



**Axon Enterprise, Inc.**  
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United States  
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Q-432331-44856.580DB

Issued: 10/22/2022

Quote Expiration: 11/30/2022

Estimated Contract Start Date: 12/15/2022

Account Number: 109396

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Clearlake Police Dept.-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
Daniel Birt Phone: Email: dbirt@axon.com Fax:	Andrew White Phone: (707) 994-8251 ext 301 Email: awhite@clearlakepd.org Fax:

## Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$178,997.00</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$183,636.46</b>

## Discount Summary

Average Savings Per Year	\$17,804.44
<b>TOTAL SAVINGS</b>	<b>\$89,022.20</b>

## Payment Summary

Date	Subtotal	Tax	Total
Nov 2022	\$38,093.00	\$1,128.58	\$39,221.58
Nov 2023	\$35,226.00	\$877.72	\$36,103.72
Nov 2024	\$35,226.00	\$877.72	\$36,103.72
Nov 2025	\$35,226.00	\$877.72	\$36,103.72
Nov 2026	\$35,226.00	\$877.72	\$36,103.72
<b>Total</b>	<b>\$178,997.00</b>	<b>\$4,639.46</b>	<b>\$183,636.46</b>

Quote Unbundled Price:	\$268,019.20
Quote List Price:	\$239,651.20
Quote Subtotal:	\$178,997.00

## 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>Program</b>									
BWCUwTAP	BWC Unlimited with TAP	30	60	\$104.76	\$89.00	\$84.55	\$152,190.00	\$4,388.60	\$156,578.60
<b>A la Carte Hardware</b>									
AB3C	AB3 Camera Bundle	30			\$1,398.00	\$44.27	\$1,328.10	\$116.21	\$1,444.31
AB3MBD	AB3 Multi Bay Dock Bundle	4			\$3,077.80	\$384.73	\$1,538.90	\$134.65	\$1,673.55
<b>A la Carte Software</b>									
73739	PERFORMANCE LICENSE	30	60		\$9.00	\$8.55	\$15,390.00	\$0.00	\$15,390.00
73449	RESPOND DEVICE LICENSE	30	60		\$5.00	\$4.75	\$8,550.00	\$0.00	\$8,550.00
<b>A la Carte Services</b>									
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>							<b>\$178,997.00</b>	<b>\$4,639.46</b>	<b>\$183,636.46</b>

## 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	33	11/15/2022
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	28	11/15/2022
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	2	11/15/2022
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	1	11/15/2022
AB3 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	33	11/15/2022
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	3	11/15/2022
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	11/15/2022
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	4	11/15/2022
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	3	11/15/2022
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	1	11/15/2022
BWC Unlimited with TAP	73309	AXON CAMERA REFRESH ONE	31	05/15/2025
BWC Unlimited with TAP	73689	MULTI-BAY BWC DOCK 1ST REFRESH	4	05/15/2025
BWC Unlimited with TAP	73310	AXON CAMERA REFRESH TWO	31	11/15/2027
BWC Unlimited with TAP	73688	MULTI-BAY BWC DOCK 2ND REFRESH	4	11/15/2027

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	30	12/15/2022	12/14/2027
BWC Unlimited with TAP	73746	PROFESSIONAL EVIDENCE.COM LICENSE	30	12/15/2022	12/14/2027
A la Carte	73449	RESPOND DEVICE LICENSE	30	12/15/2022	12/14/2027
A la Carte	73739	PERFORMANCE LICENSE	30	12/15/2022	12/14/2027

### Services

Bundle	Item	Description	QTY
A la Carte	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	30	12/15/2022	12/14/2027
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	1	12/15/2022	12/14/2027
BWC Unlimited with TAP	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	4	11/15/2023	12/14/2027

## Payment Details

### Nov 2022

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Hardware	AB3C	AB3 Camera Bundle	30	\$1,328.10	\$116.21	\$1,444.31
Upfront Hardware	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$1,538.90	\$134.65	\$1,673.55
Year 1	73449	RESPOND DEVICE LICENSE	30	\$1,710.00	\$0.00	\$1,710.00
Year 1	73739	PERFORMANCE LICENSE	30	\$3,078.00	\$0.00	\$3,078.00
Year 1	AB3C	AB3 Camera Bundle	30	\$0.00	\$0.00	\$0.00
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$0.00	\$0.00	\$0.00
Year 1	BWCUwTAP	BWC Unlimited with TAP	30	\$30,438.00	\$877.72	\$31,315.72
<b>Total</b>				<b>\$38,093.00</b>	<b>\$1,128.58</b>	<b>\$39,221.58</b>

### Dec 2022

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

### Nov 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73449	RESPOND DEVICE LICENSE	30	\$1,710.00	\$0.00	\$1,710.00
Year 2	73739	PERFORMANCE LICENSE	30	\$3,078.00	\$0.00	\$3,078.00
Year 2	AB3C	AB3 Camera Bundle	30	\$0.00	\$0.00	\$0.00
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$0.00	\$0.00	\$0.00
Year 2	BWCUwTAP	BWC Unlimited with TAP	30	\$30,438.00	\$877.72	\$31,315.72
<b>Total</b>				<b>\$35,226.00</b>	<b>\$877.72</b>	<b>\$36,103.72</b>

### Nov 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73449	RESPOND DEVICE LICENSE	30	\$1,710.00	\$0.00	\$1,710.00
Year 3	73739	PERFORMANCE LICENSE	30	\$3,078.00	\$0.00	\$3,078.00
Year 3	AB3C	AB3 Camera Bundle	30	\$0.00	\$0.00	\$0.00
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$0.00	\$0.00	\$0.00
Year 3	BWCUwTAP	BWC Unlimited with TAP	30	\$30,438.00	\$877.72	\$31,315.72
<b>Total</b>				<b>\$35,226.00</b>	<b>\$877.72</b>	<b>\$36,103.72</b>

### Nov 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73449	RESPOND DEVICE LICENSE	30	\$1,710.00	\$0.00	\$1,710.00
Year 4	73739	PERFORMANCE LICENSE	30	\$3,078.00	\$0.00	\$3,078.00
Year 4	AB3C	AB3 Camera Bundle	30	\$0.00	\$0.00	\$0.00
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$0.00	\$0.00	\$0.00
Year 4	BWCUwTAP	BWC Unlimited with TAP	30	\$30,438.00	\$877.72	\$31,315.72
<b>Total</b>				<b>\$35,226.00</b>	<b>\$877.72</b>	<b>\$36,103.72</b>

Nov 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73449	RESPOND DEVICE LICENSE	30	\$1,710.00	\$0.00	\$1,710.00
Year 5	73739	PERFORMANCE LICENSE	30	\$3,078.00	\$0.00	\$3,078.00
Year 5	AB3C	AB3 Camera Bundle	30	\$0.00	\$0.00	\$0.00
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	4	\$0.00	\$0.00	\$0.00
Year 5	BWCUwTAP	BWC Unlimited with TAP	30	\$30,438.00	\$877.72	\$31,315.72
<b>Total</b>				<b>\$35,226.00</b>	<b>\$877.72</b>	<b>\$36,103.72</b>

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](http://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](http://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.

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Signature

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Date Signed

10/22/2022

