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Jacob
Carter; CISP,
CPSP, CDMP,
PCM, SMM

Digitally signed
 by Jacob Carter;
 CISP, CPSP,
 CDMP, PCM, SMM
 Date: 2023.05.09
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Q-429978-45055.703JC
 Issued: 05/09/2023
 Quote Expiration: 03/31/2023
 Estimated Contract Start Date: 10/01/2023
 Account Number: 108378
 Payment Terms: N30
 Delivery Method:

SHIP TO	BILL TO
Business:Delivery;Invoice:Other-422 Capitola Ave Business:Delivery;Invoice:Other-422 Capitola Ave 422 Capitola Ave 422 Capitola Ave Capitola, CA 95010-3318 Capitola, CA 95010-3318 USA USA	Capitola Police Dept. - CA 422 Capitola Ave Capitola, CA 95010-3318 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Thom Ruseva-Mahan Phone: +1 4804148450 Email: tmahan@axon.com Fax: +1 4809993359	Brandily Sandretti Phone: (831) 475-4242 Email: bsandretti@ci.capitola.ca.us Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$316,370.60
ESTIMATED TOTAL W/ TAX	\$336,444.90

Discount Summary

Average Savings Per Year	\$7,892.37
TOTAL SAVINGS	\$39,461.85

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$63,274.24	\$4,014.86	\$67,289.10
Sep 2024	\$63,274.09	\$4,014.86	\$67,288.95
Sep 2026	\$63,274.09	\$4,014.86	\$67,288.95
Sep 2027	\$63,274.09	\$4,014.86	\$67,288.95
Sep 2028	\$63,274.09	\$4,014.86	\$67,288.95
Total	\$316,370.60	\$20,074.30	\$336,444.90

Quote Unbundled Price: \$355,832.45
 Quote List Price: \$331,171.85
 Quote Subtotal: \$316,370.60

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									
BWC UW TAP	BWC Unlimited with TAP	7	60	\$106.61	\$98.58	\$98.58	\$41,403.60	\$1,314.50	\$42,718.10
OSP10	Officer Safety Plan 10	20	60	\$211.64	\$193.90	\$190.57	\$228,684.00	\$16,365.55	\$245,049.55
A la Carte Hardware									
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1			\$855.25	\$0.00	\$0.00	\$0.00	\$0.00
AB3C	AB3 Camera Bundle	27			\$749.00	\$749.00	\$20,223.00	\$1,820.05	\$22,043.05
AB3MBD	AB3 Multi Bay Dock Bundle	4			\$1,595.00	\$1,595.00	\$6,380.00	\$574.20	\$6,954.20
A la Carte Software									
73682	AUTO TAGGING LICENSE	27	60		\$9.00	\$9.00	\$14,580.00	\$0.00	\$14,580.00
73449	RESPOND DEVICE LICENSE	7	60		\$5.00	\$5.00	\$2,100.00	\$0.00	\$2,100.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$0.00	\$0.00	\$0.00	\$0.00
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1			\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
Total							\$316,370.60	\$20,074.30	\$336,444.90

Firearms and Ammunition Excise Tax

SKU	Description	Taxable Amount	FAET Rate	FAET Amount
100390	TASER 10 HANDLE, YLW, CLASS 3R	\$36,395.00	0.1	\$3,539.50
100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	\$7,696.00	0.11	\$846.56
20018	TASER 7 BATTERY PACK, TACTICAL	\$1,797.60	0.1	\$179.76
100393	TASER 10 LIVE DUTY MAGAZINE BLACK	\$2,748.40	0.1	\$274.84
100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	\$2,693.60	0.11	\$296.29
100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	\$2,693.60	0.11	\$296.29
100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	\$2,693.60	0.11	\$296.30
100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	\$2,693.60	0.11	\$296.30
Total				\$6,025.84

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	30	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	27	09/01/2023
AB3 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	30	09/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3-8-BAY, AB2-1-BAY / 6-BAY DOCK	4	09/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	4	09/01/2023
Officer Safety Plan 10	100390	TASER 10 HANDLE, YLW, CLASS 3R	20	09/01/2023
Officer Safety Plan 10	100393	TASER 10 LIVE DUTY MAGAZINE BLACK	20	09/01/2023
Officer Safety Plan 10	100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	1	09/01/2023
Officer Safety Plan 10	100396	TASER 10 INERT MAGAZINE RED	1	09/01/2023
Officer Safety Plan 10	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	400	09/01/2023
Officer Safety Plan 10	100401	INERT UNITARY CARTRIDGE (TASER 10)	8	09/01/2023
Officer Safety Plan 10	100611	TASER 10 SAFARILAND HOLSTER, RH	20	09/01/2023
Officer Safety Plan 10	20018	TASER 7 BATTERY PACK, TACTICAL	20	09/01/2023
Officer Safety Plan 10	20018	TASER 7 BATTERY PACK, TACTICAL	4	09/01/2023
Officer Safety Plan 10	70033	WALL MOUNT BRACKET, ASSY EVIDENCE COM DOCK	1	09/01/2023
Officer Safety Plan 10	71019	NORTH AMER POWER CORD FOR AB3-8-BAY, AB2-1-BAY / 6-BAY DOCK	1	09/01/2023
Officer Safety Plan 10	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	40	09/01/2023
Officer Safety Plan 10	74200	TASER 7 6-BAY DOCK AND CORE	1	09/01/2023
Officer Safety Plan 10	75015	SIGNAL SIDEARM KIT	20	09/01/2023
Officer Safety Plan 10	80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	09/01/2023
Officer Safety Plan 10	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	09/01/2023
Officer Safety Plan 10	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	09/01/2023
Officer Safety Plan 10	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	140	09/01/2024
Officer Safety Plan 10	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	140	09/01/2025
BWC Unlimited with TAP	73309	AXON CAMERA REFRESH ONE	7	03/01/2026
BWC Unlimited with TAP	73689	MULTI-BAY BWC DOCK 1ST REFRESH	1	03/01/2026

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Officer Safety Plan 10	73309	AXON CAMERA REFRESH ONE	20	03/01/2026
Officer Safety Plan 10	73689	MULTI-BAY BWC DOCK 1ST REFRESH	3	03/01/2026
Officer Safety Plan 10	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	140	09/01/2026
Officer Safety Plan 10	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	140	09/01/2027
BWC Unlimited with TAP	73310	AXON CAMERA REFRESH TWO	7	09/01/2028
BWC Unlimited with TAP	73688	MULTI-BAY BWC DOCK 2ND REFRESH	1	09/01/2028
Officer Safety Plan 10	73310	AXON CAMERA REFRESH TWO	20	09/01/2028
Officer Safety Plan 10	73688	MULTI-BAY BWC DOCK 2ND REFRESH	3	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	73686	EVIDENCE COM UNLIMITED AXON DEVICE STORAGE	7	10/01/2023	09/30/2028
BWC Unlimited with TAP	73746	PROFESSIONAL EVIDENCE COM LICENSE	7	10/01/2023	09/30/2028
Officer Safety Plan 10	20248	TASER 7 EVIDENCE COM LICENSE	20	10/01/2023	09/30/2028
Officer Safety Plan 10	20248	TASER 7 EVIDENCE COM LICENSE	1	10/01/2023	09/30/2028
Officer Safety Plan 10	73449	RESPOND DEVICE LICENSE	20	10/01/2023	09/30/2028
Officer Safety Plan 10	73638	STANDARDS ACCESS LICENSE	20	10/01/2023	09/30/2028
Officer Safety Plan 10	73686	EVIDENCE COM UNLIMITED AXON DEVICE STORAGE	20	10/01/2023	09/30/2028
Officer Safety Plan 10	73746	PROFESSIONAL EVIDENCE COM LICENSE	20	10/01/2023	09/30/2028
A la Carte	73449	RESPOND DEVICE LICENSE	7	10/01/2023	09/30/2028
A la Carte	73682	AUTO TAGGING LICENSE	27	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
Officer Safety Plan 10	100751	TASER 10 DUTY CARTRIDGE REPLACEMENT ACCESS PROGRAM	20
A la Carte	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1
A la Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Officer Safety Plan 10	80464	EXT WARRANTY, CAMERA (TAP)	20	10/01/2023	09/30/2028
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	7	10/01/2024	09/30/2028
BWC Unlimited with TAP	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	1	10/01/2024	09/30/2028
Officer Safety Plan 10	100704	EXT WARRANTY, TASER 10 HANDLE	20	10/01/2024	09/30/2028
Officer Safety Plan 10	80374	EXT WARRANTY, TASER 7 BATTERY PACK	20	10/01/2024	09/30/2028
Officer Safety Plan 10	80374	EXT WARRANTY, TASER 7 BATTERY PACK	4	10/01/2024	09/30/2028
Officer Safety Plan 10	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	10/01/2024	09/30/2028
Officer Safety Plan 10	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	3	10/01/2024	09/30/2028

Payment Details

Sep 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	\$0.00	\$0.00	\$0.00
Year 1	73449	RESPOND DEVICE LICENSE	7	\$420.00	\$0.00	\$420.00
Year 1	73682	AUTO TAGGING LICENSE	27	\$2,916.00	\$0.00	\$2,916.00
Year 1	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 1	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 1	AB3C	AB3 Camera Bundle	27	\$4,044.60	\$364.01	\$4,408.61
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,276.00	\$114.84	\$1,390.84
Year 1	BWCJW/TAP	BWC Unlimited with TAP	7	\$8,280.72	\$262.90	\$8,543.62
Year 1	OSP10	Officer Safety Plan 10	20	\$45,736.92	\$3,273.11	\$49,010.03
Total				\$63,274.24	\$4,014.86	\$67,289.10

Oct 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	OSP10	Officer Safety Plan 10	20	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Sep 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	\$0.00	\$0.00	\$0.00
Year 2	73449	RESPOND DEVICE LICENSE	7	\$420.00	\$0.00	\$420.00
Year 2	73682	AUTO TAGGING LICENSE	27	\$2,916.00	\$0.00	\$2,916.00
Year 2	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 2	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 2	AB3C	AB3 Camera Bundle	27	\$4,044.60	\$364.01	\$4,408.61
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,276.00	\$114.84	\$1,390.84
Year 2	BWCJW/TAP	BWC Unlimited with TAP	7	\$8,280.72	\$262.90	\$8,543.62
Year 2	OSP10	Officer Safety Plan 10	20	\$45,736.77	\$3,273.11	\$49,009.88
Total				\$63,274.09	\$4,014.86	\$67,288.95

Sep 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	\$0.00	\$0.00	\$0.00
Year 3	73449	RESPOND DEVICE LICENSE	7	\$420.00	\$0.00	\$420.00
Year 3	73682	AUTO TAGGING LICENSE	27	\$2,916.00	\$0.00	\$2,916.00
Year 3	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 3	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 3	AB3C	AB3 Camera Bundle	27	\$4,044.60	\$364.01	\$4,408.61
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,276.00	\$114.84	\$1,390.84
Year 3	BWCJW/TAP	BWC Unlimited with TAP	7	\$8,280.72	\$262.90	\$8,543.62
Year 3	OSP10	Officer Safety Plan 10	20	\$45,736.77	\$3,273.11	\$49,009.88
Total				\$63,274.09	\$4,014.86	\$67,288.95

Sep 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	\$0.00	\$0.00	\$0.00
Year 4	73449	RESPOND DEVICE LICENSE	7	\$420.00	\$0.00	\$420.00
Year 4	73682	AUTO TAGGING LICENSE	27	\$2,916.00	\$0.00	\$2,916.00
Year 4	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 4	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 4	AB3C	AB3 Camera Bundle	27	\$4,044.60	\$364.01	\$4,408.61
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,276.00	\$114.84	\$1,390.84
Year 4	BWCUWTAP	BWC Unlimited with TAP	7	\$8,280.72	\$262.90	\$8,543.62
Year 4	OSP10	Officer Safety Plan 10	20	\$45,736.77	\$3,273.11	\$49,009.88
Total				\$63,274.09	\$4,014.86	\$67,288.95

Sep 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	\$0.00	\$0.00	\$0.00
Year 5	73449	RESPOND DEVICE LICENSE	7	\$420.00	\$0.00	\$420.00
Year 5	73682	AUTO TAGGING LICENSE	27	\$2,916.00	\$0.00	\$2,916.00
Year 5	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$600.00	\$0.00	\$600.00
Year 5	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 5	AB3C	AB3 Camera Bundle	27	\$4,044.60	\$364.01	\$4,408.61
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,276.00	\$114.84	\$1,390.84
Year 5	BWCUWTAP	BWC Unlimited with TAP	7	\$8,280.72	\$262.90	\$8,543.62
Year 5	OSP10	Officer Safety Plan 10	20	\$45,736.77	\$3,273.11	\$49,009.88
Total				\$63,274.09	\$4,014.86	\$67,288.95

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 www.axon.com/legal/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.

Signature

Date Signed

5/9/2023

