

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-452899-44978.724KM

Issued: 02/21/2023

Quote Expiration: 02/28/2023

Estimated Contract Start Date: 03/01/2024

Account Number: 478959

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Delivery;Invoice-611 W Main St 611 W Main St Marshall, MN 56258-3067 USA	Marshall Police Dept. - MN 344 W Main St Marshall, MN 56258-1313 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kevin Milne Phone: Email: kmilne@axon.com Fax:	Ryan Hoffmann Phone: 507-537-7000 Email: ryan.hoffmann@ci.marshall.mn.us Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$77,476.80
ESTIMATED TOTAL W/ TAX	\$77,476.80

Discount Summary

Average Savings Per Year	\$527.04
TOTAL SAVINGS	\$2,635.20

Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$15,495.32	\$0.00	\$15,495.32
Feb 2025	\$15,495.37	\$0.00	\$15,495.37
Feb 2026	\$15,495.37	\$0.00	\$15,495.37
Feb 2027	\$15,495.37	\$0.00	\$15,495.37
Feb 2028	\$15,495.37	\$0.00	\$15,495.37
Total	\$77,476.80	\$0.00	\$77,476.80

Quote Unbundled Price:	\$80,112.00
Quote List Price:	\$77,476.80
Quote Subtotal:	\$77,476.80

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									
Fleet3B	Fleet 3 Basic	8	60	\$166.90	\$161.41	\$161.41	\$77,476.80	\$0.00	\$77,476.80
Total							\$77,476.80	\$0.00	\$77,476.80

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Basic	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	8	03/01/2024
Fleet 3 Basic	70112	AXON SIGNAL UNIT	8	03/01/2024
Fleet 3 Basic	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	8	03/01/2024
Fleet 3 Basic	72036	FLEET 3 STANDARD 2 CAMERA KIT	8	03/01/2024

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80400	FLEET, VEHICLE LICENSE	8	03/01/2024	02/28/2029
Fleet 3 Basic	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	16	03/01/2024	02/28/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Basic	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	8

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	EXT WARRANTY, AXON SIGNAL UNIT	8	03/01/2024	02/28/2029
Fleet 3 Basic	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	8	03/01/2025	02/28/2029

Payment Details

Feb 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3B	Fleet 3 Basic	8	\$15,495.32	\$0.00	\$15,495.32
Total				\$15,495.32	\$0.00	\$15,495.32

Feb 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3B	Fleet 3 Basic	8	\$15,495.37	\$0.00	\$15,495.37
Total				\$15,495.37	\$0.00	\$15,495.37

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3B	Fleet 3 Basic	8	\$15,495.37	\$0.00	\$15,495.37
Total				\$15,495.37	\$0.00	\$15,495.37

Feb 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3B	Fleet 3 Basic	8	\$15,495.37	\$0.00	\$15,495.37
Total				\$15,495.37	\$0.00	\$15,495.37

Feb 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3B	Fleet 3 Basic	8	\$15,495.37	\$0.00	\$15,495.37
Total				\$15,495.37	\$0.00	\$15,495.37

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.





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Payment Terms: N30

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SALES REPRESENTATIVE	PRIMARY CONTACT
Kevin Milne Phone: Email: kmilne@axon.com Fax:	Ryan Hoffmann Phone: 507-537-7000 Email: ryan.hoffmann@ci.marshall.mn.us Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$83,899.70
ESTIMATED TOTAL W/ TAX	\$83,899.70

Discount Summary

Average Savings Per Year	(\$450.00)
TOTAL SAVINGS	(\$2,250.00)

Payment Summary

Date	Subtotal	Tax	Total
Apr 2023	\$33,895.70	\$0.00	\$33,895.70
Apr 2024	\$12,501.00	\$0.00	\$12,501.00
Apr 2025	\$12,501.00	\$0.00	\$12,501.00
Apr 2026	\$12,501.00	\$0.00	\$12,501.00
Apr 2027	\$12,501.00	\$0.00	\$12,501.00
Total	\$83,899.70	\$0.00	\$83,899.70

Quote Unbundled Price:	\$81,649.70
Quote List Price:	\$81,649.70
Quote Subtotal:	\$83,899.70

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Hardware									
AB3C	AB3 Camera Bundle	22			\$749.00	\$749.00	\$16,478.00	\$0.00	\$16,478.00
AB3MBD	AB3 Multi Bay Dock Bundle	3			\$1,638.90	\$1,638.90	\$4,916.70	\$0.00	\$4,916.70
A la Carte Software									
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	60		\$24.00	\$24.00	\$31,680.00	\$0.00	\$31,680.00
BasicLicense	Basic License Bundle	17	60		\$15.00	\$16.25	\$16,575.00	\$0.00	\$16,575.00
ProLicense	Pro License Bundle	5	60		\$39.00	\$42.25	\$12,675.00	\$0.00	\$12,675.00
A la Carte Services									
80146	VIRTUAL BODYCAM STARTER	1			\$1,575.00	\$1,575.00	\$1,575.00	\$0.00	\$1,575.00
Total							\$83,899.70	\$0.00	\$83,899.70

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	25	05/01/2023
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	25	05/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	22	05/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	3	05/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	3	05/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	3	05/01/2023

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	17	05/01/2023	04/30/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	17	05/01/2023	04/30/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	15	05/01/2023	04/30/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	5	05/01/2023	04/30/2028
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	05/01/2023	04/30/2028

Services

Bundle	Item	Description	QTY
A la Carte	80146	VIRTUAL BODYCAM STARTER	1

Payment Details

Apr 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Hardware	AB3C	AB3 Camera Bundle	22	\$16,478.00	\$0.00	\$16,478.00
Upfront Hardware	AB3MBD	AB3 Multi Bay Dock Bundle	3	\$4,916.70	\$0.00	\$4,916.70
Year 1	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	\$6,336.00	\$0.00	\$6,336.00
Year 1	80146	VIRTUAL BODYCAM STARTER	1	\$315.00	\$0.00	\$315.00
Year 1	BasicLicense	Basic License Bundle	17	\$3,315.00	\$0.00	\$3,315.00
Year 1	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$33,895.70	\$0.00	\$33,895.70

Apr 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	\$6,336.00	\$0.00	\$6,336.00
Year 2	80146	VIRTUAL BODYCAM STARTER	1	\$315.00	\$0.00	\$315.00
Year 2	BasicLicense	Basic License Bundle	17	\$3,315.00	\$0.00	\$3,315.00
Year 2	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$12,501.00	\$0.00	\$12,501.00

Apr 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	\$6,336.00	\$0.00	\$6,336.00
Year 3	80146	VIRTUAL BODYCAM STARTER	1	\$315.00	\$0.00	\$315.00
Year 3	BasicLicense	Basic License Bundle	17	\$3,315.00	\$0.00	\$3,315.00
Year 3	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$12,501.00	\$0.00	\$12,501.00

Apr 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	\$6,336.00	\$0.00	\$6,336.00
Year 4	80146	VIRTUAL BODYCAM STARTER	1	\$315.00	\$0.00	\$315.00
Year 4	BasicLicense	Basic License Bundle	17	\$3,315.00	\$0.00	\$3,315.00
Year 4	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$12,501.00	\$0.00	\$12,501.00

Apr 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	22	\$6,336.00	\$0.00	\$6,336.00
Year 5	80146	VIRTUAL BODYCAM STARTER	1	\$315.00	\$0.00	\$315.00
Year 5	BasicLicense	Basic License Bundle	17	\$3,315.00	\$0.00	\$3,315.00
Year 5	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$12,501.00	\$0.00	\$12,501.00

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

2/21/2023

