

**From:** Noah Spitzer-Williams <noahsw@axon.com>  
**Sent:** 9/18/2024 12:22:40 PM  
**To:** Brian C. Gossard  
**Cc:** Austin Moon  
**Subject:** Draft One adoption

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Good morning, Captain!

In the last week I'm seeing 127 of your users had the opportunity to use D1 but only 30 submitted a report with it (24%). Does this jive with what you're hearing from the troops?

I'm not sure what the right target % is, but 24% feels on the low end so just wanted to see what might be going on.

The #1 feedback we hear is the need for more detailed drafts, and that will be shipping later this month. So I'm hoping that may address some adoption challenges.

Thx!

Noah

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NOAH SPITZER-WILLIAMS  
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