



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Domestic: (800) 978-2737
International: +1.800.978.2737

Q-752384-46036ZL

Issued: 01/14/2026

Quote Expiration: 02/28/2026

Estimated Contract Start Date: 04/01/2026

Account Number: 114559

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

| SHIP TO | BILL TO |
|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Kingsport Police Dept. - TN 200 Shelby St Kingsport, TN 37660-4256 USA | Kingsport Police Dept. - TN 415 Broad St Kingsport TN 37660-4207 USA Email: matt.mcguire@blowingrockfire.org |

| SALES REPRESENTATIVE | PRIMARY CONTACT |
|---------------------------------------------------------------------|----------------------------------------------------------------------------------------|
| Josh Vance Phone: 770-855-7935 Email: jvance@axon.com Fax: | Matt McGuire Phone: (423) 229-9300 Email: matthewmcguire@kingsporttn.gov Fax: |

Quote Summary

| | |
|-------------------------------|--------------------|
| Program Length | 60 Months |
| TOTAL COST | \$75,000.00 |
| ESTIMATED TOTAL W/ TAX | \$75,000.00 |

Discount Summary

| | |
|--------------------------|-------------------|
| Average Savings Per Year | \$1,414.24 |
| TOTAL SAVINGS | \$7,071.20 |

Payment Summary

| Date | Subtotal | Tax | Total |
|----------|-------------|--------|-------------|
| Mar 2026 | \$75,000.00 | \$0.00 | \$75,000.00 |
| Total | \$75,000.00 | \$0.00 | \$75,000.00 |

| | |
|------------------------|-------------|
| Quote Unbundled Price: | \$82,071.20 |
| Quote List Price: | \$82,071.20 |
| Quote Subtotal: | \$75,000.00 |

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

| Item | Description | Qty | Term | Unbundled | List Price | Net Price | Subtotal | Tax | Total |
|------------------------------|------------------------------------------------------------|-----|------|-----------|-------------|-------------|--------------------|---------------|--------------------|
| A la Carte Hardware | | | | | | | | | |
| 102002 | AXON AIR - SKYDIO DUAL CHARGER X10 230W WALL ADAPTER | 1 | | | \$559.00 | \$559.00 | \$559.00 | \$0.00 | \$559.00 |
| 101738 | AXON AIR - SKYDIO X10 PATROL HW KIT | 1 | | | \$20,231.00 | \$15,659.80 | \$15,659.80 | \$0.00 | \$15,659.80 |
| 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH | 1 | | | \$28,382.00 | \$28,382.00 | \$28,382.00 | \$0.00 | \$28,382.00 |
| A la Carte Software | | | | | | | | | |
| 101967 | AXON AIR - SKYDIO BASIC PATROL SW KIT | 1 | 60 | | \$414.17 | \$414.17 | \$24,850.20 | \$0.00 | \$24,850.20 |
| A la Carte Services | | | | | | | | | |
| 12021 | AXON AIR - PROFESSIONAL IMPLEMENTATION | 1 | | | \$2,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS | 1 | 12 | | \$25.00 | \$25.00 | \$300.00 | \$0.00 | \$300.00 |
| A la Carte Warranties | | | | | | | | | |
| 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1 | | | \$5,249.00 | \$5,249.00 | \$5,249.00 | \$0.00 | \$5,249.00 |
| Total | | | | | | | \$75,000.00 | \$0.00 | \$75,000.00 |

Delivery Schedule

Hardware

| Bundle | Item | Description | QTY | Shipping Location | Estimated Delivery Date |
|------------|--------|------------------------------------------------------|-----|-------------------|-------------------------|
| A la Carte | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH | 1 | 1 | 03/01/2026 |
| A la Carte | 101738 | AXON AIR - SKYDIO X10 PATROL HW KIT | 1 | 1 | 03/01/2026 |
| A la Carte | 102002 | AXON AIR - SKYDIO DUAL CHARGER X10 230W WALL ADAPTER | 1 | 1 | 03/01/2026 |

Software

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|------------|--------|---------------------------------------|-----|----------------------|--------------------|
| A la Carte | 101967 | AXON AIR - SKYDIO BASIC PATROL SW KIT | 1 | 04/01/2026 | 03/31/2031 |

Services

| Bundle | Item | Description | QTY |
|------------|--------|-----------------------------------------------|-----|
| A la Carte | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS | 1 |
| A la Carte | 12021 | AXON AIR - PROFESSIONAL IMPLEMENTATION | 1 |

Warranties

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|------------|--------|------------------------------------------------------------|-----|----------------------|--------------------|
| A la Carte | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1 | | |

Shipping Locations

| Location Number | Street | City | State | Zip | Country |
|-----------------|---------------|-----------|-------|------------|---------|
| 1 | 200 Shelby St | Kingsport | TN | 37660-4256 | USA |

Payment Details

| Mar 2026 | | | | | | |
|--------------|--------|------------------------------------------------------------|-----|-------------|--------|-------------|
| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
| Year 1 | 101233 | AXON AIR - SKYDIO ACADEMY ONLINE - ALL ACCESS | 1 | \$300.00 | \$0.00 | \$300.00 |
| Year 1 | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 1 | \$5,249.00 | \$0.00 | \$5,249.00 |
| Year 1 | 101737 | AXON AIR - SKYDIO SAFE PATROL KIT HW REFRESH | 1 | \$28,382.00 | \$0.00 | \$28,382.00 |
| Year 1 | 101738 | AXON AIR - SKYDIO X10 PATROL HW KIT | 1 | \$15,659.80 | \$0.00 | \$15,659.80 |
| Year 1 | 101967 | AXON AIR - SKYDIO BASIC PATROL SW KIT | 1 | \$24,850.20 | \$0.00 | \$24,850.20 |
| Year 1 | 102002 | AXON AIR - SKYDIO DUAL CHARGER X10 230W WALL ADAPTER | 1 | \$559.00 | \$0.00 | \$559.00 |
| Year 1 | 12021 | AXON AIR - PROFESSIONAL IMPLEMENTATION | 1 | \$0.00 | \$0.00 | \$0.00 |
| Total | | | | \$75,000.00 | \$0.00 | \$75,000.00 |

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.

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

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 <https://www.axon.com/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.

Signature

Date Signed

1/14/2026

