



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
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Domestic: (800) 978-2737
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Issued: 10/01/2024

Quote Expiration: 11/30/2024

Estimated Contract Start Date: 03/15/2025

Account Number: 106606

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Sunnyvale Dept. of Public Safety - CA 700 All America Way Sunnyvale, CA 94086-7642 USA	Sunnyvale Dept. of Public Safety - CA 700 All America Way Sunnyvale CA 94086-7642 USA Email: jlima@ci.sunnyvale.ca.us	Lauren Gauer Phone: 480-580-3639 Email: lgauer@axon.com Fax:	Jeromy Lima Phone: (408) 730-7100 Email: jlima@sunnyvale.ca.gov Fax: (701) 241-1407

Quote Summary

Program Length	60 Months
TOTAL COST	\$526,383.49
ESTIMATED TOTAL W/ TAX	\$542,747.49

Discount Summary

Average Savings Per Year	\$45,331.24
TOTAL SAVINGS	\$226,656.21

Payment Summary

Date	Subtotal	Tax	Total
Feb 2025	\$99,530.77	\$3,272.80	\$102,803.57
Feb 2026	\$106,713.18	\$3,272.80	\$109,985.98
Feb 2027	\$106,713.18	\$3,272.80	\$109,985.98
Feb 2028	\$106,713.18	\$3,272.80	\$109,985.98
Feb 2029	\$106,713.18	\$3,272.80	\$109,985.98
Total	\$526,383.49	\$16,364.00	\$542,747.49

Attachment 2
Page 3 of 9
\$753,039.70
\$617,334.10
\$526,383.49

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1			\$1.00	(\$7,182.41)	(\$7,182.41)	\$0.00	(\$7,182.41)
Fleet3A	Fleet 3 Advanced	38	60	\$311.25	\$254.57	\$217.83	\$496,652.40	\$14,708.13	\$511,360.53
Fleet3A	Fleet 3 Advanced	2	60	\$308.53	\$254.57	\$254.57	\$30,548.40	\$1,164.03	\$31,712.43
A la Carte Hardware									
72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2			\$2,695.00	\$2,695.00	\$5,390.00	\$491.84	\$5,881.84
A la Carte Warranties									
73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	7		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	49		\$9.95	\$9.95	\$975.10	\$0.00	\$975.10
Total							\$526,383.49	\$16,364.00	\$542,747.49

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Advanced	100989	AXON FLEET - CRADLEPOINT R920-C7A+5YR NETCLOUD	38	1	02/15/2025
Fleet 3 Advanced	100989	AXON FLEET - CRADLEPOINT R920-C7A+5YR NETCLOUD	2	1	02/15/2025
Fleet 3 Advanced	70112	AXON SIGNAL - SIGNAL UNIT	2	1	02/15/2025
Fleet 3 Advanced	70112	AXON SIGNAL - SIGNAL UNIT	38	1	02/15/2025
Fleet 3 Advanced	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	38	1	02/15/2025
Fleet 3 Advanced	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	2	1	02/15/2025
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	38	1	02/15/2025
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	1	1	02/15/2025
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	1	02/15/2025
A la Carte	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	1	02/15/2025
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	38	1	02/15/2030
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	2	1	02/15/2030
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	1	1	02/15/2030

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	2	03/15/2025	03/14/2030
Fleet 3 Advanced	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	38	03/15/2025	03/14/2030
Fleet 3 Advanced	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	38	03/15/2025	03/14/2030
Fleet 3 Advanced	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	2	03/15/2025	03/14/2030
Fleet 3 Advanced	80402	AXON RESPOND - LICENSE - FLEET 3	38	03/15/2025	03/14/2030

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80402	AXON RESPOND - LICENSE - FLEET 3	2	03/15/2025	03/14/2030
Fleet 3 Advanced	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	76	03/15/2025	03/14/2030
Fleet 3 Advanced	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	4	03/15/2025	03/14/2030

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	100738	AXON FLEET 3 - SIM INSERTION - VZW 4FF	2
Fleet 3 Advanced	100738	AXON FLEET 3 - SIM INSERTION - VZW 4FF	38
Fleet 3 Advanced	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	2
Fleet 3 Advanced	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	38

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	03/15/2025	10/28/2025
Fleet 3 Advanced	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	2	02/15/2026	03/14/2030
Fleet 3 Advanced	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	38	02/15/2026	03/14/2030
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	38	02/15/2026	03/14/2030
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	02/15/2026	03/14/2030
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	02/15/2026	03/14/2030
A la Carte	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	02/15/2026	03/14/2030

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	700 All America Way	Sunnyvale	CA	94086-7642	USA

Payment Details

Feb 2025							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 1	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	\$1,078.00	\$98.37	\$1,176.37	
Year 1	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	\$0.00	\$0.00	\$0.00	
Year 1	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	\$195.02	\$0.00	\$195.02	
Year 1	Fleet3A	Fleet 3 Advanced	2	\$6,109.68	\$232.81	\$6,342.49	
Year 1	Fleet3A	Fleet 3 Advanced	38	\$99,330.48	\$2,941.62	\$102,272.10	
Invoice Upon Fulfillment	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,182.41)	\$0.00	(\$7,182.41)	
Total				\$99,530.77	\$3,272.80	\$102,803.57	

Feb 2026							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 2	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	\$1,078.00	\$98.37	\$1,176.37	
Year 2	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	\$0.00	\$0.00	\$0.00	
Year 2	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	\$195.02	\$0.00	\$195.02	
Year 2	Fleet3A	Fleet 3 Advanced	38	\$99,330.48	\$2,941.62	\$102,272.10	
Year 2	Fleet3A	Fleet 3 Advanced	2	\$6,109.68	\$232.81	\$6,342.49	
Total				\$106,713.18	\$3,272.80	\$109,985.98	

Feb 2027							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 3	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	\$1,078.00	\$98.37	\$1,176.37	
Year 3	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	\$0.00	\$0.00	\$0.00	
Year 3	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	\$195.02	\$0.00	\$195.02	
Year 3	Fleet3A	Fleet 3 Advanced	2	\$6,109.68	\$232.81	\$6,342.49	
Year 3	Fleet3A	Fleet 3 Advanced	38	\$99,330.48	\$2,941.62	\$102,272.10	
Total				\$106,713.18	\$3,272.80	\$109,985.98	

Feb 2028							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 4	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	\$1,078.00	\$98.37	\$1,176.37	
Year 4	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	\$0.00	\$0.00	\$0.00	
Year 4	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	\$195.02	\$0.00	\$195.02	
Year 4	Fleet3A	Fleet 3 Advanced	38	\$99,330.48	\$2,941.62	\$102,272.10	
Year 4	Fleet3A	Fleet 3 Advanced	2	\$6,109.68	\$232.81	\$6,342.49	
Total				\$106,713.18	\$3,272.80	\$109,985.98	

Feb 2029							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 5	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	2	\$1,078.00	\$98.36	\$1,176.36	

Feb 2029							
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total	
Year 5	73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	38	\$0.00	\$0.00	\$0.00	
Year 5	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	\$195.02	\$0.00	\$195.02	
Year 5	Fleet3A	Fleet 3 Advanced	38	\$99,330.48	\$2,941.65	\$102,272.13	
Year 5	Fleet3A	Fleet 3 Advanced	2	\$6,109.68	\$232.79	\$6,342.47	
Total				\$106,713.18	\$3,272.80	\$109,985.98	

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Exceptions to Standard Terms and Conditions

Agency has existing contract(s) originated via Quote(s): Q-319704

Agency is terminating those contracts effective 3/15/2025 Any changes in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Net Transfer Credit of -\$7,182.41

Any credits contained in this quote are contingent upon payment in full of the following amounts: INUS262253 - \$ \$64,191.69

100% discounted body-worn camera and docking station hardware contained in this quote reflects a TAP replacement for hardware purchased under existing contract #00027323. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

Signature

Date Signed

10/1/2024

