

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-454982-44960.018KH

Issued: 02/02/2023

Quote Expiration: 07/01/2023

Estimated Contract Start Date: 08/01/2023

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	\$565,973.00
ESTIMATED TOTAL W/ TAX	\$565,973.00

Discount Summary

Average Savings Per Year	\$3,793.68
TOTAL SAVINGS	\$18,968.40

Payment Summary

Date	Subtotal	Tax	Total
Jul 2023	\$183,683.56	\$0.00	\$183,683.56
Jul 2024	\$95,572.36	\$0.00	\$95,572.36
Jul 2025	\$95,572.36	\$0.00	\$95,572.36
Jul 2026	\$95,572.36	\$0.00	\$95,572.36
Jul 2027	\$95,572.36	\$0.00	\$95,572.36
Total	\$565,973.00	\$0.00	\$565,973.00

Quote Unbundled Price:	\$584,941.40
Quote List Price:	\$557,048.00
Quote Subtotal:	\$565,973.00

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									
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	60	\$72.24	\$34.66	\$34.66	\$16,636.80	\$0.00	\$16,636.80
BWCamTAP	Body Worn Camera TAP Bundle	75	60	\$34.69	\$32.50	\$32.50	\$146,250.00	\$0.00	\$146,250.00
A la Carte Hardware									
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150			\$1.00	\$1.00	\$150.00	\$0.00	\$150.00
75015	SIGNAL SIDEARM KIT	75			\$249.00	\$249.00	\$18,675.00	\$0.00	\$18,675.00
AB3C	AB3 Camera Bundle	75			\$749.00	\$749.00	\$56,175.00	\$0.00	\$56,175.00
AB3MBD	AB3 Multi Bay Dock Bundle	8			\$1,638.90	\$1,638.90	\$13,111.20	\$0.00	\$13,111.20
A la Carte Software									
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	60		\$24.00	\$24.00	\$108,000.00	\$0.00	\$108,000.00
73682	AUTO TAGGING LICENSE	75	60		\$9.00	\$9.00	\$40,500.00	\$0.00	\$40,500.00
73478	REDACTION ASSISTANT USER LICENSE	75	60		\$9.00	\$9.00	\$40,500.00	\$0.00	\$40,500.00
BasicLicense	Basic License Bundle	80	60		\$15.00	\$16.25	\$78,000.00	\$0.00	\$78,000.00
ProLicense	Pro License Bundle	15	60		\$39.00	\$42.25	\$38,025.00	\$0.00	\$38,025.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
Total							\$565,973.00	\$0.00	\$565,973.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	83	07/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	75	07/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	2	07/01/2023
AB3 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	83	07/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	8	07/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	8	07/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	8	07/01/2023
A la Carte	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150	07/01/2023
A la Carte	75015	SIGNAL SIDEARM KIT	75	07/01/2023
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	8	01/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	77	01/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	8	07/01/2028
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	77	07/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE-	80	08/01/2023	07/31/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	80	08/01/2023	07/31/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE-	45	08/01/2023	07/31/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	15	08/01/2023	07/31/2028
A la Carte	73478	REDACTION ASSISTANT USER LICENSE	75	08/01/2023	07/31/2028
A la Carte	73682	AUTO TAGGING LICENSE	75	08/01/2023	07/31/2028
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	08/01/2023	07/31/2028

Services

Bundle	Item	Description	QTY
A la Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	8	08/01/2023	07/31/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	75	07/01/2024	07/31/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	2	07/01/2024	07/31/2028

Payment Details

Jul 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150	\$150.00	\$0.00	\$150.00
Year 1	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 1	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 1	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 1	75015	SIGNAL SIDEARM KIT	75	\$18,675.00	\$0.00	\$18,675.00
Year 1	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 1	AB3C	AB3 Camera Bundle	75	\$56,175.00	\$0.00	\$56,175.00
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	8	\$13,111.20	\$0.00	\$13,111.20
Year 1	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 1	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$183,683.56	\$0.00	\$183,683.56

Jul 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 2	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 2	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 2	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 2	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 3	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 3	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 3	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 3	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00

Non-Binding Budgetary Estimate

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 4	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 4	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 4	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 5	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 5	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 5	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 5	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

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.

