



# DRONESENSE

## Washoe County Sheriff's Office Aviation Operations, Nevada

Quote created: July 21, 2025 Reference: 20250721-174625607

### Washoe County Sheriff's Office - NV

911 Parr Blvd.  
Reno, NV 89512  
United States

### Jason Walker

Chief Deputy of Operations  
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### Jason Masters

Detective  
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+1(775)737-8783

### Comments

#### Contract Notes (Clarifying Term and Pricing):

- **Subscription Term** begins on the date of the signed agreement.
- The **"Total"** line shown below reflects only **Year 1**, which includes:
  - \$16,100 for annual software and support
  - \$1,700 one-time onboarding/hardware fee
  - **Year 1 total = \$17,800**
- The **"Annual Subtotal"** of \$16,100 applies to **Years 2 and 3**, unless the customer opts to pay in full at signing.
- The **"Total Contract Value"** of **\$50,000** reflects the full 3-year commitment:
  - Year 1: \$17,800
  - Year 2: \$16,100
  - Year 3: \$16,100
  - **Total = \$50,000**
- **Pricing Guarantee:** DroneSense will lock in all 2025 SKU pricing for the duration of the 3-year term.



Item & Description	SKU	Quantity	Unit Price	Total
<b>Screen Share Only</b> Screen Share Only DJI Avata, other non-SDK / non-MAVLink drones or cameras (eg: gopro)  Enable screen share casting from any open mobile application to OpsHub. Includes a software license for DroneSense screen sharing via mobile device and Web Console, with unlimited viewers, pilots, and video sharing.	DSSSO	2	\$900.00 / year	\$1,800.00 / year for 3 years
<b>Class 1 UAS License</b> Class 1 UAS License DJI Mavic, Autel, and Parrot (Enterprise sUAS)  Empower your team with the Class 1 UAS software license for DroneSense, the comprehensive drone / program management and collaboration platform. Streaming with unlimited viewers and pilots. Share live streams with internal teams or cooperating agencies, providing critical bird's-eye views to save time, resources, and lives.	DSC1	5	\$1,700.00 / year	\$8,500.00 / year for 3 years

Item & Description	SKU	Quantity	Unit Price	Total
<b>Class 2 UAS License</b> Class 2 UAS License DJI Matrice 200, 300, 350, and 30/T series, Autel Max 4T/N  Empower your team with the Class 2 UAS software license for DroneSense, the comprehensive drone / program management and collaboration platform. Streaming with unlimited viewers and pilots. Share live streams with internal teams or cooperating agencies, providing critical bird's-eye views to save time, resources, and lives.	DSC2	2	\$2,900.00 / year	\$5,800.00 / year for 3 years
<b>Mobile Streaming And Tracking (MSAT)</b> Capability to stream video and device location into DroneSense from any supported phone or tablet running the DroneSense Mobile App. Unlimited tracked devices, 1,200 hours of streaming video per year.	DSMSAT	1	\$1,700.00	\$1,700.00 for 3 years
<b>Axon Integration</b> DroneSense integrates into Evidence.com, Respond, and FUSUS to enhance public safety operations. This integration enables real-time data sharing, seamless evidence management, and improved situational awareness, ensuring a more connected and efficient response.	DSAXONINT	1	\$0.00 / year	\$0.00 / year for 3 years
<b>Real Time Crime Center - FUSUS</b> FUSUS integration  Stream live video and telemetry of your active assets to the FUSUS platform.	DSINT-FUSUS	1	\$0.00 / year	\$0.00 / year for 3 years

Item & Description	SKU	Quantity	Unit Price	Total
<b>DroneSense Support</b> Initial setup and online training, 24/7 technical support via tickets & phone as outlined in Terms and Conditions, and fair use storage on DroneSense cloud. Product training webinars and software maintenance.	DSS	1	\$0.00 / year	\$0.00 / year

Annual subtotal	\$16,100.00
One-time subtotal	\$1,700.00
Total	\$17,800.00
Total contract value	\$50,000.00

Signature

Each of the undersigned represents that he or she is fully authorized to enter into this Agreement and agrees to the attached Terms and Conditions.

Before you sign this quote, an email must be sent to you to verify your identity. Find your profile below to request a verification email.

“This Purchase Order references Quote No. 20250721-174625607 and is governed by and incorporates the quote and the Platform Terms & Conditions at [dronesense.com/terms-and-conditions](https://dronesense.com/terms-and-conditions) (the “Agreement”). Capitalized terms have the meanings in the Agreement unless otherwise stated. By signing, Customer represents and warrants that (a) it has read, understands, and agrees to the Agreement, and (b) has full authority to do so. If signed before the referenced quote expires, this Purchase Order is deemed accepted by DroneSense upon Customer’s signature.”

Jason Walker  
jrwalker@washoecounty.gov

[ sig|req|signer1 ]

This quote expires on October 19, 2025

- **Subscription Term** begins on the date of the signed agreement.
- The **"Total"** line shown below reflects only **Year 1**, which includes:
  - \$16,100 for annual software and support
  - \$1,700 one-time onboarding/hardware fee
  - **Year 1 total = \$17,800**
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- The **"Total Contract Value"** of **\$50,000** reflects the full 3-year commitment:
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  - Year 3: \$16,100
  - **Total = \$50,000**
- **Pricing Guarantee:** DroneSense will lock in all 2025 SKU pricing for the duration of the 3-year term.

This quote is subject to and incorporates by reference the Platform Terms & Conditions located at [dronesense.com/terms-and-conditions](https://dronesense.com/terms-and-conditions) (the "Agreement"). All capitalized terms used in this quote have the meanings stated in the Agreement, unless stated otherwise. By signing this quote, each party represents and warrants that: (a) it has read and understands the Agreement that is incorporated by reference to this quote and agrees to be bound by the terms of the Agreement, (b) it has full power and authority to accept the Agreement and this quote, and (c) this quote constitutes a valid and binding obligation on the part of both parties and no additional purchase order or other purchasing document is required.

### Questions? Contact me



#### **Matty Pujalte**

Inside Sales

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#### **DroneSense**

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