



Axon Enterprise, Inc.
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Q-391075-44693.796KM

Issued: 05/12/2022

Quote Expiration: 06/30/2022

Estimated Contract Start Date: 05/01/2023

Account Number: 109396

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Business;Delivery;Invoice-14050 Olympic Dr 14050 Olympic Dr Clearlake, CA 95422-8801 USA	Clearlake Police Dept. - CA 14050 Olympic Dr Clearlake, CA 95422-8801 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kevin Milne Phone: Email: kmilne@axon.com Fax:	Andrew White Phone: (707) 994-8251 ext 301 Email: awhite@clearlakepd.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$199,991.40
ESTIMATED TOTAL W/ TAX	\$208,637.60

Discount Summary

Average Savings Per Year	\$13,268.16
TOTAL SAVINGS	\$66,340.80

Payment Summary

Date	Subtotal	Tax	Total
Apr 2023	\$39,998.20	\$1,729.24	\$41,727.44
Apr 2024	\$39,998.30	\$1,729.24	\$41,727.54
Apr 2025	\$39,998.30	\$1,729.24	\$41,727.54
Apr 2026	\$39,998.30	\$1,729.24	\$41,727.54
Apr 2027	\$39,998.30	\$1,729.24	\$41,727.54
Total	\$199,991.40	\$8,646.20	\$208,637.60

Quote Unbundled Price:	\$266,332.20
Quote List Price:	\$212,792.40
Quote Subtotal:	\$199,991.40

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									
Fleet3A	Fleet 3 Advanced	17	60	\$260.49	\$208.00	\$196.07	\$199,991.40	\$8,646.20	\$208,637.60
A la Carte Hardware									
71210	FLEET DOOR TRIGGER HARDWARE, US	34			\$18.60	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$199,991.40	\$8,646.20	\$208,637.60

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	17	04/01/2023
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	17	04/01/2023
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	17	04/01/2023
Fleet 3 Advanced	72034	FLEET SIM INSERTION, VZW	17	04/01/2023
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	17	04/01/2023
A la Carte	71210	FLEET DOOR TRIGGER HARDWARE, US	34	04/01/2023
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	17	04/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	17	05/01/2023	04/30/2028
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	17	05/01/2023	04/30/2028
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	17	05/01/2023	04/30/2028
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	34	05/01/2023	04/30/2028

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	17

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	17	05/01/2023	04/30/2028
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	17	04/01/2024	04/30/2028

Payment Details

Apr 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3A	Fleet 3 Advanced	17	\$39,998.20	\$1,729.24	\$41,727.44
Invoice Upon Fulfillment	71210	FLEET DOOR TRIGGER HARDWARE, US	34	\$0.00	\$0.00	\$0.00
Total				\$39,998.20	\$1,729.24	\$41,727.44

Apr 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3A	Fleet 3 Advanced	17	\$39,998.30	\$1,729.24	\$41,727.54
Total				\$39,998.30	\$1,729.24	\$41,727.54

Apr 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3A	Fleet 3 Advanced	17	\$39,998.30	\$1,729.24	\$41,727.54
Total				\$39,998.30	\$1,729.24	\$41,727.54

Apr 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3A	Fleet 3 Advanced	17	\$39,998.30	\$1,729.24	\$41,727.54
Total				\$39,998.30	\$1,729.24	\$41,727.54

Apr 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3A	Fleet 3 Advanced	17	\$39,998.30	\$1,729.24	\$41,727.54
Total				\$39,998.30	\$1,729.24	\$41,727.54

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

5/12/2022

