



Axon Enterprise, Inc.
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 United States
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Q-818532-46100MT

Issued: 03/19/2026

Quote Expiration: 07/31/2026

Estimated Contract Start Date: 08/01/2026

Account Number: 119065

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Visalia Police Dept. - CA 303 S Johnson St Visalia, CA 93291-6135 USA	Visalia Police Dept. - CA 303 S Johnson St Visalia CA 93291-6135 USA Email: clay.moffett@visalia.city

SALES REPRESENTATIVE	PRIMARY CONTACT
Lauren Gauer Phone: 480-580-3639 Email: lgauer@axon.com Fax:	Clay Moffett Phone: (559)713-4240 Email: clay.moffett@visalia.gov Fax:

Quote Summary

Program Length	25 Months
TOTAL COST	\$49,400.00
ESTIMATED TOTAL W/ TAX	\$53,599.00

Discount Summary

Average Savings Per Year	\$0.00
TOTAL SAVINGS	\$0.00

Payment Summary

Date	Subtotal	Tax	Total
Jul 2026	\$49,400.00	\$4,199.00	\$53,599.00
Total	\$49,400.00	\$4,199.00	\$53,599.00

Quote Unbundled Price: \$49,400.00
 Quote List Price: \$49,400.00
 Quote Subtotal: \$49,400.00

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									
102471	AXON AIR - SKYDIO R10 PATROL HW KIT	1			\$8,000.00	\$8,000.00	\$8,000.00	✓ \$680.00	\$8,680.00
102765	AXON AIR - SKYDIO X10 PATROL DFR HW KIT	2			\$20,700.00	\$20,700.00	\$41,400.00	✓ \$3,519.00	\$44,919.00
Total							\$49,400.00	\$4,199.00	\$53,599.00

8.5%

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	102471	AXON AIR - SKYDIO R10 PATROL HW KIT	1	1	07/01/2026
A la Carte	102765	AXON AIR - SKYDIO X10 PATROL DFR HW KIT	2	1	07/01/2026

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	303 S Johnson St	Visalia	CA	93291-6135	USA

Payment Details

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Hardware	102471	AXON AIR - SKYDIO R10 PATROL HW KIT	1	\$8,000.00	\$680.00	\$8,680.00
Upfront Hardware	102765	AXON AIR - SKYDIO X10 PATROL DFR HW KIT	2	\$41,400.00	\$3,519.00	\$44,919.00
Total				\$49,400.00	\$4,199.00	\$53,599.00

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 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.

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

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

Signature

Date Signed

3/19/2026

