



MEMORANDUM

TO: Lieutenant Tim Mason
FROM: Rick Braughton
SUBJECT: Axon license and bwc increase
DATE: November 7, 2024

Attached are two quotes requested from Axon to bring the department up to date with two needed cameras and five licenses. One quote is for two Axon Body 4 cameras that we will be receiving with our TAP Refresh in January 2025 not the Body 3 cameras that we currently have. The other quote is for the two cameras in addition to 5 licenses that we will need for new personnel. Please review and sign whichever quote we will be using.

Approved:
M. Ashby 12-16-24
Please order as needed.

From: [David Gollobit](#)
To: [Amy Bytnar](#)
Subject: Re: License Quote
Date: Thursday, January 2, 2025 9:40:35 AM
Attachments: [image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
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[image019.png](#)
[image020.png](#)
[image001.png](#)
[Outlook-rxe3ucen.png](#)

External Sender - From: (David Gollobit
<dgollobit@axon.com>)

This message came from outside your organization.

Good morning Amy,

I don't have the ability to change the expiration date any longer, now that we are past the end of the year. But rest assured, we will honor this price, and you can use this email to verify that we are putting it in writing for you.

Please let me know if you have any questions, or if you need anything else. Thank you.

Best regards,

Dave Gollobit

Account Manager – Taser & Axon/Evidence.com
Serving sworn LE in: AZ, CO, UT, NM, Southern CA

O / 480 905 2060

M / 602 321 2774

F / 480 905 2060

AXON.COM

Customer Service / 800 978 2737

Customer Success Manager: / David Hill (dhill@axon.com)

Protect Life, Preserve Truth and Accelerate Justice with: [Officer Safety Plan](#), [Fleet 3](#), [Axon Air](#), [Interview Room](#), [Flock ALPR](#), [and more](#).

[Video: The Story Behind TASER 10 \(click here\)](#)



From: Amy Bytnar <abytnar@elmirageaz.gov>
Sent: Thursday, January 2, 2025 7:14 AM
To: David Gollobit <dgollobit@axon.com>
Cc: Richard D. Braughton <rbraughton@elmirageaz.gov>
Subject: RE: License Quote

Good morning David,

I just noticed the attached quote expired 12/31/24. Can I please get an updated quote?

Thank you!



Amy Bytnar – Fiscal Services Specialist Sr.

El Mirage Police Department

12401 W. Cinnabar Avenue, El Mirage, AZ 85335

P: 623-500-3015 | F: 623-500-3001 | E: abytnar@elmirageaz.gov

City offices will be closed for the holiday break Dec. 25, 2024 - Jan. 1, 2025.

Please visit our website at ElMirageAZ.gov for more information regarding all city services. [El Mirage Facilities Holiday Schedule](#)



From: David Gollobit <dgollobit@axon.com>
Sent: Monday, December 16, 2024 2:43 PM
To: Amy Bytnar <abytnar@elmirageaz.gov>
Subject: Re: License Quote

Of course, we will work on it and get it locked in, but don't worry about being invoiced. Lastly, yes this is added to the existing contract.

* 2 BWC + 5 LICENCES



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-634400-45603.745DG
 Issued: 11/07/2024
 Quote Expiration: 12/31/2024
 Estimated Contract Start Date: 02/01/2025

Account Number: 106879
 Payment Terms: N30
 Delivery Method:

SHIP TO	BILL TO
El Mirage Police Dept. - AZ 12401 W Cinnabar Ave El Mirage, AZ 85335-3258 USA	El Mirage Police Dept. - AZ Attn: Accounts payable 12401 W. Cinnabar Avenue El Mirage AZ 85335 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
David Gollobit Phone: +1 6023212774 Email: dgollobit@axon.com Fax:	Rick Braughton Phone: 6235003058 Email: rbraughton@elmirageaz.gov Fax:

Quote Summary

Program Length	32 Months
TOTAL COST	\$10,305.40
ESTIMATED TOTAL W/ TAX	\$11,190.30

Discount Summary

Average Savings Per Year	\$90.90
TOTAL SAVINGS	\$242.40

Payment Summary

Date	Subtotal	Tax	Total
Jan 2025	\$3,435.82	\$295.03	\$3,730.85
Sep 2025	\$3,434.79	\$294.94	\$3,729.73
Sep 2026	\$3,434.79	\$294.93	\$3,729.72
Total	\$10,305.40	\$884.90	\$11,190.30

Quote Unbundled Price: \$10,547.80
 Quote List Price: \$10,262.20
 Quote Subtotal: \$10,305.40

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									
BWCamTAP	Body Worn Camera TAP Bundle	2	30	\$37.23	\$32.47	\$32.47	\$1,948.20	\$128.90	\$2,077.10
Ala Carte Hardware									
H00001	AB4 Camera Bundle	2			\$849.00	\$849.00	\$1,698.00	\$136.69	\$1,834.69
Ala Carte Software									
ProLicense	Pro License Bundle	5	32		\$41.35	\$41.62	\$6,659.20	\$619.31	\$7,278.51
Total							\$10,305.40	\$884.90	\$11,190.30

Delivery Schedule

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Hardware	AB4 Camera Bundle	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	2	1	01/01/2025
	AB4 Camera Bundle	AXON BODY 4 - CABLE - USB-C TO USB-C	3	1	01/01/2025
	AB4 Camera Bundle	AXON BODY - MOUNT - RAPIDLOCK DOUBLE MOLLE	3	1	01/01/2025
	Body Worn Camera TAP Bundle	AXON BODY - TAP REFRESH 1 - CAMERA	2	1	09/01/2027

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Software	Pro License Bundle	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	15	02/01/2025	09/30/2027
	Pro License Bundle	AXON EVIDENCE - ECOM LICENSE - PRO	5	02/01/2025	09/30/2027

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Warranties	Body Worn Camera TAP Bundle	AXON BODY - TAP WARRANTY - CAMERA	2	03/01/2026	09/30/2027

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	12401 W Cinnabar Ave	El Mirage	AZ	85335-3258	USA

Payment Details

Jan 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	2	\$649.53	\$42.98	\$692.51
Year 1	H00001	AB4 Camera Bundle	2	\$566.11	\$45.57	\$611.68
Year 1	ProLicense	Pro License Bundle	5	\$2,220.18	\$206.48	\$2,426.66
Total				\$3,435.82	\$295.03	\$3,730.85

Sep 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	2	\$649.34	\$42.96	\$692.30
Year 2	H00001	AB4 Camera Bundle	2	\$565.94	\$45.56	\$611.50
Year 2	ProLicense	Pro License Bundle	5	\$2,219.51	\$206.42	\$2,425.93
Total				\$3,434.79	\$294.94	\$3,729.73

Sep 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	2	\$649.34	\$42.96	\$692.30
Year 3	H00001	AB4 Camera Bundle	2	\$565.94	\$45.56	\$611.50
Year 3	ProLicense	Pro License Bundle	5	\$2,219.51	\$206.41	\$2,425.92
Total				\$3,434.79	\$294.93	\$3,729.72

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 <https://www.axon.com/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

12/15/2024
Date Signed

11/7/2024

