

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Q-905481-46245JH

Issued: 08/11/2026

Quote Expiration: 10/30/2026

Estimated Contract Start Date: 12/01/2026

Account Number: 253844

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
CORTLAND POLICE DEPT - IL 250 S Halwood St Cortland, IL 60112-4027 USA	CORTLAND POLICE DEPT - IL 250 S Halwood St Cortland IL 60112-4027 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Jonathan Hoebing Phone: Email: jhoebing@axon.com Fax:	Bruce VanWankum Phone: (815) 756-2558 Email: bvanwankum@cortlandil.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$123,246.40
ESTIMATED TOTAL W/ TAX	\$123,246.40

Discount Summary

Average Savings Per Year	\$11,445.38
TOTAL SAVINGS	\$57,226.92

Payment Summary

Date	Subtotal	Tax	Total
Nov 2026	\$250.00	\$0.00	\$250.00
May 2027	\$24,599.28	\$0.00	\$24,599.28
May 2028	\$24,599.28	\$0.00	\$24,599.28
May 2029	\$24,599.28	\$0.00	\$24,599.28
May 2030	\$24,599.28	\$0.00	\$24,599.28
May 2031	\$24,599.28	\$0.00	\$24,599.28
Total	\$123,246.40	\$0.00	\$123,246.40

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Quote Unbundled Price:	\$180,474.40
Quote List Price:	\$128,682.40
Quote Subtotal:	\$123,246.40

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	5	60	\$313.70	\$258.90	\$240.78	\$72,234.00	\$0.00	\$72,234.00
B00102	Axon Body Camera Starter Plan	10	60	\$118.50	\$59.58	\$59.58	\$35,748.00	\$0.00	\$35,748.00
A la Carte Software									
100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	60		\$27.12	\$27.12	\$3,254.40	\$0.00	\$3,254.40
73478	Axon Evidence - Redaction Assistant User License	10	60		\$10.85	\$10.85	\$6,510.00	\$0.00	\$6,510.00
A la Carte Services									
102531	PSO Virtual Training	1	1		\$2,500.00	\$2,500.00	\$2,500.00	\$0.00	\$2,500.00
100159	Axon Fleet 3 - Services - ALPR API Integration	1	1		\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
Total							\$123,246.40	\$0.00	\$123,246.40

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Axon Body Camera Starter Plan	100147	Axon Body 4 - Camera - First Responder Black Rapidlock US	10	1	11/01/2026
Axon Body Camera Starter Plan	100206	Axon Body 4 - Dock - Eight-Bay	2	1	11/01/2026
Axon Body Camera Starter Plan	100466	Axon Body 4 - Cable - USB-C to USB-C	11	1	11/01/2026
Axon Body Camera Starter Plan	100775	Axon Body 4 - Magnetic Disconnect Cable	11	1	11/01/2026
Axon Body Camera Starter Plan	70033	Axon Body - Dock Wall Mount - Bracket Assembly	2	1	11/01/2026
Axon Body Camera Starter Plan	71019	Axon Body - Dock Powercord - North America	2	1	11/01/2026
Axon Body Camera Starter Plan	74028	Axon Body - Mount - Wing Clip Rapidlock	11	1	11/01/2026
Fleet 3 Advanced	100469	Axon Fleet - SIM Insertion - ATT Firstnet	5	1	11/01/2026
Fleet 3 Advanced	101924	Axon Fleet - Taoglas Ant - 7-in-1 4Cell 2WIFI 1GNSS Int	5	1	11/01/2026
Fleet 3 Advanced	103346	Axon Fleet - Ericsson R980-5GD-A+5Yr Netcloud	5	1	11/01/2026
Fleet 3 Advanced	70112	Axon Signal Vehicle	5	1	11/01/2026
Fleet 3 Advanced	72036	Axon Fleet 3 - Standard 2 Camera Kit	5	1	11/01/2026
Axon Body Camera Starter Plan	73309	Axon Body - TAP Refresh 1 - Camera	10	1	05/01/2029
Axon Body Camera Starter Plan	73689	Axon Body - TAP Refresh 1 - Dock Multi-Bay	2	1	05/01/2029
Fleet 3 Advanced	72040	Axon Fleet - TAP Refresh 1 - 2 Camera Kit	5	1	11/01/2031

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Axon Body Camera Starter Plan	73686	Axon Evidence - Storage - Axon Device Unlimited	10	12/01/2026	11/30/2031
Axon Body Camera Starter Plan	73746	Axon Evidence - ECOM License - Pro	1	12/01/2026	11/30/2031
Axon Body Camera Starter Plan	73840	Axon Evidence - ECOM License - Basic	10	12/01/2026	11/30/2031
Fleet 3 Advanced	80400	Axon Evidence - Fleet Vehicle License	5	12/01/2026	11/30/2031

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Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80401	Axon Fleet 3 - ALPR License - 1 Camera	5	12/01/2026	11/30/2031
Fleet 3 Advanced	80402	Axon Fleet - Real-Time Location, Alerts & Livestream License	5	12/01/2026	11/30/2031
Fleet 3 Advanced	80410	Axon Evidence - Storage - Fleet 1 Camera Unlimited	10	12/01/2026	11/30/2031
A la Carte	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	12/01/2026	11/30/2031
A la Carte	73478	Axon Evidence - Redaction Assistant User License	10	12/01/2026	11/30/2031

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	Axon Fleet 3 - Deployment Per Vehicle - Not Oversized	5
A la Carte	100159	Axon Fleet 3 - Services - ALPR API Integration	1
A la Carte	102531	PSO Virtual Training	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Axon Body Camera Starter Plan	80464	Axon Body - TAP Warranty - Camera	10	11/01/2027	11/30/2031
Axon Body Camera Starter Plan	80465	Axon Body - TAP Warranty - Multi-Bay Dock	2	11/01/2027	11/30/2031
Fleet 3 Advanced	80379	Axon Signal - Ext Warranty - Signal Vehicle	5	11/01/2027	11/30/2031
Fleet 3 Advanced	80495	Axon Fleet 3 - Ext Warranty - 2 Camera Kit	5	11/01/2027	11/30/2031

Non-Binding Budgetary Estimate

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	250 S Halwood St	Cortland	IL	60112-4027	USA

Payment Details

Nov 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$6.09	\$0.00	\$6.09
Annual Payment 1	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$6.60	\$0.00	\$6.60
Annual Payment 1	102531	PSO Virtual Training	1	\$5.07	\$0.00	\$5.07
Annual Payment 1	73478	Axon Evidence - Redaction Assistant User License	10	\$13.21	\$0.00	\$13.21
Annual Payment 1	B00102	Axon Body Camera Starter Plan	10	\$72.51	\$0.00	\$72.51
Annual Payment 1	Fleet3A	Fleet 3 Advanced	5	\$146.52	\$0.00	\$146.52
Total				\$250.00	\$0.00	\$250.00

May 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$598.78	\$0.00	\$598.78
Annual Payment 2	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$649.56	\$0.00	\$649.56
Annual Payment 2	102531	PSO Virtual Training	1	\$498.99	\$0.00	\$498.99
Annual Payment 2	73478	Axon Evidence - Redaction Assistant User License	10	\$1,299.35	\$0.00	\$1,299.35
Annual Payment 2	B00102	Axon Body Camera Starter Plan	10	\$7,135.11	\$0.00	\$7,135.11
Annual Payment 2	Fleet3A	Fleet 3 Advanced	5	\$14,417.49	\$0.00	\$14,417.49
Total				\$24,599.28	\$0.00	\$24,599.28

May 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$598.78	\$0.00	\$598.78
Annual Payment 3	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$649.56	\$0.00	\$649.56
Annual Payment 3	102531	PSO Virtual Training	1	\$498.98	\$0.00	\$498.98
Annual Payment 3	73478	Axon Evidence - Redaction Assistant User License	10	\$1,299.36	\$0.00	\$1,299.36
Annual Payment 3	B00102	Axon Body Camera Starter Plan	10	\$7,135.08	\$0.00	\$7,135.08
Annual Payment 3	Fleet3A	Fleet 3 Advanced	5	\$14,417.52	\$0.00	\$14,417.52
Total				\$24,599.28	\$0.00	\$24,599.28

May 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$598.78	\$0.00	\$598.78
Annual Payment 4	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$649.56	\$0.00	\$649.56
Annual Payment 4	102531	PSO Virtual Training	1	\$498.99	\$0.00	\$498.99
Annual Payment 4	73478	Axon Evidence - Redaction Assistant User License	10	\$1,299.36	\$0.00	\$1,299.36
Annual Payment 4	B00102	Axon Body Camera Starter Plan	10	\$7,135.11	\$0.00	\$7,135.11
Annual Payment 4	Fleet3A	Fleet 3 Advanced	5	\$14,417.48	\$0.00	\$14,417.48
Total				\$24,599.28	\$0.00	\$24,599.28

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May 2030						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$598.79	\$0.00	\$598.79
Annual Payment 5	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$649.56	\$0.00	\$649.56
Annual Payment 5	102531	PSO Virtual Training	1	\$498.98	\$0.00	\$498.98
Annual Payment 5	73478	Axon Evidence - Redaction Assistant User License	10	\$1,299.36	\$0.00	\$1,299.36
Annual Payment 5	B00102	Axon Body Camera Starter Plan	10	\$7,135.09	\$0.00	\$7,135.09
Annual Payment 5	Fleet3A	Fleet 3 Advanced	5	\$14,417.50	\$0.00	\$14,417.50
Total				\$24,599.28	\$0.00	\$24,599.28

May 2031						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
aDXRI000001PWKH	100159	Axon Fleet 3 - Services - ALPR API Integration	1	\$598.78	\$0.00	\$598.78
aDXRI000001PWKH	100673	Axon Evidence - ECOM License - Conversion Basic to Pro	2	\$649.56	\$0.00	\$649.56
aDXRI000001PWKH	102531	PSO Virtual Training	1	\$498.99	\$0.00	\$498.99
aDXRI000001PWKH	73478	Axon Evidence - Redaction Assistant User License	10	\$1,299.36	\$0.00	\$1,299.36
aDXRI000001PWKH	B00102	Axon Body Camera Starter Plan	10	\$7,135.10	\$0.00	\$7,135.10
aDXRI000001PWKH	Fleet3A	Fleet 3 Advanced	5	\$14,417.49	\$0.00	\$14,417.49
Total				\$24,599.28	\$0.00	\$24,599.28

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.

Exceptions to Standard Terms and Conditions

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

