

# Non-Binding Budgetary Estimate



**Axon Enterprise, Inc.**  
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 Scottsdale, Arizona 85255  
 United States  
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Q-456194-45343.717CK

Issued: 02/21/2024

Quote Expiration: 03/31/2024

Estimated Contract Start Date: 03/01/2024

Account Number: 109085

Payment Terms: N30

Delivery Method:

| SHIP TO   | BILL TO  |
|---|--|
| Buchanan Police Dept - MI<br>107 W Front St<br>Buchanan,<br>MI<br>49107-1267<br>USA | Buchanan Police Dept - MI<br>107 W Front St<br>Buchanan<br>MI<br>49107-1267<br>USA<br>Email: |

| SALES REPRESENTATIVE   | PRIMARY CONTACT  |
|--|--|
| Charles Kamps<br>Phone: (480) 930-4327<br>Email: ckamps@axon.com<br>Fax: | Harvey Burnett<br>Phone:<br>Email: hburnett@cityofbuchanan.com<br>Fax: |

## Quote Summary

|                               |                    |
|-------------------------------|--------------------|
| Program Length                | 60 Months          |
| <b>TOTAL COST</b>             | <b>\$17,402.42</b> |
| <b>ESTIMATED TOTAL W/ TAX</b> | <b>\$17,686.46</b> |

## Discount Summary

|                          |                 |
|--------------------------|-----------------|
| Average Savings Per Year | \$70.89         |
| <b>TOTAL SAVINGS</b>     | <b>\$354.46</b> |

## Payment Summary

| Date         | Subtotal           | Tax             | Total              |
|--------------|--------------------|-----------------|--------------------|
| Feb 2024     | \$3,480.50         | \$56.81         | \$3,537.31         |
| Feb 2025     | \$3,480.48         | \$56.81         | \$3,537.29         |
| Feb 2026     | \$3,480.48         | \$56.81         | \$3,537.29         |
| Feb 2027     | \$3,480.48         | \$56.81         | \$3,537.29         |
| Feb 2028     | \$3,480.48         | \$56.80         | \$3,537.28         |
| <b>Total</b> | <b>\$17,402.42</b> | <b>\$284.04</b> | <b>\$17,686.46</b> |

**Non-Binding Budgetary Estimate**

Quote Unbundled Price: \$17,756.88  
 Quote List Price: \$17,756.88  
 Quote Subtotal: \$17,402.42

**Pricing**

*All deliverables are detailed in Delivery Schedules section lower in proposal*

| Item                       | Description                               | Qty | Term | Unbundled | List Price | Net Price  | Subtotal           | Tax             | Total              |
|----------------------------|---|-----|------|-----------|------------|------------|--------------------|-----------------|--------------------|
| <b>A la Carte Hardware</b> |   |     |      |           |            |            |                    |                 |                    |
| AB3C                       | AB3 Camera Bundle                         | 6   |      |           | \$801.98   | \$1,425.02 | \$8,550.12         | \$284.04        | \$8,834.16         |
| <b>A la Carte Software</b> |   |     |      |           |            |            |                    |                 |                    |
| 73683                      | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140 | 60   |           | \$0.65     | \$0.65     | \$5,460.00         | \$0.00          | \$5,460.00         |
| BasicLicense               | Basic License Bundle                      | 5   | 60   |           | \$16.27    | \$2.64     | \$792.50           | \$0.00          | \$792.50           |
| ProLicense                 | Pro License Bundle                        | 1   | 60   |           | \$43.40    | \$43.33    | \$2,599.80         | \$0.00          | \$2,599.80         |
| <b>Total</b>               |   |     |      |           |            |            | <b>\$17,402.42</b> | <b>\$284.04</b> | <b>\$17,686.46</b> |

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## Delivery Schedule

### Hardware

| Bundle            | Item  | Description  | QTY | Estimated Delivery Date |
|-------------------|-------|--|-----|-------------------------|
| AB3 Camera Bundle | 11534 | AXON BODY - CABLE - USB-C TO USB-A (AB3 OR FLEX 2) | 7   | 02/01/2024              |
| AB3 Camera Bundle | 73202 | AXON BODY 3 - CAMERA - NA10 US BLK RAPIDLOCK       | 6   | 02/01/2024              |
| AB3 Camera Bundle | 74028 | AXON BODY - MOUNT - WING CLIP RAPIDLOCK            | 7   | 02/01/2024              |

### Software

| Bundle               | Item  | Description                               | QTY | Estimated Start Date | Estimated End Date |
|----------------------|-------|---|-----|----------------------|--------------------|
| Basic License Bundle | 73683 | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 5   | 03/01/2024           | 02/28/2029         |
| Basic License Bundle | 73840 | AXON EVIDENCE - ECOM LICENSE - BASIC      | 5   | 03/01/2024           | 02/28/2029         |
| Pro License Bundle   | 73683 | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 3   | 03/01/2024           | 02/28/2029         |
| Pro License Bundle   | 73746 | AXON EVIDENCE - ECOM LICENSE - PRO        | 1   | 03/01/2024           | 02/28/2029         |
| A la Carte           | 73683 | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140 | 03/01/2024           | 02/28/2029         |

### Warranties

| Bundle            | Item  | Description                         | QTY | Estimated Start Date | Estimated End Date |
|-------------------|-------|-------------------------------------|-----|----------------------|--------------------|
| AB3 Camera Bundle | 80496 | AXON BODY 3 - EXT WARRANTY - CAMERA | 6   | 02/01/2025           | 02/28/2029         |

**Non-Binding Budgetary Estimate**

**Payment Details**

| <b>Feb 2024</b>     |              |   |            |                   |                |                   |
|---------------------|--------------|---|------------|-------------------|----------------|-------------------|
| <b>Invoice Plan</b> | <b>Item</b>  | <b>Description</b>                        | <b>Qty</b> | <b>Subtotal</b>   | <b>Tax</b>     | <b>Total</b>      |
| Year 1              | 73683        | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140        | \$1,092.02        | \$0.00         | \$1,092.02        |
| Year 1              | AB3C         | AB3 Camera Bundle                         | 6          | \$1,710.02        | \$56.81        | \$1,766.83        |
| Year 1              | BasicLicense | Basic License Bundle                      | 5          | \$158.50          | \$0.00         | \$158.50          |
| Year 1              | ProLicense   | Pro License Bundle                        | 1          | \$519.96          | \$0.00         | \$519.96          |
| <b>Total</b>        |              |   |            | <b>\$3,480.50</b> | <b>\$56.81</b> | <b>\$3,537.31</b> |

| <b>Feb 2025</b>     |              |   |            |                   |                |                   |
|---------------------|--------------|---|------------|-------------------|----------------|-------------------|
| <b>Invoice Plan</b> | <b>Item</b>  | <b>Description</b>                        | <b>Qty</b> | <b>Subtotal</b>   | <b>Tax</b>     | <b>Total</b>      |
| Year 2              | 73683        | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140        | \$1,092.00        | \$0.00         | \$1,092.00        |
| Year 2              | AB3C         | AB3 Camera Bundle                         | 6          | \$1,710.02        | \$56.81        | \$1,766.83        |
| Year 2              | BasicLicense | Basic License Bundle                      | 5          | \$158.50          | \$0.00         | \$158.50          |
| Year 2              | ProLicense   | Pro License Bundle                        | 1          | \$519.96          | \$0.00         | \$519.96          |
| <b>Total</b>        |              |   |            | <b>\$3,480.48</b> | <b>\$56.81</b> | <b>\$3,537.29</b> |

| <b>Feb 2026</b>     |              |   |            |                   |                |                   |
|---------------------|--------------|---|------------|-------------------|----------------|-------------------|
| <b>Invoice Plan</b> | <b>Item</b>  | <b>Description</b>                        | <b>Qty</b> | <b>Subtotal</b>   | <b>Tax</b>     | <b>Total</b>      |
| Year 3              | 73683        | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140        | \$1,092.00        | \$0.00         | \$1,092.00        |
| Year 3              | AB3C         | AB3 Camera Bundle                         | 6          | \$1,710.02        | \$56.81        | \$1,766.83        |
| Year 3              | BasicLicense | Basic License Bundle                      | 5          | \$158.50          | \$0.00         | \$158.50          |
| Year 3              | ProLicense   | Pro License Bundle                        | 1          | \$519.96          | \$0.00         | \$519.96          |
| <b>Total</b>        |              |   |            | <b>\$3,480.48</b> | <b>\$56.81</b> | <b>\$3,537.29</b> |

| <b>Feb 2027</b>     |              |   |            |                   |                |                   |
|---------------------|--------------|---|------------|-------------------|----------------|-------------------|
| <b>Invoice Plan</b> | <b>Item</b>  | <b>Description</b>                        | <b>Qty</b> | <b>Subtotal</b>   | <b>Tax</b>     | <b>Total</b>      |
| Year 4              | 73683        | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140        | \$1,092.00        | \$0.00         | \$1,092.00        |
| Year 4              | AB3C         | AB3 Camera Bundle                         | 6          | \$1,710.02        | \$56.81        | \$1,766.83        |
| Year 4              | BasicLicense | Basic License Bundle                      | 5          | \$158.50          | \$0.00         | \$158.50          |
| Year 4              | ProLicense   | Pro License Bundle                        | 1          | \$519.96          | \$0.00         | \$519.96          |
| <b>Total</b>        |              |   |            | <b>\$3,480.48</b> | <b>\$56.81</b> | <b>\$3,537.29</b> |

| <b>Feb 2028</b>     |              |   |            |                   |                |                   |
|---------------------|--------------|---|------------|-------------------|----------------|-------------------|
| <b>Invoice Plan</b> | <b>Item</b>  | <b>Description</b>                        | <b>Qty</b> | <b>Subtotal</b>   | <b>Tax</b>     | <b>Total</b>      |
| Year 5              | 73683        | AXON EVIDENCE - STORAGE - 10GB A LA CARTE | 140        | \$1,092.00        | \$0.00         | \$1,092.00        |
| Year 5              | AB3C         | AB3 Camera Bundle                         | 6          | \$1,710.02        | \$56.80        | \$1,766.82        |
| Year 5              | BasicLicense | Basic License Bundle                      | 5          | \$158.50          | \$0.00         | \$158.50          |
| Year 5              | ProLicense   | Pro License Bundle                        | 1          | \$519.96          | \$0.00         | \$519.96          |
| <b>Total</b>        |              |   |            | <b>\$3,480.48</b> | <b>\$56.80</b> | <b>\$3,537.28</b> |

## **Non-Binding Budgetary Estimate**

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

**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.**

