

## Jason Berthon-Koch

---

**From:** Jason Berthon-Koch  
**Sent:** Wednesday, September 22, 2021 9:45 PM  
**To:** Mark Werlwas; Paul Deskins; Marcus Escobedo; Marin Maric  
**Subject:** Re: Model Y

Mark,

Thanks for the assistance.

Jason

Get [Outlook for iOS](#)

---

**From:** Mark Werlwas <mwerlwas@tesla.com>  
**Sent:** Wednesday, September 22, 2021 5:17:59 PM  
**To:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>; Paul Deskins <paul@systemsforpublicsafety.com>; Marcus Escobedo <MEscobedo@tesla.com>; Marin Maric <mmaric@tesla.com>  
**Subject:** Re: Model Y

In my role as a Tesla employee I can not recommend you do things, such as adding an additional battery. In fact I strongly recommend against it. I am authorized to recommend you *not* do things.

I am allowed to recommend that you read the owners manual. If you are interested in powering accessories then there are a few locations in the owners manual that discuss that. I would recommend that you read those sections very carefully. The sections that might interest you in regard to accessory power have to do with the accessory power outlet in the center console and the other accessory power outlet in the rear trunk area. Each of these outlets is rated for 12 A of continuous power and 16 amps peak. I believe the owners manual also discusses 12 V auxiliary power output for an optional trailer.

Although I am not authorized to recommend modifications to our vehicles, I am authorized to collect any and all information about the modifications that are made. We are starting an engineering project to collect the information about what police users want and we're putting that information all into one place. I have access to that engineering space and can make recommendations regarding what police users desire from our vehicles. Any wiring diagrams or modification specifications that you can share with me would help us to understand your needs better. I am particularly interested in the amount of power necessary to run all of the accessories which you intend to add to the vehicle.

Sincerely,

---

**From:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>  
**Sent:** Tuesday, September 21, 2021 1:34:08 PM  
**To:** Paul Deskins <paul@systemsforpublicsafety.com>; Mark Werlwas <mwerlwas@tesla.com>; Marcus Escobedo <MEscobedo@tesla.com>; Marin Maric <mmaric@tesla.com>  
**Subject:** RE: Model Y

Hello,

I am following up on an Email that Eric had sent regarding the second battery for the equipment and any information you could assist us with so we can get our Model Y done. Any assistance would be great!

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98928  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

**From:** Eric Tang <ETang@fremont.gov>  
**Sent:** Friday, September 17, 2021 10:30 AM  
**To:** Paul Deskins <paul@systemsforpublicsafety.com>; Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>; mwerlwas@tesla.com; MEscobedo@tesla.com; mmaric@tesla.com  
**Subject:** RE: Model Y

**Caution: This email originated from outside the university.**

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Hi all,

I'm CC'ing our city fleet folks on this.

For the lightbar, we used the factory roof rack mounts and fabricated the lightbar mount from that piece.

Thanks,

Eric

Eric Tang  
POLICE LIEUTENANT-SPECIAL OPERATIONS DIVISION

---

City of Fremont | Police Department  
2000 Stevenson Blvd., Fremont, CA 94538  
(510) 790-6900 | [ETang@fremont.gov](mailto:ETang@fremont.gov)



**From:** Paul Deskins <paul@systemsforpublicsafety.com>  
**Sent:** Friday, September 17, 2021 8:20 AM  
**To:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>; Eric Tang <ETang@fremont.gov>; mwerlwas@tesla.com; MEscobedo@tesla.com; mmaric@tesla.com  
**Subject:** RE: Model Y

Good morning All,

Thank you, Jason. We are very familiar with upfitting fully electric cars and just finished a few MACH- Es for the City of Seattle. What I am in search of is how the Light bar was installed and any information on the 2<sup>nd</sup> battery system.

Thank you,  
**Paul Deskins**

Systems for Public Safety, Inc. O (253-983-1103) F 253 983-1101 [Email-Paul@systemsforpublicsafety.com](mailto:Email-Paul@systemsforpublicsafety.com)  
9412 Front St. S, Lakewood WA, 98499  
[www.systemsforpublicsafety.com](http://www.systemsforpublicsafety.com)



Qualified  
Vehicle  
Modifier

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Friday, September 17, 2021 7:54 AM  
**To:** [ETang@fremont.gov](mailto:ETang@fremont.gov); Paul Deskins <[paul@systemsforpublicsafety.com](mailto:paul@systemsforpublicsafety.com)>; [mwerlwas@tesla.com](mailto:mwerlwas@tesla.com);  
[MEscobedo@tesla.com](mailto:MEscobedo@tesla.com); [mmaric@tesla.com](mailto:mmaric@tesla.com)  
**Subject:** Model Y

**[EXTERNAL MAIL]** DO NOT CLICK links or open attachments unless you recognize the sender and know the content is safe.

All,

We recently purchased a Model Y and the vehicle was just completed at Setina and is headed to our outfitter Systems for Public Safety in Lakewood. The owner Paul is cc'd on this email. I was hoping to get a little assistance from you all during this build if he has questions. I know this will be the first Tesla for their shop with more planned I'm sure as many departments are transitioning to a program like this.

Eric, I was hoping to get some pictures of your new Model Y with the lightbar attachment, front battery and the overall build if you could. We too will share what we are doing to this thread as well as the other email thread for others to see. We would really appreciate the assistance in this. I don't know if Paul has other questions but I know that was the first burning question. I appreciate any and all assistance you all can help with while we get this going.

Thanks,

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

## Chery Byers

---

**From:** Jason Berthon-Koch  
**Sent:** Tuesday, June 28, 2022 4:50 PM  
**To:** Chery Byers  
**Subject:** Fw: CWU Purchase Order 66502 attached

---

**From:** Jason Berthon-Koch  
**Sent:** Tuesday, May 18, 2021 4:35 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Courtney Hulet <[chulet@tesla.com](mailto:chulet@tesla.com)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Sloan,

Thanks, its perfect looking forward to driving it,.

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

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**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Tuesday, May 18, 2021 4:32 PM  
**To:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Cc:** Courtney Hulet <[chulet@tesla.com](mailto:chulet@tesla.com)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Apologies, Jason! Just changed the location. The showroom opens at 10a – will this work?

Copied here is Courtney Hulet, our great Tesla Advisor at the Renton, WA Showroom. She will be able to help out on-site.

Excited for you to get behind the wheel!

Best,

---

**Sloan Cinelli**

Business Operations Associate, Enterprise  
46500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

TESLA

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Tuesday, May 18, 2021 4:30 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Subject:** RE: CWU Purchase Order 66502 attached

I got the confirmation, but it's for Rocklin CA. We would like Renton WA.

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

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**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Tuesday, May 18, 2021 4:12 PM  
**To:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Absolutely – what time would you prefer?

I can add you to the schedule and connect you with the Store Leader.

Best,

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

TESLA

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**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Tuesday, May 18, 2021 4:00 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Sloan,

Any chance we could drive one in Seattle or Bellevue tomorrow?

JAosn



**Jason Berthon-Koch**  
Chief of Police  
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(O): 509-963-2959  
400 E. University Way  
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[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

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**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Thursday, May 13, 2021 4:04 PM  
**To:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Yes – will make sure VIN is on-site before or on June 30<sup>th</sup>.

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

T E S L A

---

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Thursday, May 13, 2021 3:18 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Subject:** RE: CWU Purchase Order 66502 attached

Sloan,

We really need delivery acceptance on or before June 30<sup>th</sup>. I'm hoping that can happen.

Jason



**Jason Berthon-Koch**  
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University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Thursday, May 13, 2021 3:01 PM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
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TESLA  
ENTERPRISE SALES

Hello CWU team,

We look forward to delivering your first Tesla vehicle. Below you will find the confirmation details for your submitted order.

## Order Confirmation

<b>Tesla Order Number</b>	<b>RN114953152</b>
<b>Delivery ETA</b>	<b>About 8 weeks</b>
<b>myTesla Account</b>	<a href="mailto:kochi@cwu.edu">kochi@cwu.edu</a>
<b>Registration Handling</b>	<b>CWU</b>

## Next Steps

- On or around the delivery ETA listed above, we expect a VIN to match your Order
- After a VIN is matched to your order, we can work on generating your Buyers Order (our MVPA containing a Final Price Sheet) which will serve as your final payment request
- After vehicle is inspected, we can confirm delivery with your end-user / driver

Please let me know if you have any other questions - more than happy to help.

Best regards,  
Sloan

---

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538



T E S L A

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Thursday, May 13, 2021 12:13 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** CWU Purchase Order 66502 attached

Good Afternoon Sloan,

Thanks again for your patience.

Attached please find CWU po 66502 for the Model Y as per your quote, also attached for reference.

I believe that this purchase will not qualify for the WA sales tax exemption for alternative fuel vehicles since the value exceeds the allowed \$45,000. We will take responsibility for paying the use tax and licensing.

If you would please reply to confirm receipt of the order and let me know if you have any questions.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

## Jason Berthon-Koch

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Best,

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Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

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**Subject:** RE: CWU Purchase Order 66502 attached

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JAosn



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

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Thank you,

Sloan Cinelli

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TESLA

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**Subject:** RE: CWU Purchase Order 66502 attached

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**Registration Handling** CWU

## Next Steps

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Best regards,  
Sloan

Sloan Cinelli

## Jason Berthon-Koch

---

**From:** Jason Berthon-Koch  
**Sent:** Tuesday, May 18, 2021 4:21 PM  
**To:** Sloan Cinelli  
**Subject:** RE: CWU Purchase Order 66502 attached

Sloan,

Actually looking at it the Seattle-Renton location would be awesome, our second destination is only 6 miles away. We should be there at 945am.

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
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[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

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E [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

T E S L A

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Please let me know if you have any other questions - more than happy to help.

Best regards,  
Sloan

Sloan Cinelli

Business Operations Associate, Enterprise  
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E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

T E S L A

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**Subject:** CWU Purchase Order 66502 attached

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<b>Registration Handling</b>	<b>CWU</b>

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## Jason Berthon-Koch

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**From:** Jason Berthon-Koch  
**Sent:** Thursday, May 13, 2021 3:16 PM  
**To:** Sharon Cowdery  
**Subject:** RE: CWU Purchase Order 66502 attached - FY22 purchase

Sharon,

I was advised that delivery will be before June 30.

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

---

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Thursday, May 13, 2021 3:07 PM  
**To:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** FW: CWU Purchase Order 66502 attached - FY22 purchase

Hi Jason,

Just confirming that you are able to roll the funds for this purchase into FY22?

Thanks,  
Sharon

---

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Thursday, May 13, 2021 3:01 PM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
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**Subject:** RE: CWU Purchase Order 66502 attached

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Do not click on links, open attachments, or reply unless you recognize the sender and know the content is safe. If you consider this email as phishing or spam please use the **Report Message Button** in Outlook to inform both the CWU Service Desk and Microsoft.

## Jason Berthon-Koch

---

**From:** Jason Berthon-Koch  
**Sent:** Wednesday, June 30, 2021 3:40 PM  
**To:** Sharon Cowdery; Stuart Thompson  
**Subject:** RE: Please send invoice for CWU  
**Attachments:** RN114953152\_MVPA.pdf

Sharon,

I believed this was already reviewed and signed. It's a little moot point now since we have the car and the check was delivered for the entire amount. I read the paperwork and it appears to be standard verbiage. I went through the contract intake form submittal and saved the work as I went. The system wont let me find the existing value and it wouldn't let me add the file to it. I'm probably screwing it up. I am more than happy to sign this and fax it back.

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

---

**From:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Sent:** Wednesday, June 30, 2021 12:39 PM  
**To:** 'Sloan Cinelli' <scinelli@tesla.com>; Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>  
**Subject:** RE: Please send invoice for CWU

Hi Sloan,

In our May 4 email exchange, you indicated that you would accept a CWU Purchase Order in lieu of the signed agreement. Before an authorized agent can sign the agreement on behalf of CWU, it will need to be reviewed by our Contracts Office.

Jason – please have a contract intake form submitted and attach the agreement. I will alert the Contracts staff to expect it so they can work on it as soon as feasible.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

---

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Wednesday, June 30, 2021 12:28 PM  
**To:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Cc:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU  
**Importance:** High

Hi CWU team,

We hope you are enjoying the Model Y!

Can you please e-sign and return the attached document? This will allow Tesla to mark the vehicle **Delivered**.

Thank you,

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

T E S L A

---

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Wednesday, June 23, 2021 1:04 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Subject:** Re: Please send invoice for CWU

Sloan,

Thanks. The other dealers must have different laws. Are we still on for Friday pickup?

Jason

Sent from my iPhone

On Jun 23, 2021, at 12:39 PM, Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)> wrote:

**Caution: This email originated from outside the university.**

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Hello CWU team,

Just confirmed with our DMV team - Tesla cannot send MCO or self-register in WA due to specific dealer laws, as we are direct to consumer.

Total Amount Due	<b>\$56,783.91</b>
------------------	--------------------

---

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated specifically for this order, please do not use any prior Tesla Account numbers.

**Proof Required**

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address will cause delays in payment processing and vehicle pick-up.

**Proof Required**

1. Scanned copy of check
2. Tracking Number to the address listed below

**Attn: Funding Team  
45500 Fremont Blvd  
Fremont, CA 94538**

---

## Vehicle Pick-Up

Once confirmed, we can release the vehicle to the client / end user.

### TESLA CENTER ADDRESS

700 S Grady Way,

Renton, WA 98057

---

## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

<image002.png>

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---

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

---

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon

**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
<image005.png> 400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

<RN114953152\_MVPA.pdf>  
<RN114953152\_Invoice.pdf>



## Jason Berthon-Koch

---

**From:** Jason Berthon-Koch  
**Sent:** Wednesday, June 23, 2021 1:04 PM  
**To:** Sloan Cinelli  
**Cc:** Sharon Cowdery  
**Subject:** Re: Please send invoice for CWU

Sloan,

Thanks. The other dealers must have different laws. Are we still on for Friday pickup?

Jason

Sent from my iPhone

On Jun 23, 2021, at 12:39 PM, Sloan Cinelli <scinelli@tesla.com> wrote:

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Hello CWU team,

Just confirmed with our DMV team - Tesla cannot send MCO or self-register in WA due to specific dealer laws, as we are direct to consumer.

Total Amount Due

**\$56,783.91**

---

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated specifically for this order, please do not use any prior Tesla Account numbers.

#### Proof Required

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address will cause delays in payment processing and vehicle pick-up.

#### Proof Required

1. Scanned copy of check
2. Tracking Number to the address listed below

**Attn: Funding Team  
45500 Fremont Blvd  
Fremont, CA 94538**

---

## Vehicle Pick-Up

Once confirmed, we can release the vehicle to the client / end user.

### TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

---

## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon

**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
<image005.png> 400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

<RN114953152\_MVPA.pdf>  
<RN114953152\_Invoice.pdf>

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

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---

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

Good morning Sloan,

## Jason Berthon-Koch

---

**From:** Jason Berthon-Koch  
**Sent:** Monday, August 30, 2021 11:53 AM  
**Cc:** Sloan Cinelli  
**Subject:** RE: Please confirm final amount for check

Sloan,

The plates came for the Tesla, however they are regular plates and not State Exempt. Can the title plate people resubmit the paperwork for exempt plates?

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

---

**From:** Jason Berthon-Koch  
**Sent:** Wednesday, June 23, 2021 11:27 AM  
**To:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Cc:** Sloan Cinelli <scinelli@tesla.com>  
**Subject:** Re: Please confirm final amount for check

Sloan,

Our tax rate for sales tax is at 8.3%. We typically purchase cars from dealers and take all the paperwork ourselves to do and pay taxes fees etc.

Jason

Sent from my iPhone

On Jun 23, 2021, at 11:24 AM, Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)> wrote:

CWU prefers to register the car if possible, but If Tesla must complete the registration then so be it.

In either case, I need to know the amount to tell my Accounting Department to generate the check for.

Thanks,  
Sharon

---

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Wednesday, June 23, 2021 11:20 AM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please confirm final amount for check

Hi Sharon,

Government Registrations choosing exempt plates are charged state sales tax + \$62.00 in various fees for registration if they choose to use regular plates they will be charged full registration fees +RTA if they are in an RTA zone.

Can Tesla register and title the vehicle on behalf of CWU?

Thank you,

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P 415-792-2642

<image001.png>

---

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Wednesday, June 23, 2021 8:30 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please confirm final amount for check

Hi Sloan,

I need to let my Accounting Department the final amount for the check today. Is \$51,290.00 correct since we will do the licensing and pay tax when we register the vehicle here in Kittitas County?

Thank you,

Sharon

---

**From:** Sharon Cowdery  
**Sent:** Monday, June 21, 2021 1:09 PM  
**To:** 'Sloan Cinelli' <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

We need to complete the transaction before the end of our fiscal year, so Jason will hand deliver the check at the time of pick up.

We will license and pay tax on the vehicle here in Kittitas County so I believe the correct amount for the check is \$51,290.00. Please let me know if that is not correct.

Thanks,  
Sharon

---

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Monday, June 21, 2021 11:18 AM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

Yes – not a problem. We can also accept net-30 payment terms if preferred.

Thank you,

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

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---

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 11:17 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

Hi Sloan,

As an agency of the State of Washington, CWU is not allowed to pay in advance for goods and services. We are obligated by law to issue payment for all purchases, we just can't pay in advance.

Will it be acceptable for Jason to hand deliver a check to the Renton center at the time of pick up? Alternatively, if necessary we can complete a wire transfer on Friday if the wire confirmation receipt will be adequate to release the vehicle.

Let me know what will work.

Thanks,  
Sharon

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Monday, June 21, 2021 9:57 AM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

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<image002.jpg>

Hello CWU team,

In the attached document is your **Final Price Sheet and Vehicle Invoice**, which serve as our final payment request.

Total Amount Due

**\$56,783.91**

---

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated specifically for this order, please do not use any prior Tesla Account numbers.

#### Proof Required

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address will cause delays in payment processing and vehicle pick-up.

#### Proof Required

1. Scanned copy of check
2. Tracking Number to the address listed below

**Attn: Funding Team**  
**45500 Fremont Blvd**



Fremont, CA 94538

---

## Vehicle Pick-Up

Once final payment is confirmed, we can release the vehicle to the client / end user.

TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

---

## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E. [scinelli@tesla.com](mailto:scinelli@tesla.com) P. 415-792-2642

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---

From: Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
Sent: Monday, June 21, 2021 9:13 AM

**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon

 **Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

## Sharon Cowdery

---

**From:** Sharon Cowdery  
**Sent:** Tuesday, May 4, 2021 4:21 PM  
**To:** 'scinelli@tesla.com'  
**Subject:** Quote for Central Washington University  
**Attachments:** Model\_Y\_Quote\_CWU.pdf

Hello Sloan,

I am working on processing a requisition for our campus police department for the Model Y as per your quote, attached for reference.

The department is anxious to get the order placed so I'm hoping you can help me with a few things:

1. Could you please provide me with a completed W9 for Tesla so that I can set the company up as a supplier in our database?
2. Will you accept a CWU purchase order, or do you require that we complete the Tesla purchase order? We would need to have the Tesla agreement reviewed by our Contracts Department, which will take some time.
3. Is there an option for a service agreement?

Thank you for your help,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>



## Motor Vehicle Order Quote

### Vehicle Configuration



**326mi**   **135mph**   **4.8sec**  
Range (EPA est.)   Top Speed   0-60 mph

Description	Price (USD)
Model Y	\$41,000
Long Range All-Wheel Drive	\$8,990
Pearl White Multi-Coat Paint	Included
19" Gemini Wheels	Included
All Black Premium Interior	Included
Five Seat Interior	Included
Autopilot	Included
<b>Subtotal</b>	<b>\$50,990</b>
Destination and Documentation Fee	\$1,200
Order Fee	\$100
<b>Total</b>	<b>\$52,290</b>

## Sharon Cowdery

---

**From:** Sloan Cinelli <scinelli@tesla.com>  
**Sent:** Wednesday, May 5, 2021 1:38 PM  
**To:** Sharon Cowdery  
**Subject:** RE: Quote for Central Washington University  
**Attachments:** Tesla, Inc. - W-9.pdf; Tesla\_Fleet\_Guide\_Service and Maintenance\_US.pdf; SC-19-00-002\_Maintenance\_Service\_And\_Intervals\_R1.pdf

**Caution: This email originated from outside the university.**

Do not click on links, open attachments, or reply unless you recognize the sender and know the content is safe. If you consider this email as phishing or spam please use the **Report Message Button** in Outlook to inform both the CWU Service Desk and Microsoft.

Hi Sharon,

Looking forward to working together!

Please see attached for W-9. We can accept a CWU purchase order – we just need title assignment instructions.

We don't currently offer a Service Agreement, but service and maintenance guides can be found attached.

Let me know what you need.

Best,

Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E [scinelli@tesla.com](mailto:scinelli@tesla.com) P 415-792-2642

T E S L A

---

**From:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Sent:** Tuesday, May 4, 2021 4:21 PM  
**To:** Sloan Cinelli <scinelli@tesla.com>  
**Subject:** Quote for Central Washington University

Hello Sloan,

I am working on processing a requisition for our campus police department for the Model Y as per your quote, attached for reference.

The department is anxious to get the order placed so I'm hoping you can help me with a few things:

1. Could you please provide me with a completed W9 for Tesla so that I can set the company up as a supplier in our database?
2. Will you accept a CWU purchase order, or do you require that we complete the Tesla purchase order? We would need to have the Tesla agreement reviewed by our Contracts Department, which will take some time.
3. Is there an option for a service agreement?

Thank you for your help,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

# Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
Tesla, Inc.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► \_\_\_\_\_

**Note:** Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ► \_\_\_\_\_

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.  
3500 Deer Creek Road

6 City, state, and ZIP code  
Palo Alto, CA 94304

7 List account number(s) here (optional)

Requester's name and address (optional)

Print or type. See Specific Instructions on page 3.

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Social security number**

				-			-				
--	--	--	--	---	--	--	---	--	--	--	--

**or**

**Employer identification number**

9	1	-	2	1	9	7	7	2	9
---	---	---	---	---	---	---	---	---	---

## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here** Signature of U.S. person ► 

Date ► 01/13/2020

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
  - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
  - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
  - Form 1099-S (proceeds from real estate transactions)
  - Form 1099-K (merchant card and third party network transactions)
  - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
  - Form 1099-C (canceled debt)
  - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
- If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

# Service and Maintenance

## Enterprise Sales



### Car Maintenance

Tesla engineers continuously review maintenance recommendations to optimize the performance, reliability, durability, safety and resale value of your Tesla.

Unlike gasoline cars, Tesla cars require no traditional oil changes, fuel filters, spark plug replacements or emission checks. As electric cars, even brake pad replacements are rare because regenerative braking returns energy to the battery, significantly reducing wear on brakes.

Please check the Owner's Manual for latest maintenance recommendations for your Tesla.

### Recommended Service and Maintenance

#### Cabin Air Filter

Your Tesla is equipped with an air filter that prevents pollen, industrial fallout, road dust and other particles from entering through the vents. Tesla recommends replacing your cabin air filter every 2 years.

#### High Efficiency Particulate Air (HEPA) Filter

If your Tesla is equipped with a HEPA filter, Tesla recommends replacing it every 3 years.

#### Tire Rotation, Balance and Wheel Alignment

Tesla recommends rotating your tires every 6,250 miles or if tread depth difference is 2/32 in or greater, whichever comes first. Aggressive driving can lead to premature tire wear and may require more frequent tire service. Unbalanced and misaligned wheels affect handling, tire life and steering components. Refer to tire manufacturer's owner manuals and warranty documentation for additional details.

#### Brake Fluid Test

Tesla recommends testing brake fluid for contamination every 2 years and replacing as needed.

#### Air Conditioning Service

An air conditioning service replaces the desiccant to help the longevity and efficiency of the air conditioning system. Tesla recommends an air conditioning service every 2 years for Model S, every 4 years for Model X and Model Y and every 6 years for Model 3.

#### Winter Care

Tesla recommends cleaning and lubricating all brake calipers every 12 months or 12,500 mi for cars in cold weather regions.

### Service Visit Information

Tesla cars do not require regular maintenance, but if a Tesla Service visit is necessary, you can conveniently schedule appointments in the [Tesla App](#).

#### Schedule a Service Appointment

In the Tesla app, [follow these steps](#) to self-schedule a service appointment:

1. Select 'Schedule Service' on the home screen of your Tesla app.
2. Select the topic(s) that you would like addressed.
3. On the 'Details' screen, include:

- A detailed description of what you're experiencing with your car. This is required. Please include information such as the date and time the concern(s) last occurred and the frequency of the concern.
- Photos related to the topic (max file size 50mb, up to 5 photos per appointment). Photos are optional, but very helpful. If you're unable to upload pictures while scheduling your service appointment, you can add them later by visiting the 'Confirm' and/or 'Details' screen.





# Service and Maintenance

## Enterprise Sales



### Do It Yourself Guides

There are several basic maintenance procedures you can do yourself, without the need to schedule a service appointment. For step-by-step instructions on self-service procedures for your Tesla, select the corresponding guide below.

[Model 3](#) | [Model S](#) | [Model X](#)

### Body Shop Support

Body repairs are not only about fixing a damaged aesthetic — they are also important to ensure the functionality, safety and longevity of your Tesla.

#### Tesla Service Centers

Tesla Service Centers can perform a wide variety of collision repairs, specializing in parts replacement. Repairs include:

- Front and rear bumpers
- Hoods
- Liftgates
- Side mirror caps
- Doors
- Wheels
- All glass
- Suspension and axle damage (e.g. curb hits and potholes)

#### Scheduling a Body Repair

To schedule an appointment at a Tesla Service Center, login to the Tesla app and select 'Collision & Glass Repair' from the Service Menu. You will be prompted to describe the repair and upload photos to help us quickly assess the damage. If you are using insurance, please be sure to let us know your carrier and claim number.

In the event we cannot perform your repair in service, we will refer you to a Tesla Body Repair Center or a Tesla Approved Body Shop.

#### Tesla Body Repair Center

Tesla owns and operates Body Repair Centers that specialize in structural damage. Tesla Body Repair Centers are currently available in the following cities:

- [San Jose, California](#)
- [Pomona, California](#)
- [Elk Grove Village, Illinois](#)
- [Rockville, Maryland](#)

To schedule an appointment at a Tesla Body Repair Center, contact each location directly — each site has their own contact information. Please include collision pictures, your insurance carrier and claim number in the body of the email requesting the appointment.

#### Tesla-Approved Body Shop Network

In addition to Tesla Body Repair Centers, we've partnered with the world's best body shops to form the ever-growing Tesla-Approved Body Shop Network. We demand the highest standards from our Tesla-Approved Body Shop Network through rigorous training and assessments. To schedule an appointment, please contact the body shop directly.

For additional support, [please contact us](#). Be sure to include your VIN and any relevant body shop information.

[Find your nearest body shop](#) as well as their contact information using the search tool here:

### Software Updates

Our cars regularly receive over-the-air software updates that add new features and enhance existing ones over Wi-Fi.

You can check for new software updates by opening the 'Software' tab on your Touchscreen. If a new update is available, you'll receive a notification on your center touchscreen display, with the option to install the update immediately or schedule for later. To ensure the fastest and most reliable delivery of software updates, connect your car to Wi-Fi.

# Vehicle Warranty

Enterprise Sales



## Vehicle Warranty

### New Vehicle Limited Warranty

Your vehicle is protected by a [New Vehicle Limited Warranty](#) for 4 years or 50,000 miles, whichever comes first. The Battery and Drive Unit in your vehicle are covered for a period of:

#### Model S and Model X

8 years or 150,000 miles, whichever comes first, with minimum 70% retention of Battery capacity over the warranty period.

#### Model 3 and Model Y Standard or Standard Range Plus

8 years or 100,000 miles, whichever comes first, with minimum 70% retention of Battery capacity over the warranty period.

#### Model 3 and Model Y Long Range or Performance

8 years or 120,000 miles, whichever comes first, with minimum 70% retention of Battery capacity over the warranty period.

These warranties cover the repair or replacement necessary to correct defects in the materials or workmanship of any parts manufactured or supplied by Tesla, which occur under normal use.

For further details, please review the [New Vehicle Limited Warranty](#).

### Used Vehicle Limited Warranty

The Used Vehicle Limited Warranty gives additional peace of mind to owners of used vehicles purchased directly from Tesla.

Tesla used vehicles are covered by the remainder of 4 years or 50,000 miles left on the Basic Vehicle Limited Warranty. After expiration, the Used Vehicle Limited Warranty provides additional coverage of 1 year or 10,000 miles. If the Basic Vehicle Limited Warranty has already expired, the Used Vehicle Limited Warranty will provide coverage of 1 year or 10,000 miles, starting from your delivery date.

The balance of original Battery and Drive Unit Limited warranty still applies for used vehicles.

For further details, please review the [Used Vehicle Limited Warranty](#).

# Tire Specifications

## Enterprise Sales



### Recommended Tires

If the Tire Pressure warning indicator displays frequently, contact Tesla to determine if a tire sensor needs to be replaced. If a non-Tesla Service Center repairs or replaces a tire, the tire sensor may not work until Tesla performs the setup procedure.

Most up to date tire specifications can always be found on the vehicle's Owners Manual

Model	Wheel Size (in)	Width (in)	Offset (mm)	Tire Size	Tire
<b>Model 3</b>	18	8.5	40	235/45R18	Michelin Primacy MXM4
	18	8.5	40	235/45R18	Michelin Pilot Sport 4 (PS4)
	18	8.5	40	235/45R18	Pirelli Winter Sottozero Series II *
	19	8.5	40	235/40R19	Continental ProContact RX
	19	8.5	40	235/40R19	Hankook Ventus S1 Evo3
	19	8.5	40	235/40R19	Pirelli Winter Sottozero *
	20	8.5	40	235/35ZR20	Michelin Pilot Sport 4S (PS4S)
<b>Model Y</b>	20	8.5	40	235/35ZR20	Pirelli Winter Sottozero *
	19	9.5	45	255/45R19	Continental ProContact RX *
	20	9.5	45	255/40R20	Goodyear Eagle F1 Asymmetric
	21 Front	9.5	40	[ 255/35R21 ]	Pirelli P Zero
	21 Rear	10.5	48	[ 275/35R21 ]	
<b>Model S</b>	19	8	40	245/45R19	Goodyear Eagle Touring
	19	8	40	245/45R19	Pirelli Winter Sottozero 3 *
	21 Front	8.5	40	[ 245/35R21 ]	Michelin Pilot Super Sport
<b>Model X</b>	21 Rear	9	40	[ 265/35R21 ]	
	20 Front	9	35	[ 265/45R20 ]	Continental CrossContact LX Sport
	20 Rear	9.5	40	[ 275/45R20 ]	
	20 Front	9	35	[ 265/45R20 ]	Pirelli Scorpion Winter *
	20 Rear	9.5	40	[ 275/45R20 ]	
	22 Front	9	35	265/35R22	
	22 Rear	10	35	285/35R22	Goodyear Eagle F1 3

Recommended Winter Tire = \*

Staggered Wheels = [ ]



Model:  
All

Vehicle System:  
00 - Inspection & Service

Region:  
All

## Maintenance Service and Intervals

Use this table to determine the maintenance procedures and intervals that Tesla recommends:

Component	Correction Code	Mobile Service Capable <sup>1</sup>	Model S	Model X	Model 3	Model Y
Brake fluid check	33031000	Yes	2 years	2 years	2 years	2 years
Brake fluid flush	33031202	No	If needed	If needed	If needed	If needed
A/C desiccant bag replacement	18202002	No	2 years	4 years	6 years	4 years
Cabin air filter replacement (if equipped)	18100102	Yes	2 years (all countries except China <sup>2</sup> )	2 years (all countries except China <sup>2</sup> )	2 years (all countries except China <sup>2</sup> )	2 years (all countries except China <sup>2</sup> )
HEPA filter replacement (if equipped)	18105502	Yes	3 years (all countries except China <sup>3</sup> )	3 years (all countries except China <sup>3</sup> )	Not applicable	Not applicable
Tire rotation (might not be applicable on vehicles equipped with staggered wheel fitment or directional tires)	34020105	Yes	Rotate every 6,250 miles (10,000 km) or if tread depth difference is 2/32 in (1.5 mm) or greater, whichever comes first	Not applicable	Rotate every 6,250 miles (10,000 km) or if tread depth difference is 2/32 in (1.5 mm) or greater, whichever comes first	Rotate every 6,250 miles (10,000 km) or if tread depth difference is 2/32 in (1.5 mm) or greater, whichever comes first
Seasonal wheel swap	34014105	Yes	If requested	If requested	If requested	If requested
Wheel alignment check (perform if tires are wearing unevenly or customer complains that the vehicle is pulling)	31000200	No	If needed	If needed	If needed	If needed
Clean and lubricate brake calipers (only for cold weather regions or areas where road salt is used)	33013005	No	1 year	1 year	1 year	1 year

<sup>1</sup> Where permitted.

<sup>2</sup> In China, recommended replacement is every year.

<sup>3</sup> In China, recommended replacement is every year.

## Sharon Cowdery

---

**From:** Sharon Cowdery  
**Sent:** Thursday, May 13, 2021 12:13 PM  
**To:** Sloan Cinelli  
**Cc:** Jason Berthon-Koch  
**Subject:** CWU Purchase Order 66502 attached  
**Attachments:** cwspo005\_0000066502.PDF.pdf; Model\_Y\_Quote\_CWU.pdf

Good Afternoon Sloan,

Thanks again for your patience.

Attached please find CWU po 66502 for the Model Y as per your quote, also attached for reference.

I believe that this purchase will not qualify for the WA sales tax exemption for alternative fuel vehicles since the value exceeds the allowed \$45,000. We will take responsibility for paying the use tax and licensing.

If you would please reply to confirm receipt of the order and let me know if you have any questions.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>



## Motor Vehicle Order Quote

### Vehicle Configuration



**326mi**

Range (EPA est.)

**135mph**

Top Speed

**4.8sec**

0-60 mph

Description	Price (USD)
Model Y	\$41,000
Long Range All-Wheel Drive	\$8,990
Pearl White Multi-Coat Paint	Included
19" Gemini Wheels	Included
All Black Premium Interior	Included
Five Seat Interior	Included
Autopilot	Included
<b>Subtotal</b>	<b>\$50,990</b>
Destination and Documentation Fee	\$1,200
Order Fee	\$100
<b>Total</b>	<b>\$52,290</b>



CENTRAL WASHINGTON UNIVERSITY

**Purchase Order**

<b>Purchase Order: 000066502</b> Date: 05/13/2021 Payment Terms: Net 30 Freight Terms: N/A Due Date: 05/14/2021	Page 1 of 1  Ship Via: N/A	Ship To: CENTRECV82 Central Washington University Central Receiving 11th and Wildcat Way Ellensburg WA 98926-7525
Vendor: 0000057462 TESLA INC 45500 FREMONT BLVD FREMONT CA 94538	Bill To: Central Washington University Accounts Payable 400 E University Way Ellensburg WA 98926-7470	

Line-Schd	Quantity	UOM	Description	Unit Price	Extended Amt
1-1	1.00	EA	CONTRACT: DES CONTRACT 05916 - 2020 Tesla Model Y	52,290.00	52,290.00

WA STATE DES CONTRACT 05916

TITLE ASSIGNMENT:  
 CENTRAL WASHINGTON UNIVERSITY  
 400 E UNIVERSITY WAY  
 ELLENSBURG, WA 98926  
 TIN: 916000618

DELIVERY TO:  
 CENTRAL RECEIVING - MOTORPOOL  
 Jongeward Plant Operations Building  
 205 E. 11th Ave.  
 (Corner of 11th Avenue & Wildcat Way)  
 Ellensburg, WA 98926

UNIV OPS / HEMBREE

Applicable State of Washington and/or Central Washington University terms and conditions are by reference made part of this purchase order. These provisions are available at the CWU Internet address shown below, or by email, fax or phone.

No change or modification in terms, quantities or specifications may be made without express authorization from the university purchasing office. No other university officer or employee may authorize changes.

If you cannot fill this order by the due date shown above, immediately notify the purchasing department of the probable delivery date.

Show purchase order number on all invoices, packages and shipping documents.

Central Washington University is not tax exempt.

Subtotal:	52,290.00
Freight:	0.00
Misc Charges:	0.00
Sales/Use Tax:	0.00
<b>Total:</b>	<b>52,290.00</b>

**CERTIFICATION AND APPROVAL OF PURCHASE ORDER**

DocuSigned by:  
 B: *Stuart Thompson*  
 4EBE6E81C6194C5 Stuart Thompson



## Sharon Cowdery

---

**From:** Sloan Cinelli <scinelli@tesla.com>  
**Sent:** Thursday, May 13, 2021 3:01 PM  
**To:** Sharon Cowdery  
**Cc:** Jason Berthon-Koch  
**Subject:** RE: CWU Purchase Order 66502 attached  
**Attachments:** RN114953152.pdf

**Caution: This email originated from outside the university.**

Do not click on links, open attachments, or reply unless you recognize the sender and know the content is safe. If you consider this email as phishing or spam please use the **Report Message Button** in Outlook to inform both the CWU Service Desk and Microsoft.

TESLA  
ENTERPRISE SALES

Hello CWU team,

We look forward to delivering your first Tesla vehicle. Below you will find the confirmation details for your submitted order.

## Order Confirmation

<b>Tesla Order Number</b>	<b>RN114953152</b>
<b>Delivery ETA</b>	<b>About 8 weeks</b>
<b>myTesla Account</b>	<b><a href="mailto:kochj@cwu.edu">kochj@cwu.edu</a></b>

**Registration Handling** - CWU

## Next Steps

- On or around the delivery ETA listed above, we expect a VIN to match your Order
- After a VIN is matched to your order, we can work on generating your Buyers Order (our MVPA containing a Final Price Sheet) which will serve as your final payment request
- After vehicle is inspected, we can confirm delivery with your end-user / driver

Please let me know if you have any other questions - more than happy to help.

Best regards,  
Sloan

Sloan Cinelli

## Sharon Cowdery

---

**From:** Jason Berthon-Koch  
**Sent:** Thursday, May 13, 2021 2:24 PM  
**To:** Sloan Cinelli; Sharon Cowdery  
**Subject:** RE: CWU Purchase Order 66502 attached

Sloan,

Could it please be mine, [kochj@cwu.edu](mailto:kochj@cwu.edu).

Thanks

Jason



**Jason Berthon-Koch**  
Chief of Police  
University Police and Public Safety  
(O): 509-963-2959  
400 E. University Way  
Ellensburg, WA 98926  
[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Thursday, May 13, 2021 2:13 PM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: CWU Purchase Order 66502 attached

**Caution:** This email originated from outside the university.

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Thank you, Sharon! We are excited to delivery CWU's Model Y.

Which email would you like associated with this VIN for Supercharging data and Premium Connectivity?

Should it be Jason's email, or a generic fleet email address?

Best,

**Sloan Cinelli**

Business Operations Associate, Enterprise  
43500 Fremont Blvd, Fremont, CA 94538  
e: [scinelli@tesla.com](mailto:scinelli@tesla.com) P: 415-792-2642

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Thursday, May 13, 2021 12:13 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** CWU Purchase Order 66502 attached

Good Afternoon Sloan,

Thanks again for your patience.

Attached please find CWU po 66502 for the Model Y as per your quote, also attached for reference.

I believe that this purchase will not qualify for the WA sales tax exemption for alternative fuel vehicles since the value exceeds the allowed \$45,000. We will take responsibility for paying the use tax and licensing.

If you would please reply to confirm receipt of the order and let me know if you have any questions.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

## Sharon Cowdery

---

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Monday, June 21, 2021 11:18 AM  
**To:** Sharon Cowdery  
**Cc:** Jason Berthon-Koch  
**Subject:** RE: Please send invoice for CWU

Yes – not a problem. We can also accept net-30 payment terms if preferred.

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise  
46500 Fremont Blvd, Fremont, CA 94538  
E: [scinelli@tesla.com](mailto:scinelli@tesla.com) P: 415-792-2642

T E S L A

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 11:17 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

Hi Sloan,

As an agency of the State of Washington, CWU is not allowed to pay in advance for goods and services. We are obligated by law to issue payment for all purchases, we just can't pay in advance.

Will it be acceptable for Jason to hand deliver a check to the Renton center at the time of pick up? Alternatively, if necessary we can complete a wire transfer on Friday if the wire confirmation receipt will be adequate to release the vehicle.

Let me know what will work.  
Thanks,  
Sharon

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Monday, June 21, 2021 9:57 AM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

**Caution: This email originated from outside the university.**

Do not click on links, open attachments, or reply unless you recognize the sender and know the content is safe. If you consider this email as phishing or spam please use the **Report Message Button** in Outlook to inform both the CWU Service Desk and Microsoft.



Hello CWU team,

In the attached document is your **Final Price Sheet and Vehicle Invoice**, which serve as our final payment request.

<b>Total Amount Due</b>	<b>\$56,783.91</b>
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---

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated **specifically** for this order, please do not use any prior Tesla Account numbers.

#### Proof Required

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address **will cause** delays in payment processing and vehicle pick-up.

#### Proof Required

1. Scanned copy of check
2. Tracking Number to the address listed below

---

**Attn: Funding Team**  
45500 Fremont Blvd  
Fremont, CA 94538

---

## Vehicle Pick-Up

Once final payment is confirmed, we can release the vehicle to the client / end user

TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

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## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

### Sloan Cinelli

Business Operations Associate, Enterprise  
45500 Fremont Blvd, Fremont, CA 94538  
E [scinelli@tesla.com](mailto:scinelli@tesla.com) P 415-792 2642

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>



## Sharon Cowdery

---

**From:** Sloan Cinelli <scinelli@tesla.com>  
**Sent:** Wednesday, June 23, 2021 11:20 AM  
**To:** Sharon Cowdery  
**Cc:** Jason Berthon-Koch  
**Subject:** RE: Please confirm final amount for check

Hi Sharon,

Government Registrations choosing exempt plates are charged state sales tax + \$62.00 in various fees for registration if they choose to use regular plates they will be charged full registration fees +RTA if they are in an RTA zone.

Can Tesla register and title the vehicle on behalf of CWU?

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise  
45000 - Howard Street, Fremont, CA 94538  
E: [scinelli@tesla.com](mailto:scinelli@tesla.com) P: 415-792-0642

**From:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Sent:** Wednesday, June 23, 2021 8:30 AM  
**To:** Sloan Cinelli <scinelli@tesla.com>  
**Cc:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>  
**Subject:** Please confirm final amount for check

Hi Sloan,

I need to let my Accounting Department the final amount for the check today. Is \$51,290.00 correct since we will do the licensing and pay tax when we register the vehicle here in Kittitas County?

Thank you,

Sharon

**From:** Sharon Cowdery  
**Sent:** Monday, June 21, 2021 1:09 PM  
**To:** 'Sloan Cinelli' <[scinelli@tesla.com](mailto:scinelli@tesla.com)>

**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>

**Subject:** RE: Please send invoice for CWU

We need to complete the transaction before the end of our fiscal year, so Jason will hand deliver the check at the time of pick up.

We will license and pay tax on the vehicle here in Kittitas County so I believe the correct amount for the check is \$51,290.00. Please let me know if that is not correct.

Thanks,  
Sharon

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>

**Sent:** Monday, June 21, 2021 11:18 AM

**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>

**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>

**Subject:** RE: Please send invoice for CWU

Yes – not a problem. We can also accept net-30 payment terms if preferred.

Thank you,

Sloan Cinelli

Business Operations Associate, Enterprise

45500 Greenwood Blvd, Fremont, CA 94538

☎ [scinelli@tesla.com](mailto:scinelli@tesla.com) | P: 415-752-2042

T E S L A

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>

**Sent:** Monday, June 21, 2021 11:17 AM

**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>

**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>

**Subject:** RE: Please send invoice for CWU

Hi Sloan,

As an agency of the State of Washington, CWU is not allowed to pay in advance for goods and services. We are obligated by law to issue payment for all purchases, we just can't pay in advance.

Will it be acceptable for Jason to hand deliver a check to the Renton center at the time of pick up? Alternatively, if necessary we can complete a wire transfer on Friday if the wire confirmation receipt will be adequate to release the vehicle.

Let me know what will work.

Thanks,  
Sharon

**From:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Sent:** Monday, June 21, 2021 9:57 AM  
**To:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** RE: Please send invoice for CWU

**Caution:** This email originated from outside the university.

Do not click on links, open attachments, or reply unless you recognize the sender and know the content is safe. If you consider this email as phishing or spam please use the **Report Message Button** in Outlook to inform both the CWU Service Desk and Microsoft.



Hello CWU team,

In the attached document is your Final Price Sheet and Vehicle Invoice, which serve as our final payment request.

Total Amount Due	<b>\$56,783.91</b>
------------------	--------------------

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated specifically for this order, please do not use any prior Tesla Account numbers.

#### Proof Required

- 1 A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address will cause delays in payment processing and vehicle pick-up.

**Proof Required**

- 1 Scanned copy of check
- 2 Tracking Number to the address listed below

**Attn: Funding Team  
45500 Fremont Blvd  
Fremont, CA 94538**

---

## **Vehicle Pick-Up**

Once final payment is confirmed, we can release the vehicle to the client / end user.

TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

---

## **Walkthrough Videos**

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

**Sloan Cinelli**

Business Operations Associate, Enterprise

45500 Fremont Blvd Fremont, CA 94538

E: [scinelli@tesla.com](mailto:scinelli@tesla.com) P: 415-792-2642

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

## Sharon Cowdery

---

**From:** Sharon Cowdery  
**Sent:** Wednesday, June 30, 2021 12:39 PM  
**To:** 'Sloan Cinelli'; Jason Berthon-Koch  
**Subject:** RE: Please send invoice for CWU  
**Attachments:** RE: Quote for Central Washington University

Hi Sloan,

In our May 4 email exchange, you indicated that you would accept a CWU Purchase Order in lieu of the signed agreement. Before an authorized agent can sign the agreement on behalf of CWU, it will need to be reviewed by our Contracts Office.

Jason – please have a contract intake form submitted and attach the agreement. I will alert the Contracts staff to expect it so they can work on it as soon as feasible.

Thank you,  
Sharon



**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

**From:** Sloan Cinelli <scinelli@tesla.com>  
**Sent:** Wednesday, June 30, 2021 12:28 PM  
**To:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>  
**Cc:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Subject:** RE: Please send invoice for CWU  
**Importance:** High

Hi CWU team,

We hope you are enjoying the Model Y!

---

Can you please e-sign and return the attached document? This will allow Tesla to mark the vehicle **Delivered**.

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise

scinelli@tesla.com

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Wednesday, June 23, 2021 1:04 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Subject:** Re: Please send invoice for CWU

Sloan,

Thanks. The other dealers must have different laws. Are we still on for Friday pickup?

Jason

Sent from my iPhone

On Jun 23, 2021, at 12:39 PM, Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)> wrote:

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Hello CWU team,

- Just confirmed with our DMV team - Tesla cannot send MCO or self-register in WA due to specific dealer laws, as we are direct to consumer.

<b>Total Amount Due</b>	<b>\$56,783.91</b>
-------------------------	--------------------

---

## Payment Instructions

### WIRE TRANSFER

A unique account number is generated specifically for this order, please do not use any prior Tesla Account numbers.

**Proof Required**

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc.

### MAILED CHECK

Both proofs of payment listed below are required. Providing only one of the items below or shipping the check to the incorrect Tesla Address will cause delays in payment processing and vehicle pick-up.

**Proof Required**

1. Scanned copy of check
2. Tracking Number to the address listed below

**Attn: Funding Team  
45500 Fremont Blvd  
Fremont, CA 94538**

---

## Vehicle Pick-Up

Once confirmed, we can release the vehicle to the client / end user.

### TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

---

## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)



---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

**Sloan Cinelli**

Business Operations Associate, Enterprise  
45500 Fremont Blvd. Fremont, CA 94538  
E: [scinelli@tesla.com](mailto:scinelli@tesla.com) P: 415-792-2642

<image002.png>

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon

**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
<image005.png> 400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

<RN114953152\_MVPA.pdf>  
<RN114953152\_Invoice.pdf>

## Sharon Cowdery

---

**From:** Sloan Cinelli <scinelli@tesla.com>  
**Sent:** Monday, August 9, 2021 2:59 PM  
**To:** Jason Berthon-Koch  
**Cc:** Sharon Cowdery; Alonso Velasquez-Mayorga  
**Subject:** RE: Please send invoice for CWU  
**Attachments:** RN114953152\_MVPA.pdf

Hi Jason,

Can you please sign and return the attached document?

Hope CWU is loving the Model Y!

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise  
scinelli@tesla.com  
scinelli@tesla.com

**From:** Sloan Cinelli  
**Sent:** Monday, July 12, 2021 10:46 AM  
**To:** Jason Berthon-Koch <Jason.Berthon-Koch@cwu.edu>  
**Cc:** Sharon Cowdery <Sharon.Cowdery@cwu.edu>  
**Subject:** RE: Please send invoice for CWU

Hi Jason,

Please see here for the Supercharger application info information - <https://www.tesla.com/host-a-supercharger#locations>

NEMA adapters can be found here - <https://shop.tesla.com/product/gen-2-nema-adapters>

Let me know how we can best support!

Thank you,

**Sloan Cinelli**

Business Operations Associate, Enterprise

scinelli@tesla.com

**From:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Sent:** Wednesday, June 23, 2021 1:04 PM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Subject:** Re: Please send invoice for CWU

Sloan,

Thanks. The other dealers must have different laws. Are we still on for Friday pickup?

Jason

Sent from my iPhone

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Hello CWU team,

Just confirmed with our DMV team - Tesla cannot send MCO or self-register in WA due to specific dealer laws, as we are direct to consumer.

**Total Amount Due**

**\$56,783.91**

---

## Payment Instructions

### WIRE TRANSFER

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#### Proof Required

1. A banking wire transfer confirmation page with i.e. transaction amount, account numbers, etc

### MAILED CHECK

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#### Proof Required

1. Scanned copy of check
2. Tracking Number to the address listed below

**Attn: Funding Team  
45500 Fremont Blvd  
Fremont, CA 94538**

---

## Vehicle Pick-Up

Once confirmed, we can release the vehicle to the client / end user.

### TESLA CENTER ADDRESS

700 S Grady Way,  
Renton, WA 98057

---

## Walkthrough Videos

Please share the video links below with your client / end user as they highlight the Tesla's main features.

[Meet your Tesla](#) - [Model Y](#)

---

I remain a resource for you as we work on completing this order and for any additional support you may need.

Best,  
Sloan

**Sloan Cinelli**

Business Operations Associate, Enterprise  
45500 Fremont Blvd Fremont CA 94538  
E [scinelli@tesla.com](mailto:scinelli@tesla.com) P 415-792-2642

<image002.png>

**From:** Sharon Cowdery <[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)>  
**Sent:** Monday, June 21, 2021 9:13 AM  
**To:** Sloan Cinelli <[scinelli@tesla.com](mailto:scinelli@tesla.com)>  
**Cc:** Jason Berthon-Koch <[Jason.Berthon-Koch@cwu.edu](mailto:Jason.Berthon-Koch@cwu.edu)>  
**Subject:** Please send invoice for CWU

---

Good morning Sloan,

Jason received an email notifying him that the invoice for the Tesla Model Y is ready (screenshot attached). Could you please forward a copy of the invoice to me? I am not able to access it via the forwarded link.

Also please let me know when delivery is scheduled.

Thank you,  
Sharon

**Sharon Cowdery**  
Buyer  
Contracts and Procurement  
509-963-1002  
<image005.png> 400 East University Way  
Ellensburg, WA 98926-7480  
[Sharon.Cowdery@cwu.edu](mailto:Sharon.Cowdery@cwu.edu)  
<http://www.cwu.edu/contracts>

<RN114953152\_MVPA.pdf>  
<RN114953152\_Invoice.pdf>



# Motor Vehicle Purchase Agreement

## Vehicle Configuration

Customer Information	Description	Total in USD
Central Washington University	Long Range All-Wheel Drive	\$10,000.00
--	Dual Motor All-Wheel Drive	\$0.00
400 E UNIVERSITY WAY	Five Seat Interior	\$0.00
ELLENSBURG, WA 98926	All Black Premium Interior	\$0.00
kochj@cwu.edu	Pearl White Paint	\$0.00
VIN 5YJYGDEE2MF207510	19" Gemini Wheels	\$0.00
Reservation RN114953152	Autopilot	\$0.00
	Model Y	\$39,990.00
	Premium Interior	\$0.00
	Supercharger Network Access + Pay-as-you-go	\$0.00
<b>Order Fee Payment</b> \$0.00	<b>Subtotal</b>	<b>\$49,990.00</b>
<b>Transport Fee Payment</b> \$0.00	Destination Fee	\$1,125.00
<b>Order Deposit</b> \$0.00	Documentation Fee	\$75.00
<b>Accepted by Customer on</b> 05/13/2021	Order Fee	\$100.00
<b>Odometer</b> 15	Transportation Fee (if applicable)	\$0.00
	Order Modification Fee (if applicable)	\$0.00
	<b>Total</b>	<b>\$51,290.00</b>

Price indicated does not include taxes and governmental fees, which will be calculated as your delivery date nears. You will be responsible for these additional taxes and fees.





## Motor Vehicle Purchase Agreement Final Price Sheet

<b>DATE OF AGREEMENT</b>	06/25/2021
<b>BUYER'S AND CO-BUYER'S NAME AND ADDRESS:</b>	<b>SELLER'S NAME AND ADDRESS:</b>
Central Washington University - - 400 E UNIVERSITY WAY ELLENSBURG, WA 98926	Tesla, Inc. 435 Westlake Ave N Seattle, WA 98109

DESCRIPTION OF PROPERTY						
New/Used	Year	Make	Model	Style	Vehicle Identification Number	Odometer
New	2021	TESLA	Model Y	UT	5YJYGDEE2MF207510	15

PURCHASE PRICE	
<b>1. Total Vehicle Price</b>	
A. Cash price of motor vehicle, options, accessories and fees. (See attached Vehicle Configuration for itemization.)	\$ 51,290.00 (A)
B. Other: N/A	\$ 0.00 (B)
C. Other: N/A	\$ 0.00 (C)
Total Vehicle Price (A through C)	\$ 51,290.00 (1)
<b>2. Sales Tax Calculation</b>	
A. Trade-in tax credit (if applicable)	\$ 0.00 (A)
B. Taxable Fees (if applicable)	\$ 0.00 (B)
C. Subtotal of Taxable Items	\$ 51,290.00 (C)
D. Sales Tax	\$ 5,334.16 (2D)
E. Other: N/A	\$ 0.00 (2E)
Total Cash Price (1 plus 2D and 2E)	\$ 56,624.16 (2)
<b>3. Amounts Paid to Government Agencies*</b>	
A. Registration/Transfer/Titling Fees	\$ 159.75 (A)
B. License Fee (if applicable)	\$ 0.00 (B)
C. Tire Fee (if applicable)	\$ 0.00 (C)
D. Battery Fee (if applicable)	\$ 0.00 (D)
E. Other Fee(s): RTA County Fee	\$ 0.00 (E)
F. Other Fee(s): N/A	\$ 0.00 (F)
Total Government Fees (A through F)	\$ 159.75 (3)
<b>4. Subtotal (2 plus 3)</b>	\$ 56,783.91 (4)
<b>5. Total Credits</b>	
A. Deposit	\$ 0.00 (A)
B. Order Fee Payment	\$ 0.00 (B)
C. Transport Fee Payment (if applicable)	\$ 0.00 (C)
D. Financed Amount:	\$ 0.00 (D)
E. EV Incentive (if applicable)	\$ 0.00 (E)
F. Trade in value applied to purchase (if applicable)	\$ 0.00 (F)
G. Customer downpayment	\$ 56,783.91 (G)
Total Credits (A through G)	\$ 56,783.91 (5)
<b>6. Amount Due from Buyer (4 through 5)</b>	\$ 0.00 (6)

\*Seller may retain or receive part of the amounts paid to others.

Auto Broker Fee: This transaction is not subject to a fee received by an auto broker from Seller unless this box is checked:  
 If checked, name of auto broker receiving fee: n/a



final payment and performance under the terms of this Agreement, we will retain a security interest in the Vehicle and all proceeds therefrom until your obligations have been fulfilled.

If you choose to pick up or take delivery of your Vehicle in a state in which we are not licensed to sell the Vehicles, the Vehicle may be delivered or shipped to you from a state in which Tesla likewise does not have a license to sell the Vehicles. In such a case, you agree that the sale is transacted, and legal title to the Vehicle transfers to you, in the State of California, at the later of the time that (i) you make your final payment to Tesla in California or (ii) Tesla approves your purchase from a sales or delivery location in California (if applicable).

The estimated delivery date of your Vehicle, if provided, is only an estimate as we do not guarantee when your Vehicle will actually be delivered. Your actual delivery date is dependent on many factors, including your Vehicle's configuration and manufacturing availability.

**Incentives.** Tesla makes no promises, warranties or guarantees regarding your eligibility for any incentives, rebates and tax credits (the "Incentives") related to the Vehicle. If Tesla has credited your Purchase Price for the amount of an Incentive, but you do not qualify for the Incentive at no fault of Tesla's, you shall reimburse Tesla for the amount of the credit.

**Premium Connectivity.** A trial of Premium Connectivity will be included following delivery of the Vehicle. Once this trial is over as detailed at [www.tesla.com/support/connectivity](http://www.tesla.com/support/connectivity), you may subscribe to Premium Connectivity or your Vehicle will return to Standard Connectivity. Features included in Premium Connectivity are subject to change and may be limited or unavailable due to Obsolete Hardware. You understand and agree that the cellular or other network needed for any Connectivity is provided by your local telecommunications company and other external providers, and that we are not liable for any parts, software, upgrades or any other costs (including labor) needed to use or maintain network connectivity or compatibility with any features or services externally supplied to the Vehicle. Any connectivity issues (including for quality, functionality or coverage) or gaps in service unrelated to a hardware fault or failure are not covered by Tesla warranties.

**Obsolete Hardware and Future Firmware Updates.** The Vehicle will regularly receive over-the-air software updates that add new features and enhance existing ones over Wi-Fi. Future software updates may not be provided for your Vehicle, or may not include all existing or new features or functionality, due to your Vehicle's age, configuration, data storage capacity or parts, after the expiration of your Warranty. We are not liable for any parts or labor or any other cost needed to update or retrofit the Vehicle so that it may receive these updates, or any Vehicle issues occurring after the installation of any software updates due to obsolete, malfunctioning (except as covered by your Warranty) or damaged hardware.

**Privacy Policy; Payment Terms for Services; Supercharger Fair Use Policy.** Tesla's Customer Privacy Policy; Payment Terms for Services and Supercharger Fair Use Policy are incorporated into this Agreement and can be viewed at [www.tesla.com/about/legal](http://www.tesla.com/about/legal).

**Warranty.** You will receive the Tesla New Vehicle Limited Warranty or the Tesla Used Vehicle Limited Warranty, as applicable, at or prior to the time of Vehicle delivery or pickup. You may also obtain a written copy of your warranty from us upon request or from our website.

**Limitation of Liability.** We are not liable for any incidental, special or consequential damages arising out of this Agreement. Your sole and exclusive remedy under this Agreement will be limited to reimbursement of your Order Fee, Order Deposit and Transportation Fee.

**Agreement to Arbitrate.** Please carefully read this provision, which applies to any dispute between you and Tesla, Inc. and its affiliates, (together "Tesla").

If you have a concern or dispute, please send a written notice describing it and your desired resolution to [resolutions@tesla.com](mailto:resolutions@tesla.com).

If not resolved within 60 days, you agree that any dispute arising out of or relating to any aspect of the relationship between you and Tesla will not be decided by a judge or jury but instead by a single arbitrator in an arbitration administered by the American Arbitration Association (AAA) under its Consumer Arbitration Rules. This includes claims arising before this Agreement, such as claims related to statements about our products.



## Motor Vehicle Order Agreement Terms & Conditions

**Documentation.** Your Motor Vehicle Order Agreement (the "Agreement") is made up of the following documents:

1. **Vehicle Configuration:** The Vehicle Configuration describes the vehicle that you configured and ordered, including pricing (excluding taxes and official or government fees).
2. **Final Price Sheet:** The Final Price Sheet will be provided to you as your delivery date nears. It will include final pricing based on your final Vehicle Configuration and will include taxes and official or governmental fees.
3. **Terms & Conditions:** These Terms & Conditions are effective as of the date you place your order and make your Order Fee (the "Order Date").

**Agreement to Purchase.** You agree to purchase the vehicle (the "Vehicle") described in your Vehicle Configuration from Tesla, Inc. or its affiliate ("we," "us" or "our"), pursuant to the terms and conditions of this Agreement. Your Vehicle is priced and configured based on features and options available at the time of order and you can confirm availability with a Tesla representative. Options, features or hardware released or changed after you place your order may not be included in or available for your Vehicle. If you are purchasing a used Vehicle, it may exhibit signs of normal wear and tear in line with its respective age and mileage.

**Purchase Price, Taxes and Official Fees.** The purchase price of the Vehicle is indicated in your Vehicle Configuration. This purchase price does not include taxes and official or government fees, which could amount to up to 10% or more of the Vehicle purchase price. Because these taxes and fees are constantly changing and will depend on many factors, such as where you register the Vehicle, they will be calculated closer to the time of delivery and indicated on your Final Price Sheet. You are responsible for paying these additional taxes and fees. If Tesla is registering your Vehicle, this will be due when you pay the purchase price. If you are registering your Vehicle in a self-registration state, the sales tax and state-applicable registration fees may be due at time of registration. If you present a check for any payment, we may process the payment as a normal check transaction, or we may use information from your check to make a one-time electronic fund transfer from your account, in which case your bank account will reflect this transaction as an Electronic Fund Transfer. If you are purchasing a used Vehicle, your Order Deposit will be applied to your Purchase Price.

**Order Process; Cancellation; Changes.** After you submit your completed order, we will begin the process of preparing and coordinating your Vehicle delivery. At this point, you agree that any paid Order Fee, Order Deposit and Transportation fee have been earned. If you cancel your order or breach this Agreement and we cancel your order, you agree that we may retain as liquidated damages the Order Fee, Order Deposit and Transportation Fee, to the extent not otherwise prohibited by law. You acknowledge that the Order Fee, Order Deposit and Transportation Fee are a fair and reasonable estimate of the actual damages we have incurred or may incur in transporting, remarketing, and reselling the Vehicle, costs which are otherwise impracticable or extremely difficult to determine. If you make changes to your order, you may be subject to potential price increases for any pricing adjustments made since your original Order Date. Any changes made by you to your Vehicle Configuration, including changes to the delivery location or estimated delivery date, will be reflected in a subsequent Vehicle Configuration that will form part of this Agreement. The Order Fee, Order Deposit, Transportation Fee and this Agreement are not made or entered into in anticipation of or pending any conditional sale contract.

**Delivery; Transfer of Title.** If you are picking up your Vehicle in a state where we are licensed to sell the Vehicle, we will notify you of when we expect your Vehicle to be ready for delivery at your local Tesla Delivery Center, or other location as we may agree to. You agree to schedule and take delivery of your Vehicle within three (3) days of this date. If you do not respond to our notification or are unable to take delivery within the specified period, your Vehicle may be made available for sale to other customers. For new vehicles, if you do not take delivery within thirty (30) days of our first attempt to notify you, Tesla may cancel your order and keep your Order Fee.

If you wish to pick up or take delivery of your Vehicle in a state where we are not licensed to sell the Vehicle, or if you and Tesla otherwise agree, Tesla will, on your behalf and at your cost, coordinate the shipment of your Vehicle to you, generally from our factory in California or another state where we are licensed to sell the Vehicle. In such a case, you agree that this is a shipment contract under which Tesla will coordinate the shipping of the Vehicle to you via a third-party common carrier or other mode of transport. You agree that delivery of the Vehicle, including the transfer of title and risk of loss to you, will occur at the time your Vehicle is loaded onto the transport (i.e., FOB shipping point). During such transit, your Vehicle will be insured at no cost to you, and you will be the beneficiary of any claims for damage to the Vehicle or losses occurring while the Vehicle is in transit. To secure your



We will pay all AAA fees for any arbitration, which will be held in the city or county of your residence. To learn more about the Rules and how to begin an arbitration, you may call any AAA office or go to [www.adr.org](http://www.adr.org).

The arbitrator may only resolve disputes between you and Tesla, and may not consolidate claims without the consent of all parties. The arbitrator cannot hear class or representative claims or requests for relief on behalf of others purchasing or leasing Tesla vehicles. In other words, you and Tesla may bring claims against the other only in your or its individual capacity and not as a plaintiff or class member in any class or representative action. If a court or arbitrator decides that any part of this agreement to arbitrate cannot be enforced as to a particular claim for relief or remedy, then that claim or remedy (and only that claim or remedy) must be brought in court and any other claims must be arbitrated.

If you prefer, you may instead take an individual dispute to small claims court.

You may opt out of arbitration within 30 days after signing this Agreement by sending a letter to: Tesla, Inc.; P.O. Box 15430; Fremont, CA 94539-7970, stating your name, Vehicle Identification Number, and intent to opt out of the arbitration provision. If you do not opt out, this agreement to arbitrate overrides any different arbitration agreement between us, including any arbitration agreement in a lease or finance contract.

**No Resellers; Discontinuation; Cancellation.** Tesla and its affiliates sell cars directly to end-consumers, and we may unilaterally cancel any order that we believe has been made with a view toward resale of the Vehicle or that has otherwise been made in bad faith. We may also cancel your order and refund your Order Fee, Order Deposit and Transportation Fee if we discontinue a product, feature or option after the time you place your order or if we determine that you are acting in bad faith. We work to fulfill your order as quickly as we can. If you do not take delivery of your Vehicle within ninety (90) days of placing your order at no fault of Tesla's, we may cancel your order and keep your Order Fee, Order Deposit and Transportation Fee. Alternatively, Tesla may give you the option to reconfigure your Vehicle at the current pricing.

**Default and Remedies.** You will be in default of this Agreement if you provide false or misleading information in your order, or do anything else the law says is a default. If you are in default, we may, after any legally required notice or waiting period: (i) do anything to protect our interest in the Vehicle, including repossessing the Vehicle using legally permitted means, (ii) locate and disable the Vehicle electronically using our remote dynamic vehicle connection described in our Privacy Policy, (iii) sue you for damages or to get the Vehicle back, and/or (iv) charge you for amounts we spend taking these actions.

**Governing Law; Integration; Assignment.** Except as provided below, the terms of this Agreement are governed by, and to be interpreted according to, the laws of the State in which we are licensed to sell motor vehicles that is nearest to your address indicated on your Vehicle Configuration. Prior agreements, oral statements, negotiations, communications or representations about the Vehicle sold under this Agreement are superseded by this Agreement. Terms relating to the purchase not expressly contained herein are not binding. We may assign this Agreement at our discretion to one of our affiliated entities.

**State-Specific Provisions.** You acknowledge that you have read and understand the provisions applicable to you in the State-Specific Provisions attachment to this Agreement.

This Agreement is entered into and effective as of the date you accept this Agreement, by electronic means or otherwise. By confirming and accepting this Agreement, you agree to the terms and conditions of this Agreement.





## State Specific Provisions

For **NEW YORK** residents: If the Vehicle is not delivered in accordance with the Agreement within 30 days following the estimated delivery date, you have the right to cancel the Agreement and receive a full refund, unless the delay in delivery is attributable to you.

For **MASSACHUSETTS** residents: ATTENTION PURCHASER: All vehicles are WARRANTED as a matter of state law. They must be fit to be driven safely on the roads and must remain in good running condition for a reasonable period of time. If you have significant problems with the Vehicle or if it will not pass a Massachusetts inspection, you should notify us immediately. We may be required to fix the car or refund your money. THIS WARRANTY IS IN ADDITION TO ANY OTHER WARRANTY GIVEN BY US.

For **MICHIGAN** residents and purchasers: The terms of this Agreement are governed by, and are to be interpreted according to, Michigan law. The sale of your vehicle will be transacted outside of Michigan, and in a state in which Tesla has a license to sell vehicles, as explained in the body of the Agreement.

For **WASHINGTON, D.C.** residents:

### NOTICE TO PURCHASER

IF, AFTER A REASONABLE NUMBER OF ATTEMPTS, THE MANUFACTURER, ITS AGENT, OR AUTHORIZED DEALER IS UNABLE TO REPAIR OR CORRECT ANY NON-CONFORMITY, DEFECT, OR CONDITION WHICH RESULTS IN SIGNIFICANT IMPAIRMENT OF THE MOTOR VEHICLE, THE MANUFACTURER, AT THE OPTION OF THE CONSUMER, SHALL REPLACE THE MOTOR VEHICLE WITH A COMPARABLE MOTOR VEHICLE, OR ACCEPT RETURN OF THE MOTOR VEHICLE FROM THE CONSUMER AND REFUND TO THE CONSUMER THE FULL PURCHASE PRICE, INCLUDING ALL SALES TAX, LICENSE FEES, REGISTRATION FEES, AND ANY SIMILAR GOVERNMENT CHARGES. IF YOU HAVE ANY QUESTIONS CONCERNING YOUR RIGHTS, YOU MAY CONTACT THE DEPARTMENT OF CONSUMER AND REGULATORY AFFAIRS.

Seller certifies that the information contained in the itemization of the purchase price, including the Vehicle Configuration, and required by Chapter 3 (Buying, Selling and Financing Motor Vehicles) of Title 16 of the Code of D.C. Municipal Regulations, is true to the best of our knowledge.

For **RHODE ISLAND** residents: Rhode Island law requires that all motor vehicles sold at retail must be in such condition as to pass a State safety inspection at the time of sale so as to protect consumers.



This Agreement is entered into and effective as of the date you accept this Agreement, by electronic means or otherwise. By confirming and accepting this Agreement, you agree to the terms and conditions of this Agreement.

Buyer's Signature

Signature

Name

Date

Co-Buyer's Signature

Signature

Name

Date

Seller Signature

*Troy Jones*

VP, North America Sales

**6/20/2021**

Tesla

By

Title

Date