

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Q-418440-44960.019KH

Issued: 02/02/2023

Quote Expiration: 12/31/2023

Estimated Contract Start Date: 04/01/2024

Account Number: 110373

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
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:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Hites Phone: Email: khites@axon.com Fax:	Keith Wuotinen Phone: (248) 348-7100 Email: kwuotinen@cityofnovi.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$397,122.70
ESTIMATED TOTAL W/ TAX	\$397,122.70

Discount Summary

Average Savings Per Year	\$11,807.38
TOTAL SAVINGS	\$59,036.90

Payment Summary

Date	Subtotal	Tax	Total
Mar 2024	\$79,424.58	\$0.00	\$79,424.58
Mar 2025	\$79,424.53	\$0.00	\$79,424.53
Mar 2026	\$79,424.53	\$0.00	\$79,424.53
Mar 2027	\$79,424.53	\$0.00	\$79,424.53
Mar 2028	\$79,424.53	\$0.00	\$79,424.53
Total	\$397,122.70	\$0.00	\$397,122.70

Quote Unbundled Price:	\$456,159.60
Quote List Price:	\$397,129.20
Quote Subtotal:	\$397,122.70

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
Fleet3A	Fleet 3 Advanced	26	60	\$292.41	\$254.57	\$254.57	\$397,122.70	\$0.00	\$397,122.70
Total							\$397,122.70	\$0.00	\$397,122.70

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	26	03/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	26	03/01/2024
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	26	03/01/2024
Fleet 3 Advanced	72034	FLEET SIM INSERTION, VZW	26	03/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	26	03/01/2024
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	26	03/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	52	04/01/2024	03/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	26

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	26	02/01/2025	03/31/2029

Payment Details

Mar 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3A	Fleet 3 Advanced	26	\$79,424.58	\$0.00	\$79,424.58
Total				\$79,424.58	\$0.00	\$79,424.58
Mar 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53
Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53
Mar 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53
Mar 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53

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.

