



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-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	SALES REPRESENTATIVE	PRIMARY CONTACT
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	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
<b>TOTAL COST</b>	\$75,000.00
<b>ESTIMATED TOTAL W/ TAX</b>	\$75,000.00

### Discount Summary

Average Savings Per Year	\$1,414.24
<b>TOTAL SAVINGS</b>	\$7,071.20

## Payment Summary

Date	Subtotal	Tax	Total
Mar 2026	\$75,000.00	\$0.00	\$75,000.00
<b>Total</b>	<b>\$75,000.00</b>	<b>\$0.00</b>	<b>\$75,000.00</b>

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
<b>A la Carte Hardware</b>									
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
<b>A la Carte Software</b>									
101967	AXON AIR - SKYDIO BASIC PATROL SW KIT	1	60		\$414.17	\$414.17	\$24,850.20	\$0.00	\$24,850.20
<b>A la Carte Services</b>									
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
<b>A la Carte Warranties</b>									
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
<b>Total</b>							<b>\$75,000.00</b>	<b>\$0.00</b>	<b>\$75,000.00</b>

## 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	
<b>Total</b>				<b>\$75,000.00</b>	<b>\$0.00</b>	<b>\$75,000.00</b>	

**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](http://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.

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Signature

1/14/2026

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Date Signed

