



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-834688-004

Acct: 129892

Issued
Expires
Payment Terms
Mode of Delivery

Sep 16, 2026
Nov 15, 2026
N30
AUTO-GND

Costa Mesa Police Dept.- CA

Currency: USD

CUSTOMER DETAILS

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Costa Mesa Police Dept.- CA 99 Fair Dr Costa Mesa, CA 92626-6520 USA	Costa Mesa Police Dept.- CA PO Box 1200 Costa Mesa, CA 92628-1200 USA	Allen Sliper Phone: (858) 353-3228 Email: asliper@axon.com	Carlos Diaz Phone: (714) 754-5266 Email: cdiaz@costamesaca.gov

QUOTE SUMMARY	
Program Length	24 Months
Contract Start	Oct 1, 2026
Contract End	Sep 30, 2028
TOTAL CONTRACT	
Net Total	\$280,659.23
Est. Tax	\$11,485.36
Total Contract Value	\$292,144.59

DISCOUNT SUMMARY	
List Price	\$365,746.40
Total Savings	\$85,087.17
Discount	23.26%
Avg. Savings / Year	\$42,543.59

PAYMENT SUMMARY

DATE	SUBTOTAL	EST. TAX	TOTAL
Aug 1, 2026	\$140,329.61	\$5,742.68	\$146,072.29
Aug 1, 2027	\$140,329.62	\$5,742.68	\$146,072.30
Total	\$280,659.23	\$11,485.36	\$292,144.59

SUMMARY PRICING FOR TERM

ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
AXON AIR - DRONE									
101229	Axon Air - Skydio Spotlight for X10	1	—	—	\$265.00	\$243.80	\$243.80	\$18.90	\$262.70
101211	Axon Air - Skydio Speaker for X10	1	—	—	\$320.00	\$294.40	\$294.40	\$22.81	\$317.21
101499	Axon Air - Skydio X10 Dock Commissioning	2	—	—	\$12,995.00	\$0.00	\$0.00	\$0.00	\$0.00
101502	Axon Air - Skydio X10 Dock Commissioning & Training	1	—	—	\$23,995.00	\$0.00	\$0.00	\$0.00	\$0.00
102666	Axon Air - Skydio X10 Dock DFR Services - Premium Solution	1	24 (10/2026)	—	\$1,581.85	\$1,386.46	\$33,275.02	\$0.00	\$33,275.02
101579	Axon Air - Skydio X10 Ground Station (2.4/5 GHz) NA	2	—	—	\$47,600.00	\$43,792.00	\$87,584.00	\$6,787.76	\$94,371.76
102766	Axon Air - Skydio X10 Dock DFR Subscription Plan w/ Data	1	24 (10/2026)	—	\$2,273.33	\$1,851.35	\$44,432.32	\$0.00	\$44,432.32
102768	Axon Air - Skydio X10 Dock DFR HW Kit	1	—	—	\$62,500.00	\$57,500.00	\$57,500.00	\$4,456.25	\$61,956.25
101261	Axon Air - Skydio Nightsense IR Filter for X10	1	—	—	\$2,800.00	\$2,576.00	\$2,576.00	\$199.64	\$2,775.64
102294	Axon Air - Skydio Dock for X10 - Maint. and Repair - Premium	2	24 (10/2026)	—	\$1,224.00	\$1,072.82	\$51,495.28	\$0.00	\$51,495.28
100579	Axon Air - Dronesense UAS (Class 1)	1	24 (10/2026)	—	\$141.67	\$135.77	\$3,258.41	\$0.00	\$3,258.41
							SUBTOTAL	EST. TAX	TOTAL
Total							\$280,659.23	\$11,485.36	\$292,144.59



DELIVERY SCHEDULE

ESTIMATED SHIPPING DATE: Sep 1, 2026	
Shipping Location: 99 Fair Dr, Costa Mesa, CA, 92626-6520, USA	
HARDWARE	QTY
Axon Air - Skydio Nightsense IR Filter for X10	1
Axon Air - Skydio Speaker for X10	1
Axon Air - Skydio Spotlight for X10	1
Axon Air - Skydio X10 Dock DFR HW Kit	1
Axon Air - Skydio X10 Ground Station (2.4/5 GHz) NA	2
SOFTWARE	QTY
Axon Air - Dronesense UAS (Class 1)	1
Axon Air - Skydio X10 Dock DFR Subscription Plan w/ Data	1
SERVICES	QTY
Axon Air - Skydio Dock for X10 - Maint. and Repair - Premium	2
Axon Air - Skydio X10 Dock Commissioning	2
Axon Air - Skydio X10 Dock Commissioning & Training	1
Axon Air - Skydio X10 Dock DFR Services - Premium Solution	1

TERMS & CONDITIONS

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 Omnia Contract 3544-21-4615 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 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.

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

9/16/2026

Date Signed