



Axon Enterprise, Inc.
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United States
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Q-780114-46000MA

Issued: 12/09/2025



Quote Expiration: 01/30/2026

Estimated Contract Start Date: 03/15/2026

Account Number: 112277

Payment Terms: N30

Delivery Method:

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Killeen Police Dept. - TX 3304 Community Blvd Killeen, TX 76542-6381 USA	Killeen Police Dept. - TX 3304 Community Blvd Killeen TX 76542-6381 USA Email:	Matt Appelbaum Phone: Email: mappelbaum@axon.com Fax:	Jeffrey Corbitt Phone: 254-501-6560 Email: jcorbitt@killeentexas.gov Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$300,387.60
ESTIMATED TOTAL W/ TAX	\$300,387.60

Discount Summary

Average Savings Per Year	\$9,481.04
TOTAL SAVINGS	\$47,405.20

Payment Summary

Date	Subtotal	Tax	Total
Feb 2026	\$137,023.92	\$0.00	\$137,023.92
Feb 2027	\$40,840.92	\$0.00	\$40,840.92
Feb 2028	\$40,840.92	\$0.00	\$40,840.92
Feb 2029	\$40,840.92	\$0.00	\$40,840.92
Feb 2030	\$40,840.92	\$0.00	\$40,840.92
Total	\$300,387.60	\$0.00	\$300,387.60

Quote List Price:

\$347,792.80

Quote Subtotal:

\$300,387.60

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Term	Qty	List Price	Net Price	Subtotal	Tax	Total
AXON AIR R10 PATROL KIT BUNDLE								
12021	AXON AIR - PROFESSIONAL IMPLEMENTATION		1	\$2,500.00	\$2,500.00	\$2,500.00	\$0.00	\$2,500.00
102471	AXON AIR - SKYDIO R10 PATROL HW KIT		2	\$5,995.00	\$5,995.00	\$11,990.00	\$0.00	\$11,990.00
102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	60m	2	\$19,528.80	\$19,528.80	\$39,057.60	\$0.00	\$39,057.60
BUNDLE - AXON DFR PATROL								
101246	AXON AIR - SKYDIO X10 IN-PERSON TRAINING		1	\$9,000.00	\$9,000.00	\$9,000.00	\$0.00	\$9,000.00
101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR		3	\$5,249.00	\$5,249.00	\$15,747.00	\$0.00	\$15,747.00
101738	AXON AIR - SKYDIO X10 PATROL HW KIT		3	\$20,231.00	\$20,231.00	\$60,693.00	\$0.00	\$60,693.00
101199	AXON AIR - SKYDIO DFR COMMAND	60m	3	\$49,800.00	\$49,800.00	\$149,400.00	\$0.00	\$149,400.00
BUNDLE - OUTPOST								
102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	60m	1	\$11,847.60	\$0.00	\$0.00	\$0.00	\$0.00
102032	AXON OUTPOST - CAMERA		1	\$1,099.00	\$0.00	\$0.00	\$0.00	\$0.00
102543	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED		1	\$950.00	\$0.00	\$0.00	\$0.00	\$0.00
102487	AXON OUTPOST - SOLAR PANEL - 50W		1	\$95.00	\$0.00	\$0.00	\$0.00	\$0.00
102552	AXON OUTPOST - POLE - STANDARD		1	\$1,495.00	\$0.00	\$0.00	\$0.00	\$0.00
102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD		1	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00
102135	AXON OUTPOST - EXT WARRANTY - CAMERA	48m	1	\$408.00	\$0.00	\$0.00	\$0.00	\$0.00
102737	AXON OUTPOST - STANDARD HARDWARE KIT		1	\$249.00	\$0.00	\$0.00	\$0.00	\$0.00
102136	AXON OUTPOST - STANDARD INSTALLATION		1	\$875.00	\$0.00	\$0.00	\$0.00	\$0.00
102137	AXON OUTPOST - MAINTENANCE	48m	1	\$1,020.00	\$0.00	\$0.00	\$0.00	\$0.00
BUNDLE - LIGHTPOST								
102153	AXON LIGHTPOST - INSTALL SERVICE		1	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00
102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	60m	1	\$11,847.60	\$0.00	\$0.00	\$0.00	\$0.00
102156	AXON LIGHTPOST - CONNECT SERVICE	60m	1	\$4,980.00	\$0.00	\$0.00	\$0.00	\$0.00
102131	AXON LIGHTPOST - 3P CAMERA		1	\$2,179.00	\$0.00	\$0.00	\$0.00	\$0.00
102132	UBIHUB 2.0 WITH AXON EMBEDDED CAPABILITY (CORE/AI)		1	\$6,500.00	\$0.00	\$0.00	\$0.00	\$0.00
102164	AXON LIGHTPOST - 3P CAMERA MOUNTING HARDWARE		1	\$40.00	\$0.00	\$0.00	\$0.00	\$0.00
102394	AXON LIGHTPOST - 5YR MAINTENANCE, MONITORING, WTY SERVICE	60m	1	\$2,820.00	\$0.00	\$0.00	\$0.00	\$0.00
Individual Items								
101250	AXON AIR - SKYDIO PARACHUTE FOR X10		3	\$4,000.00	\$4,000.00	\$12,000.00	\$0.00	\$12,000.00
Total						\$300,387.60	\$0.00	\$300,387.60

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - AXON DFR PATROL	101738	AXON AIR - SKYDIO X10 PATROL HW KIT	3	1	02/15/2026
A la Carte	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	3	1	02/15/2026
BUNDLE - LIGHTPOST	102131	AXON LIGHTPOST - 3P CAMERA	1	1	03/15/2026
BUNDLE - LIGHTPOST	102132	UBIHUB 2.0 WITH AXON EMBEDDED CAPABILITY (CORE/AI)	1	1	03/15/2026
BUNDLE - LIGHTPOST	102164	AXON LIGHTPOST - 3P CAMERA MOUNTING HARDWARE	1	1	03/15/2026
BUNDLE - OUTPOST	102032	AXON OUTPOST - CAMERA	1	1	03/15/2026
BUNDLE - OUTPOST	102487	AXON OUTPOST - SOLAR PANEL - 50W	1	1	03/15/2026
BUNDLE - OUTPOST	102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD	1	1	03/15/2026
BUNDLE - OUTPOST	102543	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED	1	1	03/15/2026
BUNDLE - OUTPOST	102552	AXON OUTPOST - POLE - STANDARD	1	1	03/15/2026
BUNDLE - OUTPOST	102737	AXON OUTPOST - STANDARD HARDWARE KIT	1	1	03/15/2026
AXON AIR R10 PATROL KIT BUNDLE	102471	AXON AIR - SKYDIO R10 PATROL HW KIT	2	1	04/15/2026

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AXON AIR R10 PATROL KIT BUNDLE	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	03/15/2026	03/14/2031
BUNDLE - AXON DFR PATROL	101199	AXON AIR - SKYDIO DFR COMMAND	3	03/15/2026	03/14/2031
BUNDLE - LIGHTPOST	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	1	03/15/2026	03/14/2031
BUNDLE - OUTPOST	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	1	03/15/2026	03/14/2031

Services

Bundle	Item	Description	QTY
AXON AIR R10 PATROL KIT BUNDLE	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
BUNDLE - AXON DFR PATROL	101246	AXON AIR - SKYDIO X10 IN-PERSON TRAINING	1
BUNDLE - LIGHTPOST	102153	AXON LIGHTPOST - INSTALL SERVICE	1
BUNDLE - LIGHTPOST	102156	AXON LIGHTPOST - CONNECT SERVICE	1
BUNDLE - LIGHTPOST	102394	AXON LIGHTPOST - 5YR MAINTENANCE, MONITORING, WTY SERVICE	1
BUNDLE - OUTPOST	102136	AXON OUTPOST - STANDARD INSTALLATION	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - AXON DFR PATROL	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3		
BUNDLE - OUTPOST	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	1	03/15/2027	03/14/2031
BUNDLE - OUTPOST	102137	AXON OUTPOST - MAINTENANCE	1	03/15/2027	03/14/2031

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	3304 Community Blvd	Killeen	TX	76542-6381	USA

Payment Details

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 1	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 1	101199	AXON AIR - SKYDIO DFR COMMAND	3	\$29,880.00	\$0.00	\$29,880.00
Annual Payment 1	101246	AXON AIR - SKYDIO X10 IN-PERSON TRAINING	1	\$9,000.00	\$0.00	\$9,000.00
Annual Payment 1	101250	AXON AIR - SKYDIO PARACHUTE FOR X10	3	\$12,000.00	\$0.00	\$12,000.00
Annual Payment 1	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3	\$3,149.40	\$0.00	\$3,149.40
Annual Payment 1	101738	AXON AIR - SKYDIO X10 PATROL HW KIT	3	\$60,693.00	\$0.00	\$60,693.00
Annual Payment 1	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	\$7,811.52	\$0.00	\$7,811.52
Annual Payment 1	102471	AXON AIR - SKYDIO R10 PATROL HW KIT	2	\$11,990.00	\$0.00	\$11,990.00
Annual Payment 1	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1	\$2,500.00	\$0.00	\$2,500.00
Total				\$137,023.92	\$0.00	\$137,023.92

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	102032	AXON OUTPOST - CAMERA	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102131	AXON LIGHTPOST - 3P CAMERA	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102132	UBIHBUB 2.0 WITH AXON EMBEDDED CAPABILITY (CORE/AI)	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102136	AXON OUTPOST - STANDARD INSTALLATION	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102137	AXON OUTPOST - MAINTENANCE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102153	AXON LIGHTPOST - INSTALL SERVICE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102156	AXON LIGHTPOST - CONNECT SERVICE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102164	AXON LIGHTPOST - 3P CAMERA MOUNTING HARDWARE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102394	AXON LIGHTPOST - 5YR MAINTENANCE, MONITORING, WTY SERVICE	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102487	AXON OUTPOST - SOLAR PANEL - 50W	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102543	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102552	AXON OUTPOST - POLE - STANDARD	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	102737	AXON OUTPOST - STANDARD HARDWARE KIT	1	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Feb 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 2	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 2	101199	AXON AIR - SKYDIO DFR COMMAND	3	\$29,880.00	\$0.00	\$29,880.00
Annual Payment 2	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3	\$3,149.40	\$0.00	\$3,149.40
Annual Payment 2	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	\$7,811.52	\$0.00	\$7,811.52
Total				\$40,840.92	\$0.00	\$40,840.92

Feb 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 3	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 3	101199	AXON AIR - SKYDIO DFR COMMAND	3	\$29,880.00	\$0.00	\$29,880.00
Annual Payment 3	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3	\$3,149.40	\$0.00	\$3,149.40
Annual Payment 3	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	\$7,811.52	\$0.00	\$7,811.52
Total				\$40,840.92	\$0.00	\$40,840.92

Feb 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 4	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 4	101199	AXON AIR - SKYDIO DFR COMMAND	3	\$29,880.00	\$0.00	\$29,880.00
Annual Payment 4	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3	\$3,149.40	\$0.00	\$3,149.40
Annual Payment 4	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	\$7,811.52	\$0.00	\$7,811.52
Total				\$40,840.92	\$0.00	\$40,840.92

Feb 2030

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 5	100112	AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA	0	\$0.00	\$0.00	\$0.00
Annual Payment 5	101199	AXON AIR - SKYDIO DFR COMMAND	3	\$29,880.00	\$0.00	\$29,880.00
Annual Payment 5	101508	AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR	3	\$3,149.40	\$0.00	\$3,149.40
Annual Payment 5	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	2	\$7,811.52	\$0.00	\$7,811.52
Total				\$40,840.92	\$0.00	\$40,840.92

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 BuyBoard Proposal No. 718-23 (Axon Air) 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), 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

12/9/2025

Date Signed

