

City of Walker, Louisiana

Request for Proposals #01-19 “Stun Gun” Technology

The City of Walker, Louisiana, a municipality and political subdivision of the State of Louisiana, is seeking proposals to purchase advanced, non-lethal weaponry for public safety purposes in the form of hand-gripped devices that discharge electricity/voltage to stun or to temporarily disable suspects/detainees or those to be apprehended.

The technology sought includes, but is not limited to:

- Devices commonly referred to as “stun guns” including TASER Brand, whether perceived as being for offensive or defensive purposes
- Devices capable of propelling one or more electrodes in succession and/or which do not propel electrodes at all
- Devices designed to subdue a human subject at a distance and/or designed to subdue a human subject within close contact with a police officer
- Available training and consultation in the use of the devices
- Extended warranties on product, parts and accessories

The City’s 24-member police department desires to standardize the department to the selected device/technology and seeks a multi-year term contract where it can make future purchases as the need may arise.

Dependable technology, product safety and technical support from the vendor will be the most important factors in determining an award. Other than affordability, price will not be the most important factor in making this public safety decision. A proposer must illustrate that its pricing is in conformity with pricing offered to other law enforcement agencies around the country. Any vendor may offer its standard “packages” and pricing it offers regionally or nationwide.

Proposals:

Proposals will be submitted electronically only in the proposal format to be designated, to the solicitation administrator—LaMATS e-Auction and Bidding Services/EASiBUY—no later than October 8, 2019 at 3:00 p.m. Proposers must register at <https://lamats.eauctionservices.com> to submit proposals and to access all terms, conditions and specifications. Proposals will be opened and read thereafter at the City of Walker, 10136 Florida Blvd, Walker LA 70785. Only the names of the proposers and the names of the submitting representative will be read. Proposers are not required to be present. Thereafter the city will evaluate the proposals in due course and reserves the right to conduct in-person interviews of vendor representatives regarding product and offerings. The city reserves the right to cancel this solicitation at any time before or after receipt of proposals.

Contract:

The city intends to contract with the proposer deemed to best meet the city’s desire for advanced, proven, dependable, non-lethal offensive/defensive electrode devices that are effective, and which satisfies

expectations of safety of police officers, suspects/detainees and the public at large. Proposers will submit their standard contracts which outline all terms and conditions, warranties and pricing structures for individual units or for the purchase of quantities, service after the sale and training. The city shall be given the opportunity to purchase for one lump sum price an entire package with warranties offered. If a proposer offers a lease-purchase or payment plan option, the proposer may propose same. The city, in its sole discretion, will determine if a proposer's financing option complies with state law and with its financial policies.

Joint Use Contract:

The successful vendor may be given the opportunity to sell its products to other similarly situated local government police forces in compliance with Louisiana Revised Statutes Title 33, the Local Services Law, without necessity of additional bids. The joint use of contracts is voluntary on the part of government and vendors. Any joint use of a successful contract will be monitored/administered by the Louisiana Municipal Advisory and Technical Services Bureau to ensure legal compliance of subsequent sales. Purchases and/or quantities cannot be guaranteed under a joint-use contract.

Administrative Fee:

The successful vendor paid by the city or by a joint user of the contract is responsible for paying an administrative fee to LaMATS/EASiBUY e-Auction Services of 2% (\$20 per \$1000) of the total sales price paid. A proposal may, but is not required, to add 2% to the total price bid of its offered product to offset the administrative fee.

Questions and Clarifications:

Questions and/or requests for clarification of specifications or requirements are to be in written form and emailed to the attention of Dee-dee Ockman deedee.ockman@walker-la.gov and must be received in sufficient time to consider and answer prior to the proposal due date.

GENERAL CONDITIONS FOR PROPOSERS – PLEASE READ CAREFULLY

1. Pursuant to LA R.S 38:2212.1, any manufacturer's preference in this solicitation is descriptive, but non-restrictive, and is used only to indicate minimum requirement for desired type, grade and quality unless otherwise specified.
2. Proposers shall submit Proposals online-only through the LaMATS e-Auction and Bidding Services/EASiBUY.
3. Literature, brochures, and other related documents attached to the bid should be identified with the name of the bidder and bid item number.
4. The contract issued may contemplate a fixed escalation provision Bids based on specifications which are subject to a recognized escalation index shall be legal and valid for product at the discretion of the city.

P-U-R-C-H-A-S-E
O-R-D-E-R

PO# 4752 -00
DIV
PAGE: 1

-----VENDOR-----

-----SHIP-TO-----

Axon Enterprise, Inc.
17800 N 85th Street
Scottsdale AZ 85255

Town of Walker
10136 Florida Blvd.
Walker La 70785

Vendor contact.
Telephone#.....(800) 978-2737
Fax#.....(480) 991-0791
Ordered by....K. BLACK
Job.....
For customer...*****

Ship Via...
Promised....11/06/2019
Warehouse... 01
Department..
Ordered....11/06/2019
Requisition#.

#	DESCRIPTION	QUANTITY	PRICE	AMOUNT	ACCOUNT#
1)	TASER 7 LEASE 5 YEAR LEASE WITH A 4 YEAR WARRANTY TASER 7 CONTRACT Q-222376-43761 520JT	1.000 ea	80,019.8400	\$80,019.84	10 5266 04
2)	ITEM: 24 TASER 7 HANDLE, LICENSE, DOCK AND CORE, ETC.	1.000 ea	0.0000	\$0.00	99
	TASER 7 DUTY CARTRIDGE REPLENISHMENT PROGRAM COUNSEL APPROVED				
3)	ITEM: PYMT. SCHEDULE AS FOLLOWS: 2020 \$10,899.84 2021 \$17,280.00 2022 \$17,280.00 2023 \$17,280.00 2024 \$17,280.00	0.000 ea	0.0000	\$0.00	99

Non-Taxable	\$80,019.84
Taxable	\$0.00
Sales Tax	\$0.00
Total	\$80,019.84
Less deposits	\$0.00
Balance due	\$80,019.84

Walker



COST PROPOSAL



Axon Enterprise, Inc.
17800 N 85th St
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

Q-222376-43745.743JT

Issued: 10/07/2019

Quote Expiration: 12/31/2019

Account Number: 142056

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SHIP TO

Kenath Black
Walker Police Dept. - LA
13179 BURGESS AVE.
Walker, LA 70785
US

BILL TO

Walker Police Dept. - LA
13179 BURGESS AVE.
Walker, LA 70785
US

SALES REPRESENTATIVE

Joshua Taylor
Phone: (480) 463-2155
Email: jotaylor@taser.com
Fax: (480) 999-6152

PRIMARY CONTACT

Kenath Black
Phone: 225-664-3125
Email: kblack@walkerpd.org

Year 1

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
20140	TASER 7 DUTY CARTRIDGE REPLENISHMENT PROGRAM	24	0.00	0.00	0.00
20141	TASER 7 EVIDENCE.COM LICENSE	24	0.00	0.00	0.00
20141	TASER 7 EVIDENCE.COM LICENSE	1	0.00	0.00	0.00
Hardware					
20008	TASER 7 HANDLE, HIGH VISIBILITY (GREEN LASER), CLASS 3R	24	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR	24	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR	1	0.00	0.00	0.00
20012	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE)	48	0.00	0.00	0.00
20013	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE)	48	0.00	0.00	0.00
20012	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE)	48	0.00	0.00	0.00
20013	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE)	48	0.00	0.00	0.00
20014	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, STANDOFF (3	46	0.00	0.00	0.00
20015	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, CLOSE QUART	48	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL	28	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR	28	0.00	0.00	0.00

Q-222376-43745.743JT

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Protect Life.



Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER	21	0.00	0.00	0.00
20161	TASER 7 HOLSTER - SAFARILAND, LH+CART CARRIER	3	0.00	0.00	0.00
74200	TASER 7 6-BAY DOCK AND CORE	1	0.00	0.00	0.00
20016	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE)	8	0.00	0.00	0.00
20017	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE)	8	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	0.00	0.00	0.00
Other					
20144	TASER 7 CERTIFICATION PLAN	24	0.00	0.00	0.00
20147	AXON DEVELOPED OCULUS TRAINING CONTENT ACCESS	1	0.00	0.00	0.00
20135	OCULUS GO STANDALONE VIRTUAL REALITY HEADSET	1	0.00	0.00	0.00
20146	TASER 7 ONLINE TRAINING CONTENT ACCESS	24	0.00	0.00	0.00
20088	TASER 7 CERTIFICATION PLAN YEAR 1 PAYMENT	24	720.00	454.16	10,899.84
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	150.00	0.00	0.00
Subtotal					10,899.84
Estimated Shipping					0.00
Estimated Tax					0.00
Total					10,899.84

Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
20012	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE)	48	0.00	0.00	0.00
20013	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE)	48	0.00	0.00	0.00
20014	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, STANDOFF (3)	48	0.00	0.00	0.00
20015	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, CLOSE QUART	48	0.00	0.00	0.00

Q-22237G-43745.743JT

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Protect Life.

**Year 4 (Continued)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other					
20091	TASER 7 CERTIFICATION PLAN YEAR 4 PAYMENT	24	720.00	720.00	17,280.00
Subtotal					17,280.00
Estimated Tax					0.00
Total					17,280.00

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
20012	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE)	48	0.00	0.00	0.00
20013	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE)	48	0.00	0.00	0.00
20014	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, STANDOFF (3	48	0.00	0.00	0.00
20015	TASER 7 HOOK-AND-LOOP TRAINING (HALT) CARTRIDGE, CLOSE QUART	48	0.00	0.00	0.00
Other					
20092	TASER 7 CERTIFICATION PLAN YEAR 5 PAYMENT	24	720.00	720.00	17,280.00
Subtotal					17,280.00
Estimated Tax					0.00
Total					17,280.00

Grand Total	\$0,019.84
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Notes

Purchase of TASER 7 are governed by the TASER 7 Agreement located at <https://www.axon.com/legal/sales-terms-and-conditions> and not the Master Services and Purchasing Agreement referenced below.

Purchase of TASER 7 are governed by the TASER 7 Agreement located at <https://www.axon.com/legal/sales-terms-and-conditions> and not the Master Services and Purchasing Agreement referenced below.

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

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. 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: _____
Name (Print): _____ Title: _____
PO# (Or write N/A): _____

Please sign and email to Joshua Taylor at jtaylor@taser.com or fax to (480) 999-6152

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

Quote: Q-222376-43745.743JT

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Q-222376-43745.743JT

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Protect Life.



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

Youngsville

Q-260795-44067.949MM

Issued: 08/24/2020



Quote Expiration: 09/15/2020

Account Number: 318425

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SHIP TO

Nick Latiolais
Youngsville Police Dept. - LA
304 4TH ST.
YOUNGSVILLE, LA 70592
US

BILL TO

Youngsville Police Dept. - LA
P.O. BOX 310
YOUNGSVILLE, LA 70592
US

SALES REPRESENTATIVE

Matthew Moore
Phone: 480-905-2068
Email: mmoore@taser.com
Fax: 480-905-2068

PRIMARY CONTACT

Nick Latiolais
Phone: (337) 451-6292
Email: nicklatiolais@youngsvillepd.org

Year 1

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	30	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	30	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
Hardware						
20061	TASER 7 HOLSTER - BLADETECH, RIGHT HAND		30	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		60	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		60	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		60	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		60	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		30	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		30	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		36	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		36	0.00	0.00	0.00

Q-260795-44067.949MM

Protect Life.

Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7		1	0.00	0.00	0.00
22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS		30	0.00	0.00	0.00
22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		30	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		90	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		90	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR		1	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		1	0.00	0.00	0.00
74200	TASER 7 6-BAY DOCK AND CORE		1	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		1	0.00	0.00	0.00
Other						
20237	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	30	720.00	720.00	21,600.00
Not Eligible TASER 7 MASTER INSTRUCTO R SCHOOL VOUC	Not Eligible TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
20247	TASER 7 ONLINE TRAINING CONTENT ACCESS LICENSE	60	30	0.00	0.00	0.00
20249	VR EMPATHY DEVELOPMENT STARTER CONTENT ACCESS	60	30	0.00	0.00	0.00
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)		1	0.00	0.00	0.00
20135	OCULUS GO STANDALONE VIRTUAL REALITY HEADSET		1	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	495.00	0.00	0.00

Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER	Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
Subtotal						21,600.00
Estimated Shipping						0.00
Estimated Tax						0.00
Total						21,600.00

Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		1	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		1	0.00	0.00	0.00
Subtotal						0.00
Estimated Tax						0.00
Total						0.00

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		60	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		60	0.00	0.00	0.00
Other						
20237	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	30	720.00	720.00	21,600.00
Subtotal						21,600.00
Estimated Tax						0.00
Total						21,600.00

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		60	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		60	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		60	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		60	0.00	0.00	0.00
Other						
20237	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	30	720.00	720.00	21,600.00
Subtotal						21,600.00
Estimated Tax						0.00
Total						21,600.00

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		60	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		60	0.00	0.00	0.00
Other						
20237	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	30	720.00	720.00	21,600.00
Subtotal						21,600.00
Estimated Tax						0.00
Total						21,600.00

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		60	0.00	0.00	0.00

Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		60	0.00	0.00	0.00
Other						
20237	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	30	720.00	720.00	21,600.00
					Subtotal	21,600.00
					Estimated Tax	0.00
					Total	21,600.00
Grand Total						108,000.00



Discounts (USD)

Quote Expiration: 09/15/2020

List Amount	108,495.00
Discounts	495.00
Total	108,000.00

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1	21,600.00
Spares	0.00
Year 2	21,600.00
Year 3	21,600.00
Year 4	21,600.00
Year 5	21,600.00
Grand Total	108,000.00

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

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. 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: _____
Name (Print): _____ Title: _____
PO# (Or write N/A): _____

Please sign and email to Matthew Moore at mmoore@taser.com or fax to 480-905-2068

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

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*** Axon Internal Use Only ***		
		SFDC Contract#:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		