



Axon Enterprise, Inc.  
17800 N 85th St  
Scottsdale, Arizona 85255  
United States  
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## Document A

Q-733229-45924NB

Issued: 09/24/2025

Quote Expiration: 09/30/2025

Estimated Contract Start Date: 02/01/2026

Account Number: 109675

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Duluth Police Dept. - Public Safety Building 2030 N ARLINGTON AVE DULUTH, MN 55811-2030 USA	Duluth Police Dept. - MN 2030 N Arlington Ave Duluth MN 55811-2030 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Nick Butier Phone: Email: nbutier@axon.com Fax:	Ryan Morris Phone: Email: rmorris@duluthmn.gov Fax:

### Quote Summary

Program Length	71 Months
<b>TOTAL COST</b>	<b>\$1,919,995.09</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$1,919,995.09</b>

### Discount Summary

Average Savings Per Year	\$69,232.53
<b>TOTAL SAVINGS</b>	<b>\$409,625.82</b>

Payment Summary

Date	Subtotal	Tax	Total
Dec 2025	\$490,000.99	\$0.00	\$490,000.99
Dec 2026	\$364,500.81	\$0.00	\$364,500.81
Dec 2027	\$431,349.83	\$0.00	\$431,349.83
Dec 2028	\$211,443.82	\$0.00	\$211,443.82
Dec 2029	\$211,349.82	\$0.00	\$211,349.82
Dec 2030	\$211,349.82	\$0.00	\$211,349.82
Total	\$1,919,995.09	\$0.00	\$1,919,995.09

Quote Unbundled Price:	\$1,686,799.74
Quote List Price:	\$1,686,799.74
Quote Subtotal:	\$1,919,995.09

## 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>									
101250	AXON AIR - SKYDIO PARACHUTE FOR X10	1			\$4,000.00	\$1,599.00	\$1,599.00	\$0.00	\$1,599.00
101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	1			\$4,000.00	\$1,695.00	\$1,695.00	\$0.00	\$1,695.00
101250	AXON AIR - SKYDIO PARACHUTE FOR X10	2			\$4,000.00	\$1,599.00	\$3,198.00	\$0.00	\$3,198.00
101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	2			\$4,000.00	\$1,695.00	\$3,390.00	\$0.00	\$3,390.00
A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	71		\$162,497.04	\$3,876.91	\$550,521.22	\$0.00	\$550,521.22
A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	41		\$87,435.33	\$4,332.49	\$532,896.27	\$0.00	\$532,896.27
A00031	AXON AIR R10 TEAM KIT BUNDLE	1	69		\$12,828.29	\$0.00	\$0.00	\$0.00	\$0.00
<b>A la Carte Software</b>									
102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	68		\$165.00	\$0.00	\$0.00	\$0.00	\$0.00
85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	71		\$23.01	\$17.72	\$182,404.20	\$0.00	\$182,404.20
101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	71		\$71.91	\$55.37	\$570,041.40	\$0.00	\$570,041.40
<b>A la Carte Services</b>									
101499	AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10	1			\$35,250.00	\$35,250.00	\$35,250.00	\$0.00	\$35,250.00
101538	AXON AIR - SKYDIO - DOCK DEPLOYMENT	2			\$19,500.00	\$19,500.00	\$39,000.00	\$0.00	\$39,000.00
<b>Total</b>							<b>\$1,919,995.09</b>	<b>\$0.00</b>	<b>\$1,919,995.09</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - AXON AIR DFR SINGLE DOCK	101736	AXON AIR - SKYDIO X10 DOCK HW KIT	2	1	01/01/2026
A la Carte	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	2	1	01/01/2026
AXON AIR R10 TEAM KIT BUNDLE	102465	AXON AIR - SKYDIO R10 TEAM HW KIT	1	1	04/01/2026
BUNDLE - AXON AIR DFR SINGLE DOCK	101736	AXON AIR - SKYDIO X10 DOCK HW KIT	3	1	07/01/2028
BUNDLE - AXON AIR DFR SINGLE DOCK	102273	AXON AIR - SKYDIO ASSURED FUTURE EQUIPMENT - DOCK OPS BUNDLE	2	1	07/01/2028
A la Carte	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	1	1	07/01/2028
A la Carte	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	2	1	08/01/2028
BUNDLE - AXON AIR DFR SINGLE DOCK	102272	AXON AIR - SKYDIO SAFE - DOCK OPS BUNDLE - PHASE 2 REFRESH	2	1	12/01/2031
BUNDLE - AXON AIR DFR SINGLE DOCK	102273	AXON AIR - SKYDIO ASSURED FUTURE EQUIPMENT - DOCK OPS BUNDLE	3	1	12/01/2031
A la Carte	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	1	1	12/01/2031

## Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - AXON AIR DFR SINGLE DOCK	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	2	02/01/2026	12/31/2031
BUNDLE - AXON AIR DFR SINGLE DOCK	101199	AXON AIR - SKYDIO DFR COMMAND	2	02/01/2026	12/31/2031
A la Carte	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	02/01/2026	12/31/2031
A la Carte	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	02/01/2026	12/31/2031
AXON AIR R10 TEAM KIT BUNDLE	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	1	04/01/2026	12/31/2031
AXON AIR R10 TEAM KIT BUNDLE	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	1	04/01/2026	12/31/2031
A la Carte	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	05/01/2026	12/31/2031
BUNDLE - AXON AIR DFR SINGLE DOCK	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	3	08/01/2028	12/31/2031
BUNDLE - AXON AIR DFR SINGLE DOCK	101199	AXON AIR - SKYDIO DFR COMMAND	3	08/01/2028	12/31/2031

## Services

Bundle	Item	Description	QTY
AXON AIR R10 TEAM KIT BUNDLE	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
BUNDLE - AXON AIR DFR SINGLE DOCK	101502	AXON AIR - SKYDIO - DEPLOYMENT AND TRAINING - DOCK FOR X10	1
BUNDLE - AXON AIR DFR SINGLE DOCK	102294	AXON AIR - SKYDIO DOCK FOR X10 - MAINT. AND REPAIR - PREMIUM	3
BUNDLE - AXON AIR DFR SINGLE DOCK	102294	AXON AIR - SKYDIO DOCK FOR X10 - MAINT. AND REPAIR - PREMIUM	2
BUNDLE - AXON AIR DFR SINGLE DOCK	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
A la Carte	101499	AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10	1
A la Carte	101538	AXON AIR - SKYDIO - DOCK DEPLOYMENT	2

## Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - AXON AIR DFR SINGLE DOCK	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	2		
BUNDLE - AXON AIR DFR SINGLE DOCK	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3		

## Shipping Locations

Location Number	Street	City	State	Zip	Country
1	2030 N ARLINGTON AVE	DULUTH	MN	55811-2030	USA

## Payment Details

### Dec 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Capital Improvement	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	2	\$2,570.72	\$0.00	\$2,570.72
Capital Improvement	101499	AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10	1	\$28,335.75	\$0.00	\$28,335.75
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$0.17	\$0.00	\$0.17
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$314,593.53	\$0.00	\$314,593.53
Year 2	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.91	\$0.00	\$95,006.91
Year 2	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 2	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 2	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.21	\$0.00	\$19,093.21
Year 2	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$490,000.99</b>	<b>\$0.00</b>	<b>\$490,000.99</b>

### Apr 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

### Dec 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Capital Improvement	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	1	\$859.41	\$0.00	\$859.41
Capital Improvement	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	2	\$1,822.01	\$0.00	\$1,822.01
Capital Improvement	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	1	\$911.00	\$0.00	\$911.00
Capital Improvement	101538	AXON AIR - SKYDIO - DOCK DEPLOYMENT	2	\$20,961.13	\$0.00	\$20,961.13
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$142,696.94	\$0.00	\$142,696.94
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$23,973.09	\$0.00	\$23,973.09
Capital Improvement	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	2	\$214.11	\$0.00	\$214.11
Capital Improvement	101499	AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10	1	\$2,360.06	\$0.00	\$2,360.06
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$26,202.25	\$0.00	\$26,202.25
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$0.01	\$0.00	\$0.01
Year 3	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.90	\$0.00	\$95,006.90
Year 3	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 3	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 3	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.20	\$0.00	\$19,093.20
Year 3	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$364,500.81</b>	<b>\$0.00</b>	<b>\$364,500.81</b>

### Dec 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Capital Improvement	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	2	\$413.17	\$0.00	\$413.17

**Dec 2027**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Capital Improvement	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	1	\$739.17	\$0.00	\$739.17
Capital Improvement	101499	AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10	1	\$4,554.19	\$0.00	\$4,554.19
Capital Improvement	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	2	\$1,567.10	\$0.00	\$1,567.10
Capital Improvement	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	1	\$783.55	\$0.00	\$783.55
Capital Improvement	101538	AXON AIR - SKYDIO - DOCK DEPLOYMENT	2	\$18,028.56	\$0.00	\$18,028.56
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$122,732.91	\$0.00	\$122,732.91
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$20,619.13	\$0.00	\$20,619.13
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$50,562.22	\$0.00	\$50,562.22
Capital Improvement	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$0.03	\$0.00	\$0.03
Year 4	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.90	\$0.00	\$95,006.90
Year 4	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 4	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 4	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.20	\$0.00	\$19,093.20
Year 4	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 4B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$66,849.00	\$0.00	\$66,849.00
<b>Total</b>				<b>\$431,349.83</b>	<b>\$0.00</b>	<b>\$431,349.83</b>

**Dec 2028**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.90	\$0.00	\$95,006.90
Year 5	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 5	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 5	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.20	\$0.00	\$19,093.20
Year 5	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 5B	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	1	\$0.42	\$0.00	\$0.42
Year 5B	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	1	\$0.45	\$0.00	\$0.45
Year 5B	101526	AXON AIR - SKYDIO - ASSURED FUTURE EQPMNT PARACHUTE REFRESH	2	\$0.90	\$0.00	\$0.90
Year 5B	101538	AXON AIR - SKYDIO - DOCK DEPLOYMENT	2	\$10.30	\$0.00	\$10.30
Year 5B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$70.15	\$0.00	\$70.15
Year 5B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$11.78	\$0.00	\$11.78
Year 5B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$66,849.02	\$0.00	\$66,849.02
<b>Total</b>				<b>\$211,443.82</b>	<b>\$0.00</b>	<b>\$211,443.82</b>

**Dec 2029**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 6	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.89	\$0.00	\$95,006.89
Year 6	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 6	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 6	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.21	\$0.00	\$19,093.21
Year 6	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00
Year 6B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$66,849.02	\$0.00	\$66,849.02
<b>Total</b>				<b>\$211,349.82</b>	<b>\$0.00</b>	<b>\$211,349.82</b>

**Dec 2030**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 7	101283	AXON RECORDS - DRAFT ONE - AI-ASSISTED REPORT WRITING	145	\$95,006.89	\$0.00	\$95,006.89
Year 7	102468	AXON AIR - SKYDIO CONNECT DATA PLAN FOR R10	1	\$0.00	\$0.00	\$0.00
Year 7	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	145	\$30,400.70	\$0.00	\$30,400.70
Year 7	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	2	\$19,093.21	\$0.00	\$19,093.21
Year 7	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$0.00	\$0.00	\$0.00

**Dec 2030**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 7B	A00008	BUNDLE - AXON AIR DFR SINGLE DOCK	3	\$66,849.02	\$0.00	\$66,849.02
<b>Total</b>				<b>\$211,349.82</b>	<b>\$0.00</b>	<b>\$211,349.82</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 NASPO OK-MA-145-21-100 (PA-Minnesota Contract #247327) 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.

## 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

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Date Signed

9/24/2025

