



**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-366762-44790.984TC

Issued: 08/17/2022

Quote Expiration: 06/30/2022

Estimated Contract Start Date: 08/01/2022

Account Number: 107126

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
911 E Sawmill Rd 911 E Sawmill Rd Flagstaff, AZ 86001-5827 USA	Flagstaff Police Dept. - AZ 911 E Sawmill Rd Flagstaff, AZ 86001-5827 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Taylie Clark Phone: +1 3177410144 Email: tclark@axon.com Fax:	Charles Hernandez Phone: (928) 213-3362 Email: chernandez@flagstaffaz.gov Fax:

### Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$126,000.00</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$136,143.00</b>

### Discount Summary

Average Savings Per Year	\$4,060.32
<b>TOTAL SAVINGS</b>	<b>\$20,301.60</b>

### Payment Summary

Date	Subtotal	Tax	Total
Jul 2022	\$25,200.00	\$2,028.60	\$27,228.60
Jul 2023	\$25,200.00	\$2,028.60	\$27,228.60
Jul 2024	\$25,200.00	\$2,028.60	\$27,228.60
Jul 2025	\$25,200.00	\$2,028.60	\$27,228.60
Jul 2026	\$25,200.00	\$2,028.60	\$27,228.60
<b>Total</b>	<b>\$126,000.00</b>	<b>\$10,143.00</b>	<b>\$136,143.00</b>

Quote List Price:  
Quote Subtotal:

\$146,301.60  
\$126,000.00

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Term	Qty	List Price	Net Price	Subtotal	Tax	Total
<b>VR Controller Kit</b>								
20188	VR CONTROLLER KIT PELICAN CASE		2	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00
20298	VR-ENABLED GLOCK 19 CONTROLLER		2	\$750.00	\$0.00	\$0.00	\$0.00	\$0.00
20296	SAMSUNG S7+ TABLET FOR VR SIMULATOR		2	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00
20297	SAMSUNG S7+ TABLET CASE FOR VR SIMULATOR		2	\$60.00	\$0.00	\$0.00	\$0.00	\$0.00
22196	TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE)		4	\$90.00	\$0.00	\$0.00	\$0.00	\$0.00
22197	TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE)		4	\$90.00	\$0.00	\$0.00	\$0.00	\$0.00
100198	AXON VR CONTROLLER KIT - WARRANTY	60m	2	\$373.80	\$0.00	\$0.00	\$0.00	\$0.00
<b>Individual Items</b>								
20370	FULL VR TASER 7 ADD-ON USER ACCESS	60m	120	\$1,050.00	\$1,050.00	\$126,000.00	\$10,143.00	\$136,143.00
100197	HTC FOCUS 3 VR HEADSET - WARRANTY	60m	5	\$337.80	\$0.00	\$0.00	\$0.00	\$0.00
20378	HTC FOCUS 3 VR HEADSET		5	\$1,800.00	\$0.00	\$0.00	\$0.00	\$0.00
20379	VR 1-DAY SERVICE		1	\$4,125.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>						<b>\$126,000.00</b>	<b>\$10,143.00</b>	<b>\$136,143.00</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
VR Controller Kit	20188	VR CONTROLLER KIT PELICAN CASE	2	07/01/2022
VR Controller Kit	20296	SAMSUNG S7+ TABLET FOR VR SIMULATOR	2	07/01/2022
VR Controller Kit	20297	SAMSUNG S7+ TABLET CASE FOR VR SIMULATOR	2	07/01/2022
VR Controller Kit	20298	VR-ENABLED GLOCK 19 CONTROLLER	2	07/01/2022
VR Controller Kit	22196	TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE)	4	07/01/2022
VR Controller Kit	22197	TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE)	4	07/01/2022
A la Carte	20378	HTC FOCUS 3 VR HEADSET	5	07/01/2022

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	08/01/2022	07/31/2027

### Services

Bundle	Item	Description	QTY
A la Carte	20379	VR 1-DAY SERVICE	1

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
VR Controller Kit	100198	AXON VR CONTROLLER KIT - WARRANTY	2	08/01/2022	07/31/2027
A la Carte	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	08/01/2022	07/31/2027

## Payment Details

<b>Jul 2022</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 1	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	\$25,200.00	\$2,028.60	\$27,228.60
Invoice Upon Fulfillment	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	100198	AXON VR CONTROLLER KIT - WARRANTY	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	20188	VR CONTROLLER KIT PELICAN CASE	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	20296	SAMSUNG S7+ TABLET FOR VR SIMULATOR	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	20297	SAMSUNG S7+ TABLET CASE FOR VR SIMULATOR	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	20298	VR-ENABLED GLOCK 19 CONTROLLER	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	22196	TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE)	4	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	22197	TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE)	4	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$25,200.00</b>	<b>\$2,028.60</b>	<b>\$27,228.60</b>

  

<b>Aug 2022</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Invoice Upon Fulfillment	20379	VR 1-DAY SERVICE	1	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

  

<b>Jul 2023</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 2	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	\$25,200.00	\$2,028.60	\$27,228.60
<b>Total</b>				<b>\$25,200.00</b>	<b>\$2,028.60</b>	<b>\$27,228.60</b>

  

<b>Jul 2024</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 3	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	\$25,200.00	\$2,028.60	\$27,228.60
<b>Total</b>				<b>\$25,200.00</b>	<b>\$2,028.60</b>	<b>\$27,228.60</b>

  

<b>Jul 2025</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 4	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	\$25,200.00	\$2,028.60	\$27,228.60
<b>Total</b>				<b>\$25,200.00</b>	<b>\$2,028.60</b>	<b>\$27,228.60</b>

  

<b>Jul 2026</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 5	20370	FULL VR TASER 7 ADD-ON USER ACCESS	120	\$25,200.00	\$2,028.60	\$27,228.60
<b>Total</b>				<b>\$25,200.00</b>	<b>\$2,028.60</b>	<b>\$27,228.60</b>

**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 [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. 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](http://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.

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Signature

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Date Signed

8/17/2022

