 year	5		\$1.00	\$1,949.00	\$9,745.00	\$0.00	\$9,745.00
100837	Skydio Care Enterprise for SAFE Vehicle - Airframe with Cellular (3-year)	5		\$1.00	\$3,300.00	\$16,500.00	\$0.00	\$16,500.00
100837	Skydio Care for Next Gen Vehicle with Cellular 5G, 3 year	5		\$1.00	\$3,300.00	\$16,500.00	\$0.00	\$16,500.00
A la Carte Warranties								
100945	EXT WARRANTY, AB4 FLEX POV MODULE	124	109	\$2.37	\$0.00	\$0.00	\$0.00	\$0.00
100945	EXT WARRANTY, AB4 FLEX POV MODULE	16	109	\$2.37	\$0.00	\$0.00	\$0.00	\$0.00
Total						\$388,042.00	\$0.00	\$388,042.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB4 FLEX POV HARDWARE BUNDLE	100200	AB4 FLEX POV MODULE	120	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100200	AB4 FLEX POV MODULE	16	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100200	AB4 FLEX POV MODULE	4	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100852	AXON BODY 4 POV C-CLIP	120	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100852	AXON BODY 4 POV C-CLIP	16	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100853	AXON BODY 4 POV COLLAR MOUNT	132	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100853	AXON BODY 4 POV COLLAR MOUNT	18	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100958	AB4 FLEX POV MODULE CABLE 48 IN.	120	02/15/2024
AB4 FLEX POV HARDWARE BUNDLE	100958	AB4 FLEX POV MODULE CABLE 48 IN.	16	02/15/2024
VR Controller Kit (T10)	100126	AXON VR TACTICAL BAG	2	02/15/2024
VR Controller Kit (T10)	100748	TASER 10 VR CONTROLLER	2	02/15/2024
VR Controller Kit (T10)	100862	VR - PLACEHOLDER - SIDEARM CONTROLLER	2	02/15/2024
VR Controller Kit (T10)	100920	VR - PLACEHOLDER- SIDEARM CONTROLLER HOLSTER	2	02/15/2024
VR Controller Kit (T10)	100921	VR - PLACEHOLDER - HOLSTER T10 CONTROLLER	2	02/15/2024
VR Controller Kit (T10)	20296	VR TABLET	2	02/15/2024
VR Controller Kit (T10)	20297	VR TABLET CASE	2	02/15/2024
VR Headset TAP Bundle, 10YR	20373	VIRTUAL REALITY HEADSET REFRESH ONE	6	02/15/2024
VR Headset TAP Bundle, 10YR	20374	VIRTUAL REALITY HEADSET REFRESH TWO	6	02/15/2024
VR Headset TAP Bundle, 10YR	20375	VIRTUAL REALITY HEADSET REFRESH THREE	6	02/15/2024
VR Tablet TAP Bundle, 10YR	100210	VIRTUAL REALITY TABLET REFRESH ONE	2	02/15/2024
VR Tablet TAP Bundle, 10YR	100211	VIRTUAL REALITY TABLET REFRESH TWO	2	02/15/2024
VR Tablet TAP Bundle, 10YR	100212	VIRTUAL REALITY TABLET REFRESH THREE	2	02/15/2024
A la Carte	100394	TASER 10 HALT TRN MAGAZINE BLUE (HOOK-AND-LOOP-TRAINING)	4	02/15/2024
A la Carte	100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	4	02/15/2024
A la Carte	100396	TASER 10 INERT MAGAZINE RED	14	02/15/2024
A la Carte	100401	TASER 10 INERT CARTRIDGE	16	02/15/2024
A la Carte	11630	Spares plan for Operator-Launched Next Gen Drones	5	02/15/2024
A la Carte	11630	Skydio Drone Software for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio NightSense for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio Landing Pad for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio 2-up Charger for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio Battery (150W) for Next Gen Vehicle	10	02/15/2024
A la Carte	11630	Skydio Speaker/Mic for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio Spotlight for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio NightSense, Visible Light for Next Gen Vehicle	5	02/15/2024
A la Carte	11630	Skydio Next Gen Starter Kit (2.4.5 GHz with Cellular, Visibility Light) NA + VT300-Z	5	02/15/2024
A la Carte	11630	Spares plan for Operator-Launched SAFE Vehicle Refresh	5	02/15/2027
A la Carte	11630	Skydio Assured Future Equipment - Airframe with Cellular Refresh	5	02/15/2027
A la Carte	11630	Skydio Assured Future Equipment - VT300-Z Refresh	5	02/15/2027

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	03/15/2024	03/14/2029
A la Carte	100941	Skydio Fleet Manager for Next Gen Vehicle	5	03/15/2024	03/14/2029
A la Carte	100941	Skydio Scout for Next Gen Vehicle	5	03/15/2024	03/14/2029
A la Carte	100941	Skydio Crosshair Coordinates for Next Gen Vehid	5	03/15/2024	03/14/2029
A la Carte	100941	Skydio Media Sync for Next Gen Vehicle	5	03/15/2024	03/14/2029
A la Carte	100941	Axon Air for Next Gen Vehicle	5	03/15/2024	03/14/2029
A la Carte	100941	Skydio Model Viewer for Next Gen Vehicle	5	03/15/2024	03/14/2029
A la Carte	12024	AXON AIR, MOBILE STREAMING LICENSE	1	03/15/2024	03/14/2034
A la Carte	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	03/15/2024	03/14/2034

Services

Bundle	Item	Description	QTY
A la Carte	100837	Skydio Care Enterprise for SAFE Vehicle - VT300-Z (3-year)	5
A la Carte	100837	Skydio Care Enterprise for SAFE Vehicle - Airframe with Cellular (3-year)	5
A la Carte	100837	Skydio Care for VT300-Z Sensor Package, 3 year	5
A la Carte	100837	Skydio Care for Next Gen Vehicle with Cellular 5G, 3 year	5
A la Carte	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
VR Controller Kit (T10)	100213	VIRTUAL REALITY TABLET - HARDWARE WARRANTY	2	02/15/2025	03/14/2034
VR Tablet TAP Bundle, 10YR	100213	VIRTUAL REALITY TABLET - HARDWARE WARRANTY	2	02/15/2025	03/14/2034
A la Carte	100945	EXT WARRANTY, AB4 FLEX POV MODULE	16	02/15/2025	03/14/2034
A la Carte	100945	EXT WARRANTY, AB4 FLEX POV MODULE	124	02/15/2025	03/14/2034

Payment Details

Feb 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	100394	TASER 10 HALT TRN MAGAZINE BLUE (HOOK-AND-LOOP-TRAINING)	4	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	4	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100396	TASER 10 INERT MAGAZINE RED	14	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100401	TASER 10 INERT CARTRIDGE	16	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100945	EXT WARRANTY, AB4 FLEX POV MODULE	124	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100945	EXT WARRANTY, AB4 FLEX POV MODULE	16	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	H00004	AB4 FLEX POV HARDWARE BUNDLE	16	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	H00004	AB4 FLEX POV HARDWARE BUNDLE	120	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	VRCKT10	VR Controller Kit (T10)	2	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Mar 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1 - Axon Air Software	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	\$0.00	\$0.00	\$0.00
Annual Payment 1 - Axon Air Software	100941	Skydio Fleet Manager for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 1 - Axon Air Software	100941	Axon Air for Next Gen Vehicle	5	\$12,495.00	\$0.00	\$12,495.00
Annual Payment 1 - Axon Air Software	100941	Skydio Media Sync for Next Gen Vehicle	5	\$3,500.00	\$0.00	\$3,500.00
Annual Payment 1 - Axon Air Software	100941	Skydio Scout for Next Gen Vehicle	5	\$1,800.00	\$0.00	\$1,800.00
Annual Payment 1 - Axon Air Software	100941	Skydio Crosshair Coordinates for Next Gen Vehid	5	\$645.00	\$0.00	\$645.00
Annual Payment 1 - Axon Air Software	100941	Skydio Model Viewer for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Semi-Annual Payment 1	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Upfront Hardware	100837	Skydio Care for VT300-Z Sensor Package, 3 year	5	\$9,745.00	\$0.00	\$9,745.00
Upfront Hardware	100837	Skydio Care for Next Gen Vehicle with Cellular 5G, 3 year	5	\$16,500.00	\$0.00	\$16,500.00
Upfront Hardware	11630	Skydio Drone Software for Next Gen Vehicle	5	\$0.00	\$0.00	\$0.00
Upfront Hardware	11630	Skydio Next Gen Starter Kit (2.4.5 GHz with Cellular, Visibility Light) NA + VT300-Z	5	\$82,322.00	\$0.00	\$82,322.00
Upfront Hardware	11630	Skydio NightSense for Next Gen Vehicle	5	\$14,000.00	\$0.00	\$14,000.00
Upfront Hardware	11630	Spares plan for Operator-Launched Next Gen Drones	5	\$4,995.00	\$0.00	\$4,995.00
Upfront Hardware	11630	Skydio Battery (150W) for Next Gen Vehicle	10	\$3,690.00	\$0.00	\$3,690.00
Upfront Hardware	11630	Skydio 2-up Charger for Next Gen Vehicle	5	\$2,195.00	\$0.00	\$2,195.00
Upfront Hardware	11630	Skydio Speaker/Mic for Next Gen Vehicle	5	\$1,600.00	\$0.00	\$1,600.00
Upfront Hardware	11630	Skydio Spotlight for Next Gen Vehicle	5	\$1,325.00	\$0.00	\$1,325.00
Upfront Hardware	11630	Skydio Landing Pad for Next Gen Vehicle	5	\$495.00	\$0.00	\$495.00
Upfront Hardware	11630	Skydio NightSense, Visible Light for Next Gen Vehicle	5	\$0.00	\$0.00	\$0.00
Upfront Hardware	12015	AXON AIR, DRONESENSE IN-PERSON TRAINING	1	\$0.00	\$0.00	\$0.00
Year 1 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Invoice Upon Fulfillment	TapHeadset10Y	VR Headset TAP Bundle, 10YR	6	\$0.00	\$0.00	\$0.00

Mar 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	Tap Tablet10Y	VR Tablet TAP Bundle, 10YR	2	\$0.00	\$0.00	\$0.00
Total				\$157,757.00	\$0.00	\$157,757.00

Oct 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 2	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 1 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2 - Axon Air Software	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	\$0.00	\$0.00	\$0.00
Annual Payment 2 - Axon Air Software	100941	Skydio Fleet Manager for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 2 - Axon Air Software	100941	Axon Air for Next Gen Vehicle	5	\$12,495.00	\$0.00	\$12,495.00
Annual Payment 2 - Axon Air Software	100941	Skydio Media Sync for Next Gen Vehicle	5	\$3,500.00	\$0.00	\$3,500.00
Annual Payment 2 - Axon Air Software	100941	Skydio Scout for Next Gen Vehicle	5	\$1,800.00	\$0.00	\$1,800.00
Annual Payment 2 - Axon Air Software	100941	Skydio Crosshair Coordinates for Next Gen Vehicle	5	\$645.00	\$0.00	\$645.00
Annual Payment 2 - Axon Air Software	100941	Skydio Model Viewer for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Semi-Annual Payment 3	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 2 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$20,890.00	\$0.00	\$20,890.00

Oct 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 4	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 2 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3 - Axon Air Software	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	\$0.00	\$0.00	\$0.00
Annual Payment 3 - Axon Air Software	100941	Skydio Fleet Manager for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 3 - Axon Air Software	100941	Axon Air for Next Gen Vehicle	5	\$12,495.00	\$0.00	\$12,495.00
Annual Payment 3 - Axon Air Software	100941	Skydio Media Sync for Next Gen Vehicle	5	\$3,500.00	\$0.00	\$3,500.00

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Software						
Annual Payment 3 - Axon Air Software	100941	Skydio Scout for Next Gen Vehicle	5	\$1,800.00	\$0.00	\$1,800.00
Annual Payment 3 - Axon Air Software	100941	Skydio Crosshair Coordinates for Next Gen Vehicle	5	\$645.00	\$0.00	\$645.00
Annual Payment 3 - Axon Air Software	100941	Skydio Model Viewer for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Semi-Annual Payment 5	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 3 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$20,890.00	\$0.00	\$20,890.00

Oct 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 6	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 3 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4 - Axon Air Software	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	\$0.00	\$0.00	\$0.00
Annual Payment 4 - Axon Air Software	100941	Skydio Fleet Manager for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 4 - Axon Air Software	100941	Axon Air for Next Gen Vehicle	5	\$12,495.00	\$0.00	\$12,495.00
Annual Payment 4 - Axon Air Software	100941	Skydio Media Sync for Next Gen Vehicle	5	\$3,500.00	\$0.00	\$3,500.00
Annual Payment 4 - Axon Air Software	100941	Skydio Scout for Next Gen Vehicle	5	\$1,800.00	\$0.00	\$1,800.00
Annual Payment 4 - Axon Air Software	100941	Skydio Crosshair Coordinates for Next Gen Vehicle	5	\$645.00	\$0.00	\$645.00
Annual Payment 4 - Axon Air Software	100941	Skydio Model Viewer for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Semi-Annual Payment 7	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 3 Hardware	100837	Skydio Care Enterprise for SAFE Vehicle - VT300-Z (3-year)	5	\$9,745.00	\$0.00	\$9,745.00
Year 3 Hardware	100837	Skydio Care Enterprise for SAFE Vehicle - Airframe with Cellular (3-year)	5	\$16,500.00	\$0.00	\$16,500.00
Year 3 Hardware	11630	Spares plan for Operator-Launched SAFE Vehicle Refresh	5	\$4,995.00	\$0.00	\$4,995.00
Year 3 Hardware	11630	Skydio Assured Future Equipment - Airframe with Cellular Refresh	5	\$59,020.00	\$0.00	\$59,020.00
Year 3 Hardware	11630	Skydio Assured Future Equipment - VT300-Z Refresh	5	\$28,715.00	\$0.00	\$28,715.00
Year 4 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$139,865.00	\$0.00	\$139,865.00

Oct 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 8	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5 - Axon Air Software	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	5	\$0.00	\$0.00	\$0.00
Annual Payment 5 - Axon Air Software	100941	Skydio Fleet Manager for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 5 - Axon Air Software	100941	Axon Air for Next Gen Vehicle	5	\$12,495.00	\$0.00	\$12,495.00
Annual Payment 5 - Axon Air Software	100941	Skydio Media Sync for Next Gen Vehicle	5	\$3,500.00	\$0.00	\$3,500.00
Annual Payment 5 - Axon Air Software	100941	Skydio Model Viewer for Next Gen Vehicle	5	\$300.00	\$0.00	\$300.00
Annual Payment 5 - Axon Air Software	100941	Skydio Crosshair Coordinates for Next Gen Vehicle	5	\$645.00	\$0.00	\$645.00
Annual Payment 5 - Axon Air Software	100941	Skydio Scout for Next Gen Vehicle	5	\$1,800.00	\$0.00	\$1,800.00
Semi-Annual Payment 9	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 5 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$20,890.00	\$0.00	\$20,890.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 10	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 5 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 11	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 6 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 12	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 6 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 13	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00

Mar 2030						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 7 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Oct 2030						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 14	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 7 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2031						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 15	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 8 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Oct 2031						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 16	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 8 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2032						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 17	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 9 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Oct 2032						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 18	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 9 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Mar 2033						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 19	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00
Year 10 A - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

Oct 2033						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Semi-Annual Payment 20	12024	AXON AIR, MOBILE STREAMING LICENSE	1	\$1,200.00	\$0.00	\$1,200.00

Oct 2033						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 10 B - Basic Licenses	73840	EVIDENCE.COM BASIC ACCESS LICENSE	10	\$650.00	\$0.00	\$650.00
Total				\$1,850.00	\$0.00	\$1,850.00

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.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Exceptions to Standard Terms and Conditions

This quote represents part 2 of 2. The binding nature of this quote is contingent upon the subsequent booking of part 1 quote Q-478154 in conjunction with this one.

Axon Enterprise, Inc. DocuSigned by:

Signature: _____
55DAEBB137A442...
Name: Bobby Driscoll
Title: VP, Assoc. General Counsel
Date: 11/2/2023 | 2:17 PM MST

Approved by the City Commission of the City of North Port, Florida on _____, 2023.

A. JEROME FLETCHER II, ICMA-CM, MPA
CITY MANAGER

ATTEST

HEATHER FAUST, MMC
CITY CLERK

APPROVED AS TO FORM AND CORRECTNESS

AMBER L. SLAYTON, B.C.S.
CITY ATTORNEY

