



# AXON

**Flagstaff Police Dept. - AZ**

**AXON SALES REPRESENTATIVE**

Brian Moutinho

9168062275

[bmoutinho@axon.com](mailto:bmoutinho@axon.com)

**ISSUED**

4/26/2021

**SALES REPRESENTATIVE**

Brian Moutinho

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**PRIMARY CONTACT**

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

**SHIP TO**

Chad Smith  
Flagstaff Police Dept. - AZ  
911 E. Sawmill Road  
Flagstaff, AZ 86001  
US

**BILL TO**

Flagstaff Police Dept. - AZ  
911 E. Sawmill Road  
Flagstaff, AZ 86001  
US

**Year 1 - TAP Refresh #00012138**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
11528	FLEX 2 CAMERA, (ONLINE)		89	470.00	0.00	0.00
11537	DOCK, FLEX 2, 6-BAY + CORE		15	1,563.00	0.00	0.00
87058	TECH ASSURANCE PLAN 6-BAY FLEX 2 DOCK WARRANTY	60	15	0.00	0.00	0.00
87066	TECH ASSURANCE PLAN FLEX 2 CAMERA WARRANTY	60	89	0.00	0.00	0.00
87067	TECH ASSURANCE PLAN FLEX 2 CONTROLLER WARRANTY	60	89	0.00	0.00	0.00
11532	FLEX 2 CONTROLLER		89	262.00	0.00	0.00
11509	BELT CLIP, RAPIDLOCK		89	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		89	0.00	0.00	0.00
11545	COLLAR MOUNT, FLEX 2		1	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	0.00

**Year 1 - OSP7**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	89	0.00	0.00	0.00

## Year 1 - OSP7 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages (Continued)</b>						
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	89	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	890	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	89	0.00	0.00	0.00
73638	STANDARDS ACCESS LICENSE	60	89	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	89	0.00	0.00	0.00
73687	EVIDENCE.COM VIEWER LICENSE	60	1	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	22	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	22	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	69	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	23	0.00	0.00	0.00
<b>Hardware</b>						
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		89	0.00	0.00	0.00
75015	SIGNAL SIDEARM KIT		89	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		2	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		89	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		89	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		267	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		267	0.00	0.00	0.00
22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS		50	0.00	0.00	0.00
22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		50	0.00	0.00	0.00
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		178	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		178	0.00	0.00	0.00

## Year 1 - OSP7 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		178	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		178	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		178	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		106	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		106	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
80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7		1	0.00	0.00	0.00
<b>Other</b>						
73946	OFFICER SAFETY PLAN 7 BUNDLE HEADER	60	89	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	89	1,908.00	1,200.26	106,823.14
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	0.00	0.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	23	468.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)		1	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		3	495.00	0.00	0.00
73953	OFFICER SAFETY PLAN 7 TRUE UP PAYMENT 1	2	89	108.50	98.66	8,780.74
					Subtotal	115,603.88
					Estimated Tax	9,306.11
					Total	124,909.99

## Year 1 - T7 Cert

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	31	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	31	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
<b>Hardware</b>						
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		31	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		1	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		93	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		93	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		31	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		31	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		62	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		62	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		62	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		62	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		37	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		37	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

## Year 1 - T7 Cert (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
20430	TASER 7 CERTIFICATION BUNDLE HEADER	60	31	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	31	690.00	0.00	0.00
Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER	Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
Not Eligible TASER 7 MASTER INSTRUCTOR SCHOOL VOUC	Not Eligible TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
Not Eligible Target and Frame	Not Eligible Target and Frame		31	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

## Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		2	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		2	0.00	0.00	0.00
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)
<b>Hardware</b>						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		178	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		178	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		62	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		62	0.00	0.00	0.00
<b>Other</b>						
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	89	1,908.00	1,908.00	169,812.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	23	468.00	351.00	8,073.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	31	690.00	690.00	21,390.00
Subtotal						203,235.00
Estimated Tax						16,360.42
Total						219,595.42

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		178	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		178	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		178	0.00	0.00	0.00

### Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		178	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		62	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		62	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		62	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		62	0.00	0.00	0.00
<b>Other</b>						
73309	AXON CAMERA REFRESH ONE		89	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	89	1,908.00	1,908.00	169,812.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	23	468.00	351.00	8,073.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		15	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	31	690.00	690.00	21,390.00
					Subtotal	203,235.00
					Estimated Tax	16,360.42
					Total	219,595.42

### Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		178	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		178	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		62	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		62	0.00	0.00	0.00

## Year 4 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	89	1,908.00	1,908.00	169,812.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	23	468.00	351.00	8,073.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	31	690.00	690.00	21,390.00
Subtotal						203,235.00
Estimated Tax						16,360.42
Total						219,595.42

## Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		178	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		178	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		62	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		62	0.00	0.00	0.00
<b>Other</b>						
73310	AXON CAMERA REFRESH TWO		89	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	89	1,908.00	1,908.00	169,812.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	22	180.00	180.00	3,960.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	23	468.00	351.00	8,073.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		15	0.00	0.00	0.00

## Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other (Continued)</b>						
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	31	690.00	690.00	21,390.00
					Subtotal	203,235.00
					Estimated Tax	16,360.42
					Total	219,595.42
					<b>Grand Total</b>	<b>1,003,291.67</b>

## Discounts (USD)

Quote Expiration: 06/30/2021

List Amount	1,129,364.50
Discounts	200,820.62
<b>Total</b>	<b>928,543.88</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1 - TAP Refresh #00012138	0.00
Year 1 - OSP7	124,909.99
Year 1 - T7 Cert	0.00
Spares	0.00
Year 2	219,595.42
Year 3	219,595.42
Year 4	219,595.42
Year 5	219,595.42
<b>Grand Total</b>	<b>1,003,291.67</b>

## Notes

Agency has existing contract #00012138 (originated via Q-103143) and is terminating that contract upon the new license start date (7/15/2021) of this quote.

The parties agree that Axon is charging a fee of \$8,780.88 (applied to Year #1 OSP7 True-up licenses) to capture the remaining value owed on TAP to replace hardware via TAP Refresh. This fee is based on a ship date range of 6/15/2021-6/30/2021, resulting in a 7/15/2021 license date. Any change in this date and resulting license start date will result in modification of this fee value which may result in additional fees due to or from Axon.

100% discounted body-worn camera and docking station hardware contained in Year 1 reflects a TAP replacement for hardware purchased under existing contract #00012138. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

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](http://www.axon.com/legal/sales-terms-and-conditions)) and 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](http://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. **The Axon Customer Experience Improvement Program Appendix ONLY applies to Customers in the USA.** 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 contemplates the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix. 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.

<b>Signature:</b> _____	<b>Date:</b> _____
<b>Name (Print):</b> _____	<b>Title:</b> _____
<b>PO# (Or write N/A):</b> _____	

Please sign and email to Brian Moutinho at [bmoutinho@axon.com](mailto:bmoutinho@axon.com) or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store [buy.axon.com](http://buy.axon.com)

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### \*\*\*Axon Internal Use Only\*\*\*

		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		

## ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	