



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-454706-45097.557KH

Issued: 06/20/2023

Quote Expiration: 06/30/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 110373

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Business;Delivery-45125 W 10 Mile Rd 45125 W 10 Mile Rd Novi, MI 48375-3006 USA	Novi Police Dept. - MI 45125 W 10 Mile Rd Novi MI 48375-3006 USA Email:	Kyle Hites Phone: Email: khites@axon.com Fax:	Keith Wuotinen Phone: 248-347-0553 Email: kwuotinen@cityofnovi.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$286,274.00
ESTIMATED TOTAL W/ TAX	\$286,274.00

Discount Summary

Average Savings Per Year	\$10,077.60
TOTAL SAVINGS	\$50,388.00

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$52,853.83	\$0.00	\$52,853.83
Sep 2024	\$54,968.12	\$0.00	\$54,968.12
Sep 2025	\$57,166.84	\$0.00	\$57,166.84
Sep 2026	\$59,453.54	\$0.00	\$59,453.54
Sep 2027	\$61,831.67	\$0.00	\$61,831.67
Total	\$286,274.00	\$0.00	\$286,274.00

Quote Unbundled Price:	\$336,662.00
Quote List Price:	\$302,537.00
Quote Subtotal:	\$286,274.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
T10Cert	Taser 10 Certification Bundle	65	60	\$84.58	\$75.83	\$71.66	\$279,474.00	\$0.00	\$279,474.00
A la Carte Services									
85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1			\$6,800.00	\$6,800.00	\$6,800.00	\$0.00	\$6,800.00
Total							\$286,274.00	\$0.00	\$286,274.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Taser 10 Certification Bundle	100390	TASER 10 HANDLE, YLW, CLASS 3R	65	09/01/2023
Taser 10 Certification Bundle	100390	TASER 10 HANDLE, YLW, CLASS 3R	2	09/01/2023
Taser 10 Certification Bundle	100393	TASER 10 LIVE DUTY MAGAZINE BLACK	65	09/01/2023
Taser 10 Certification Bundle	100393	TASER 10 LIVE DUTY MAGAZINE BLACK	2	09/01/2023
Taser 10 Certification Bundle	100394	TASER 10 HALT TRN MAGAZINE BLUE (HOOK-AND-LOOP-TRAINING)	3	09/01/2023
Taser 10 Certification Bundle	100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	3	09/01/2023
Taser 10 Certification Bundle	100396	TASER 10 INERT MAGAZINE RED	3	09/01/2023
Taser 10 Certification Bundle	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	1300	09/01/2023
Taser 10 Certification Bundle	100400	HALT UNITARY CARTRIDGE (TASER 10) - TBC	390	09/01/2023
Taser 10 Certification Bundle	100400	HALT UNITARY CARTRIDGE (TASER 10) - TBC	390	09/01/2023
Taser 10 Certification Bundle	100401	INERT UNITARY CARTRIDGE (TASER 10)	26	09/01/2023
Taser 10 Certification Bundle	100616	TASER 10 BLACKHAWK HOLSTER, RH	5	09/01/2023
Taser 10 Certification Bundle	100617	TASER 10 BLACKHAWK HOLSTER, LH	60	09/01/2023
Taser 10 Certification Bundle	100623	ENHANCED HOOK-AND-LOOP TRAINING (HALT) SUIT (V2)	1	09/01/2023
Taser 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	65	09/01/2023
Taser 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	12	09/01/2023
Taser 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	2	09/01/2023
Taser 10 Certification Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	09/01/2023
Taser 10 Certification Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	09/01/2023
Taser 10 Certification Bundle	74200	TASER 6-BAY DOCK AND CORE	1	09/01/2023
Taser 10 Certification Bundle	80087	TASER TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	09/01/2023
Taser 10 Certification Bundle	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	09/01/2023
Taser 10 Certification Bundle	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	130	09/01/2024
Taser 10 Certification Bundle	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	130	09/01/2025
Taser 10 Certification Bundle	100400	HALT UNITARY CARTRIDGE (TASER 10) - TBC	390	09/01/2025
Taser 10 Certification Bundle	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	130	09/01/2026
Taser 10 Certification Bundle	100400	HALT UNITARY CARTRIDGE (TASER 10) - TBC	390	09/01/2026
Taser 10 Certification Bundle	100399	LIVE UNITARY CARTRIDGE (TASER 10) - TBC	130	09/01/2027
Taser 10 Certification Bundle	100400	HALT UNITARY CARTRIDGE (TASER 10) - TBC	390	09/01/2027

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Taser 10 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	65	10/01/2023	09/30/2028
Taser 10 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	1	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
Taser 10 Certification Bundle	100751	TASER 10 DUTY CARTRIDGE REPLACEMENT ACCESS PROGRAM	65

Services

Bundle	Item	Description	QTY
Taser 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
A la Carte	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Taser 10 Certification Bundle	100704	EXT WARRANTY, TASER 10 HANDLE	65	09/01/2024	09/30/2028
Taser 10 Certification Bundle	100704	EXT WARRANTY, TASER 10 HANDLE	2	09/01/2024	09/30/2028
Taser 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	65	09/01/2024	09/30/2028
Taser 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	2	09/01/2024	09/30/2028
Taser 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	12	09/01/2024	09/30/2028
Taser 10 Certification Bundle	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	09/01/2024	09/30/2028

Payment Details

Sep 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,255.46	\$0.00	\$1,255.46
Year 1	T10Cert	Taser 10 Certification Bundle	65	\$51,598.37	\$0.00	\$51,598.37
Total				\$52,853.83	\$0.00	\$52,853.83

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,305.68	\$0.00	\$1,305.68
Year 2	T10Cert	Taser 10 Certification Bundle	65	\$53,662.44	\$0.00	\$53,662.44
Total				\$54,968.12	\$0.00	\$54,968.12

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,357.91	\$0.00	\$1,357.91
Year 3	T10Cert	Taser 10 Certification Bundle	65	\$55,808.93	\$0.00	\$55,808.93
Total				\$57,166.84	\$0.00	\$57,166.84

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,412.23	\$0.00	\$1,412.23
Year 4	T10Cert	Taser 10 Certification Bundle	65	\$58,041.31	\$0.00	\$58,041.31
Total				\$59,453.54	\$0.00	\$59,453.54

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,468.72	\$0.00	\$1,468.72
Year 5	T10Cert	Taser 10 Certification Bundle	65	\$60,362.95	\$0.00	\$60,362.95
Total				\$61,831.67	\$0.00	\$61,831.67

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.

TASER 10:

If Agency is purchasing TASER 10 or cartridges, the Agency agrees to the following:

1. Agency Warranty. If Agency is located in the US, Agency warrants and acknowledges that TASER 10 is classified as a firearm and is being acquired for official Agency use pursuant to a law enforcement agency transfer under the Gun Control Act of 1968.
2. Purchase Order. To comply with applicable laws and regulations, Customer must provide a purchase order to Axon prior to shipment of TASER 10.

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

6/20/2023

