



Axon Enterprise, Inc.
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United States
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Domestic: (800) 978-2737
International: +1.800.978.2737

Q-432360-44856.582DB

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 |
| TOTAL COST | \$168,056.90 |
| ESTIMATED TOTAL W/ TAX | \$172,383.14 |

Discount Summary

| | |
|--------------------------|--------------------|
| Average Savings Per Year | \$13,798.54 |
| TOTAL SAVINGS | \$68,992.70 |

Payment Summary

| Date | Subtotal | Tax | Total |
|--------------|---------------------|-------------------|---------------------|
| Nov 2022 | \$35,960.86 | \$1,070.84 | \$37,031.70 |
| Nov 2023 | \$33,024.01 | \$813.85 | \$33,837.86 |
| Nov 2024 | \$33,024.01 | \$813.85 | \$33,837.86 |
| Nov 2025 | \$33,024.01 | \$813.85 | \$33,837.86 |
| Nov 2026 | \$33,024.01 | \$813.85 | \$33,837.86 |
| Total | \$168,056.90 | \$4,326.24 | \$172,383.14 |

| | |
|------------------------|--------------|
| Quote Unbundled Price: | \$237,049.60 |
| Quote List Price: | \$219,371.20 |
| Quote Subtotal: | \$168,056.90 |

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 | | | | | | | | | |
| BWCamTAP | Body Worn Camera TAP Bundle | 30 | 60 | \$33.22 | \$28.00 | \$28.00 | \$50,400.00 | \$3,449.80 | \$53,849.80 |
| BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | 60 | \$64.01 | \$29.50 | \$29.50 | \$7,080.00 | \$619.45 | \$7,699.45 |
| A la Carte Hardware | | | | | | | | | |
| AB3C | AB3 Camera Bundle | 30 | | | \$1,398.00 | \$46.60 | \$1,398.00 | \$122.33 | \$1,520.33 |
| AB3MBD | AB3 Multi Bay Dock Bundle | 4 | | | \$3,077.80 | \$384.73 | \$1,538.90 | \$134.66 | \$1,673.56 |
| A la Carte Software | | | | | | | | | |
| 73739 | PERFORMANCE LICENSE | 30 | 60 | | \$9.00 | \$9.00 | \$16,200.00 | \$0.00 | \$16,200.00 |
| 73449 | RESPOND DEVICE LICENSE | 30 | 60 | | \$5.00 | \$5.00 | \$9,000.00 | \$0.00 | \$9,000.00 |
| 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | 60 | | \$24.00 | \$24.00 | \$43,200.00 | \$0.00 | \$43,200.00 |
| BasicLicense | Basic License Bundle | 28 | 60 | | \$15.00 | \$15.00 | \$25,200.00 | \$0.00 | \$25,200.00 |
| ProLicense | Pro License Bundle | 6 | 60 | | \$39.00 | \$39.00 | \$14,040.00 | \$0.00 | \$14,040.00 |
| A la Carte Services | | | | | | | | | |
| 79999 | AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE | 1 | | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total | | | | | | | \$168,056.90 | \$4,326.24 | \$172,383.14 |

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 |
| Body Worn Camera Multi-Bay Dock TAP Bundle | 73689 | MULTI-BAY BWC DOCK 1ST REFRESH | 4 | 05/15/2025 |
| Body Worn Camera TAP Bundle | 73309 | AXON CAMERA REFRESH ONE | 31 | 05/15/2025 |
| Body Worn Camera Multi-Bay Dock TAP Bundle | 73688 | MULTI-BAY BWC DOCK 2ND REFRESH | 4 | 11/15/2027 |
| Body Worn Camera TAP Bundle | 73310 | AXON CAMERA REFRESH TWO | 31 | 11/15/2027 |

Software

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|----------------------|-------|--|-----|----------------------|--------------------|
| Basic License Bundle | 73683 | 10 GB EVIDENCE.COM A-LA-CART STORAGE- | 28 | 12/15/2022 | 12/14/2027 |
| Basic License Bundle | 73840 | EVIDENCE.COM BASIC LICENSE | 28 | 12/15/2022 | 12/14/2027 |
| Pro License Bundle | 73683 | 10 GB EVIDENCE.COM A-LA-CART STORAGE- | 18 | 12/15/2022 | 12/14/2027 |
| Pro License Bundle | 73746 | PROFESSIONAL EVIDENCE.COM LICENSE | 6 | 12/15/2022 | 12/14/2027 |
| A la Carte | 73449 | RESPOND DEVICE LICENSE | 30 | 12/15/2022 | 12/14/2027 |
| A la Carte | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 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 |
|--|-------|------------------------------------|-----|----------------------|--------------------|
| Body Worn Camera TAP Bundle | 80464 | EXT WARRANTY, CAMERA (TAP) | 30 | 12/15/2022 | 12/14/2027 |
| Body Worn Camera TAP Bundle | 80464 | EXT WARRANTY, CAMERA (TAP) | 1 | 12/15/2022 | 12/14/2027 |
| Body Worn Camera Multi-Bay Dock TAP Bundle | 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 | \$1,398.00 | \$122.33 | \$1,520.33 |
| Upfront Hardware | AB3MBD | AB3 Multi Bay Dock Bundle | 4 | \$1,538.90 | \$134.66 | \$1,673.56 |
| Year 1 | 73449 | RESPOND DEVICE LICENSE | 30 | \$1,800.00 | \$0.00 | \$1,800.00 |
| Year 1 | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | \$8,640.00 | \$0.00 | \$8,640.00 |
| Year 1 | 73739 | PERFORMANCE LICENSE | 30 | \$3,240.00 | \$0.00 | \$3,240.00 |
| Year 1 | BasicLicense | Basic License Bundle | 28 | \$5,040.00 | \$0.00 | \$5,040.00 |
| Year 1 | BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | \$1,416.00 | \$123.89 | \$1,539.89 |
| Year 1 | BWCamTAP | Body Worn Camera TAP Bundle | 30 | \$10,079.96 | \$689.96 | \$10,769.92 |
| Year 1 | ProLicense | Pro License Bundle | 6 | \$2,808.00 | \$0.00 | \$2,808.00 |
| Invoice Upon Fulfillment | AB3C | AB3 Camera Bundle | 30 | \$0.00 | \$0.00 | \$0.00 |
| Invoice Upon Fulfillment | AB3MBD | AB3 Multi Bay Dock Bundle | 4 | \$0.00 | \$0.00 | \$0.00 |
| Total | | | | \$35,960.86 | \$1,070.84 | \$37,031.70 |

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 |
| Total | | | | \$0.00 | \$0.00 | \$0.00 |

Nov 2023

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------------|--|-----|--------------------|-----------------|--------------------|
| Year 2 | 73449 | RESPOND DEVICE LICENSE | 30 | \$1,800.00 | \$0.00 | \$1,800.00 |
| Year 2 | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | \$8,640.00 | \$0.00 | \$8,640.00 |
| Year 2 | 73739 | PERFORMANCE LICENSE | 30 | \$3,240.00 | \$0.00 | \$3,240.00 |
| Year 2 | BasicLicense | Basic License Bundle | 28 | \$5,040.00 | \$0.00 | \$5,040.00 |
| Year 2 | BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | \$1,416.00 | \$123.89 | \$1,539.89 |
| Year 2 | BWCamTAP | Body Worn Camera TAP Bundle | 30 | \$10,080.01 | \$689.96 | \$10,769.97 |
| Year 2 | ProLicense | Pro License Bundle | 6 | \$2,808.00 | \$0.00 | \$2,808.00 |
| Total | | | | \$33,024.01 | \$813.85 | \$33,837.86 |

Nov 2024

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------------|--|-----|--------------------|-----------------|--------------------|
| Year 3 | 73449 | RESPOND DEVICE LICENSE | 30 | \$1,800.00 | \$0.00 | \$1,800.00 |
| Year 3 | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | \$8,640.00 | \$0.00 | \$8,640.00 |
| Year 3 | 73739 | PERFORMANCE LICENSE | 30 | \$3,240.00 | \$0.00 | \$3,240.00 |
| Year 3 | BasicLicense | Basic License Bundle | 28 | \$5,040.00 | \$0.00 | \$5,040.00 |
| Year 3 | BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | \$1,416.00 | \$123.89 | \$1,539.89 |
| Year 3 | BWCamTAP | Body Worn Camera TAP Bundle | 30 | \$10,080.01 | \$689.96 | \$10,769.97 |
| Year 3 | ProLicense | Pro License Bundle | 6 | \$2,808.00 | \$0.00 | \$2,808.00 |
| Total | | | | \$33,024.01 | \$813.85 | \$33,837.86 |

| Nov 2025 | | | | | | |
|--------------|--------------|--|-----|--------------------|-----------------|--------------------|
| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
| Year 4 | 73449 | RESPOND DEVICE LICENSE | 30 | \$1,800.00 | \$0.00 | \$1,800.00 |
| Year 4 | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | \$8,640.00 | \$0.00 | \$8,640.00 |
| Year 4 | 73739 | PERFORMANCE LICENSE | 30 | \$3,240.00 | \$0.00 | \$3,240.00 |
| Year 4 | BasicLicense | Basic License Bundle | 28 | \$5,040.00 | \$0.00 | \$5,040.00 |
| Year 4 | BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | \$1,416.00 | \$123.89 | \$1,539.89 |
| Year 4 | BWCamTAP | Body Worn Camera TAP Bundle | 30 | \$10,080.01 | \$689.96 | \$10,769.97 |
| Year 4 | ProLicense | Pro License Bundle | 6 | \$2,808.00 | \$0.00 | \$2,808.00 |
| Total | | | | \$33,024.01 | \$813.85 | \$33,837.86 |

| Nov 2026 | | | | | | |
|--------------|--------------|--|-----|--------------------|-----------------|--------------------|
| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
| Year 5 | 73449 | RESPOND DEVICE LICENSE | 30 | \$1,800.00 | \$0.00 | \$1,800.00 |
| Year 5 | 73686 | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 30 | \$8,640.00 | \$0.00 | \$8,640.00 |
| Year 5 | 73739 | PERFORMANCE LICENSE | 30 | \$3,240.00 | \$0.00 | \$3,240.00 |
| Year 5 | BasicLicense | Basic License Bundle | 28 | \$5,040.00 | \$0.00 | \$5,040.00 |
| Year 5 | BWCamMBDTAP | Body Worn Camera Multi-Bay Dock TAP Bundle | 4 | \$1,416.00 | \$123.89 | \$1,539.89 |
| Year 5 | BWCamTAP | Body Worn Camera TAP Bundle | 30 | \$10,080.01 | \$689.96 | \$10,769.97 |
| Year 5 | ProLicense | Pro License Bundle | 6 | \$2,808.00 | \$0.00 | \$2,808.00 |
| Total | | | | \$33,024.01 | \$813.85 | \$33,837.86 |

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

10/22/2022

