



Axon Enterprise, Inc.  
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Scottsdale, Arizona 85255  
United States  
VAT: 86-0741227  
Domestic: (800) 978-2737  
International: +1.800.978.2737

Q-829392-46203JV

Issued: 06/30/2026

Quote Expiration: 12/31/2026

Estimated Contract Start Date: 09/01/2026

Account Number: 114559

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

| SHIP TO                                                                               | BILL TO                                                                                       |
|---------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
| Kingsport Police Dept. - TN<br>200 Shelby St<br>Kingsport,<br>TN<br>37660-4256<br>USA | Kingsport Police Dept. - TN<br>415 Broad St<br>Kingsport<br>TN<br>37660-4207<br>USA<br>Email: |

| SALES REPRESENTATIVE                                                                                     | PRIMARY CONTACT                                                                                                                       |
|----------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| Josh Vance<br>Phone: 770-855-7935<br>Email: <a href="mailto:jvance@axon.com">jvance@axon.com</a><br>Fax: | Chris Tincher<br>Phone: 423-229-9469<br>Email: <a href="mailto:christincher@kingsporttn.gov">christincher@kingsporttn.gov</a><br>Fax: |

### Quote Summary

|                               |                       |
|-------------------------------|-----------------------|
| Program Length                | 60 Months             |
| <b>TOTAL COST</b>             | <b>\$1,789,213.85</b> |
| <b>ESTIMATED TOTAL W/ TAX</b> | <b>\$1,789,213.85</b> |

### Discount Summary

|                          |                     |
|--------------------------|---------------------|
| Average Savings Per Year | \$41,305.81         |
| <b>TOTAL SAVINGS</b>     | <b>\$206,529.04</b> |

Payment Summary

| Date     | Subtotal       | Tax    | Total          |
|----------|----------------|--------|----------------|
| Aug 2026 | \$357,842.77   | \$0.00 | \$357,842.77   |
| Aug 2027 | \$357,842.77   | \$0.00 | \$357,842.77   |
| Aug 2028 | \$357,842.77   | \$0.00 | \$357,842.77   |
| Aug 2029 | \$357,842.77   | \$0.00 | \$357,842.77   |
| Aug 2030 | \$357,842.77   | \$0.00 | \$357,842.77   |
| Total    | \$1,789,213.85 | \$0.00 | \$1,789,213.85 |

|                        |                |
|------------------------|----------------|
| Quote Unbundled Price: | \$1,885,556.60 |
| Quote List Price:      | \$1,889,513.60 |
| Quote Subtotal:        | \$1,789,213.85 |

## 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>             |                               |     |      |           |            |            |                       |               |                       |
| B00088                     | OSP-UNLIMITED (NO VR)         | 105 | 60   | \$154.36  | \$167.91   | \$134.51   | \$847,388.25          | \$0.00        | \$847,388.25          |
| HWCNAB4                    | AB4 CONNECTED HARDWARE BUNDLE | 105 | 60   |           |            | \$1,049.00 | \$110,145.00          | \$0.00        | \$110,145.00          |
| Fleet3B                    | Fleet 3 Basic                 | 80  | 60   | \$183.78  | \$166.82   | \$166.82   | \$800,736.00          | \$0.00        | \$800,736.00          |
| <b>A la Carte Hardware</b> |                               |     |      |           |            |            |                       |               |                       |
| H00002                     | AB4 Multi Bay Dock Bundle     | 14  |      |           | \$1,638.90 | \$1,638.90 | \$22,944.60           | \$0.00        | \$22,944.60           |
| <b>A la Carte Services</b> |                               |     |      |           |            |            |                       |               |                       |
| 102526                     | PSO 1-Day Onsite              | 1   | 1    |           | \$8,000.00 | \$8,000.00 | \$8,000.00            | \$0.00        | \$8,000.00            |
| <b>Total</b>               |                               |     |      |           |            |            | <b>\$1,789,213.85</b> | <b>\$0.00</b> | <b>\$1,789,213.85</b> |

## Delivery Schedule

### Hardware

| Bundle                        | Item   | Description                                                | QTY | Shipping Location | Estimated Delivery Date |
|-------------------------------|--------|------------------------------------------------------------|-----|-------------------|-------------------------|
| AB4 CONNECTED HARDWARE BUNDLE | 100147 | AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK | 3   | 1                 | 08/01/2026              |
| AB4 CONNECTED HARDWARE BUNDLE | 100147 | AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK | 105 | 1                 | 08/01/2026              |
| AB4 CONNECTED HARDWARE BUNDLE | 100466 | AXON BODY 4 - CABLE - USB-C TO USB-C                       | 116 | 1                 | 08/01/2026              |
| AB4 CONNECTED HARDWARE BUNDLE | 100775 | AXON BODY 4 - MAGNETIC DISCONNECT CABLE                    | 116 | 1                 | 08/01/2026              |
| AB4 CONNECTED HARDWARE BUNDLE | 74028  | AXON BODY - MOUNT - WING CLIP RAPIDLOCK                    | 116 | 1                 | 08/01/2026              |
| AB4 Multi Bay Dock Bundle     | 100206 | AXON BODY 4 - 8 BAY DOCK                                   | 14  | 1                 | 08/01/2026              |
| AB4 Multi Bay Dock Bundle     | 70033  | AXON - DOCK WALL MOUNT - BRACKET ASSY                      | 14  | 1                 | 08/01/2026              |
| AB4 Multi Bay Dock Bundle     | 71019  | AXON BODY - DOCK POWERCORD - NORTH AMERICA                 | 14  | 1                 | 08/01/2026              |
| Fleet 3 Basic                 | 101675 | AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD  | 80  | 1                 | 08/01/2026              |
| Fleet 3 Basic                 | 101924 | AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT    | 80  | 1                 | 08/01/2026              |
| Fleet 3 Basic                 | 70112  | AXON SIGNAL - VEHICLE                                      | 80  | 1                 | 08/01/2026              |
| Fleet 3 Basic                 | 72036  | AXON FLEET 3 - STANDARD 2 CAMERA KIT                       | 2   | 1                 | 08/01/2026              |
| Fleet 3 Basic                 | 72036  | AXON FLEET 3 - STANDARD 2 CAMERA KIT                       | 80  | 1                 | 08/01/2026              |
| OSP-UNLIMITED (NO VR)         | 101886 | SIGNAL SENSOR                                              | 105 | 1                 | 08/01/2026              |
| OSP-UNLIMITED (NO VR)         | 101889 | AXON SIGNAL - BATTERY - CR2032                             | 105 | 1                 | 08/01/2026              |
| OSP-UNLIMITED (NO VR)         | 73309  | AXON BODY - TAP REFRESH 1 - CAMERA                         | 108 | 1                 | 02/01/2029              |
| OSP-UNLIMITED (NO VR)         | 73689  | AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY                 | 14  | 1                 | 02/01/2029              |

### Software

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|--------|------|-------------|-----|----------------------|--------------------|
|--------|------|-------------|-----|----------------------|--------------------|

## Software

| Bundle                | Item  | Description                                        | QTY  | Estimated Start Date | Estimated End Date |
|-----------------------|-------|----------------------------------------------------|------|----------------------|--------------------|
| Fleet 3 Basic         | 80400 | AXON EVIDENCE - FLEET VEHICLE LICENSE              | 80   | 09/01/2026           | 08/31/2031         |
| Fleet 3 Basic         | 80410 | AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED | 160  | 09/01/2026           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 73447 | AXON BODY - LICENSE - FUSUS LIVESTREAM             | 105  | 09/01/2026           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 73683 | AXON EVIDENCE - STORAGE - 10GB A LA CARTE          | 1050 | 09/01/2026           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 73686 | AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)  | 105  | 09/01/2026           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 73746 | AXON EVIDENCE - ECOM LICENSE - PRO                 | 105  | 09/01/2026           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 73746 | AXON EVIDENCE - ECOM LICENSE - PRO                 | 1    | 09/01/2026           | 08/31/2031         |

## Services

| Bundle        | Item   | Description                                           | QTY |
|---------------|--------|-------------------------------------------------------|-----|
| Fleet 3 Basic | 100738 | AXON FLEET 3 - SIM INSERTION - VZW 4FF                | 80  |
| Fleet 3 Basic | 73391  | AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED | 80  |
| A la Carte    | 102526 | PSO 1-Day Onsite                                      | 1   |

## Warranties

| Bundle                | Item   | Description                                | QTY | Estimated Start Date | Estimated End Date |
|-----------------------|--------|--------------------------------------------|-----|----------------------|--------------------|
| Fleet 3 Basic         | 80379  | AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT   | 80  | 08/01/2027           | 08/31/2031         |
| Fleet 3 Basic         | 80495  | AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT | 80  | 08/01/2027           | 08/31/2031         |
| Fleet 3 Basic         | 80495  | AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT | 2   | 08/01/2027           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 101686 | AXON SIGNAL - EXT WARRANTY - SIGNAL SENSOR | 105 | 08/01/2027           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 80464  | AXON BODY - TAP WARRANTY - CAMERA          | 108 | 08/01/2027           | 08/31/2031         |
| OSP-UNLIMITED (NO VR) | 80465  | AXON BODY - TAP WARRANTY - MULTI BAY DOCK  | 14  | 08/01/2027           | 08/31/2031         |

## Shipping Locations

| Location Number | Street        | City      | State | Zip        | Country |
|-----------------|---------------|-----------|-------|------------|---------|
| 1               | 200 Shelby St | Kingsport | TN    | 37660-4256 | USA     |

## Payment Details

### Aug 2026

| Invoice Plan             | Item    | Description                   | Qty | Subtotal            | Tax           | Total               |
|--------------------------|---------|-------------------------------|-----|---------------------|---------------|---------------------|
| Annual Payment 1         | B00088  | OSP-UNLIMITED (NO VR)         | 105 | \$111,444.31        | \$0.00        | \$111,444.31        |
| Annual Payment 1         | Fleet3B | Fleet 3 Basic                 | 80  | \$105,308.86        | \$0.00        | \$105,308.86        |
| Upfront Hardware and PSO | 102526  | PSO 1-Day Onsite              | 1   | \$8,000.00          | \$0.00        | \$8,000.00          |
| Upfront Hardware and PSO | H00002  | AB4 Multi Bay Dock Bundle     | 14  | \$22,944.60         | \$0.00        | \$22,944.60         |
| Upfront Hardware and PSO | HWCNAB4 | AB4 CONNECTED HARDWARE BUNDLE | 105 | \$110,145.00        | \$0.00        | \$110,145.00        |
| <b>Total</b>             |         |                               |     | <b>\$357,842.77</b> | <b>\$0.00</b> | <b>\$357,842.77</b> |

### Sep 2026

| Invoice Plan             | Item   | Description           | Qty | Subtotal      | Tax           | Total         |
|--------------------------|--------|-----------------------|-----|---------------|---------------|---------------|
| Invoice Upon Fulfillment | B00088 | OSP-UNLIMITED (NO VR) | 105 | \$0.00        | \$0.00        | \$0.00        |
| <b>Total</b>             |        |                       |     | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> |

### Aug 2027

| Invoice Plan     | Item    | Description           | Qty | Subtotal            | Tax           | Total               |
|------------------|---------|-----------------------|-----|---------------------|---------------|---------------------|
| Annual Payment 2 | B00088  | OSP-UNLIMITED (NO VR) | 105 | \$183,985.98        | \$0.00        | \$183,985.98        |
| Annual Payment 2 | Fleet3B | Fleet 3 Basic         | 80  | \$173,856.79        | \$0.00        | \$173,856.79        |
| <b>Total</b>     |         |                       |     | <b>\$357,842.77</b> | <b>\$0.00</b> | <b>\$357,842.77</b> |

### Aug 2028

| Invoice Plan     | Item    | Description           | Qty | Subtotal            | Tax           | Total               |
|------------------|---------|-----------------------|-----|---------------------|---------------|---------------------|
| Annual Payment 3 | B00088  | OSP-UNLIMITED (NO VR) | 105 | \$183,985.98        | \$0.00        | \$183,985.98        |
| Annual Payment 3 | Fleet3B | Fleet 3 Basic         | 80  | \$173,856.79        | \$0.00        | \$173,856.79        |
| <b>Total</b>     |         |                       |     | <b>\$357,842.77</b> | <b>\$0.00</b> | <b>\$357,842.77</b> |

### Aug 2029

| Invoice Plan     | Item    | Description           | Qty | Subtotal            | Tax           | Total               |
|------------------|---------|-----------------------|-----|---------------------|---------------|---------------------|
| Annual Payment 4 | B00088  | OSP-UNLIMITED (NO VR) | 105 | \$183,985.98        | \$0.00        | \$183,985.98        |
| Annual Payment 4 | Fleet3B | Fleet 3 Basic         | 80  | \$173,856.79        | \$0.00        | \$173,856.79        |
| <b>Total</b>     |         |                       |     | <b>\$357,842.77</b> | <b>\$0.00</b> | <b>\$357,842.77</b> |

### Aug 2030

| Invoice Plan     | Item    | Description           | Qty | Subtotal            | Tax           | Total               |
|------------------|---------|-----------------------|-----|---------------------|---------------|---------------------|
| Annual Payment 5 | B00088  | OSP-UNLIMITED (NO VR) | 105 | \$183,985.98        | \$0.00        | \$183,985.98        |
| Annual Payment 5 | Fleet3B | Fleet 3 Basic         | 80  | \$173,856.79        | \$0.00        | \$173,856.79        |
| <b>Total</b>     |         |                       |     | <b>\$357,842.77</b> | <b>\$0.00</b> | <b>\$357,842.77</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.**

Contract Sourcewell #101223-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

## 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 <https://www.axon.com/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.

# 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.

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Signature

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Date Signed

6/30/2026

