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 Scottsdale, Arizona 85255
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 International: +1.800.978.2737

Q-596323-45491.910DB

Issued: 07/18/2024

Quote Expiration: 07/31/2024

Estimated Contract Start Date: 10/01/2024

Account Number: 122134

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
San Luis Police Dept. - AZ 1030 E UNION ST SAN LUIS, AZ 85349-9991 USA	San Luis Police Dept. - AZ PO Box 3720 San Luis AZ 85349-3720 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Daniel Birt Phone: Email: dbirt@axon.com Fax:	Alan Guevara Phone: (928) 627-8881 Email: aguevara@sanluisaz.gov Fax: (928) 341-2477

Quote Summary

Program Length	60 Months
TOTAL COST	\$371,764.01
ESTIMATED TOTAL W/ TAX	\$401,939.91

Discount Summary

Average Savings Per Year	\$25,057.24
TOTAL SAVINGS	\$125,286.19

Payment Summary

Date	Subtotal	Tax	Total
Sep 2024	\$371,764.01	\$30,175.90	\$401,939.91
Total	\$371,764.01	\$30,175.90	\$401,939.91

Quote Unbundled Price: \$497,050.20
 Quote List Price: \$411,096.60
 Quote Subtotal: \$371,764.01

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									
100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1			\$1.00	(\$17,814.95)	(\$17,814.95)	(\$1,908.34)	(\$19,723.29)
100552	TRANSFER CREDIT - GOODS	1			\$1.00	(\$2,675.64)	(\$2,675.64)	(\$215.39)	(\$2,891.03)
Fleet3ARe	Fleet 3 Advanced Renewal	2	60	\$231.35	\$189.57	\$189.57	\$22,748.40	\$1,898.14	\$24,646.54
Fleet3A	Fleet 3 Advanced	25	60	\$308.53	\$254.57	\$242.01	\$363,015.00	\$30,165.00	\$393,180.00
A la Carte Hardware									
F00011	BUNDLE - FLEET CRADLEPOINT R920 SINGLE MODEM KIT	2			\$1,464.00	\$1,464.00	\$2,928.00	\$236.49	\$3,164.49
A la Carte Services									
73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	2			\$1,700.00	\$1,700.00	\$3,400.00	\$0.00	\$3,400.00
A la Carte Warranties									
80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	2	60		\$1.36	\$1.36	\$163.20	\$0.00	\$163.20
Total							\$371,764.01	\$30,175.90	\$401,939.91

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - FLEET CRADLEPOINT R920 SINGLE MODEM KIT	100469	AXON FLEET 3 - SIM INSERTION - ATT FIRSTNET	2	1	09/01/2024
BUNDLE - FLEET CRADLEPOINT R920 SINGLE MODEM KIT	100989	AXON FLEET - CRADLEPOINT R920-C7A+5YR NETCLOUD	2	1	09/01/2024
Fleet 3 Advanced	100469	AXON FLEET 3 - SIM INSERTION - ATT FIRSTNET	25	1	09/01/2024
Fleet 3 Advanced	100989	AXON FLEET - CRADLEPOINT R920-C7A+5YR NETCLOUD	25	1	09/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL - SIGNAL UNIT	25	1	09/01/2024
Fleet 3 Advanced	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	25	1	09/01/2024
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	25	1	09/01/2024
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	25	1	09/01/2029
Fleet 3 Advanced Renewal	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	2	1	09/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	25	10/01/2024	09/30/2029
Fleet 3 Advanced	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	25	10/01/2024	09/30/2029
Fleet 3 Advanced	80402	AXON RESPOND - LICENSE - FLEET 3	25	10/01/2024	09/30/2029
Fleet 3 Advanced	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	50	10/01/2024	09/30/2029
Fleet 3 Advanced Renewal	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	2	10/01/2024	09/30/2029
Fleet 3 Advanced Renewal	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	2	10/01/2024	09/30/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced Renewal	80402	AXON RESPOND - LICENSE - FLEET 3	2	10/01/2024	09/30/2029
Fleet 3 Advanced Renewal	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	4	10/01/2024	09/30/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	25
Fleet 3 Advanced Renewal	73392	AXON FLEET 3 - INSTALLATION - UPGRADE (PER VEHICLE)	2
A la Carte	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	2

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced Renewal	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	2	10/01/2024	09/30/2029
A la Carte	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	2	10/01/2024	09/30/2029
Fleet 3 Advanced	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	25	09/01/2025	09/30/2029
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	25	09/01/2025	09/30/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1030 E UNION ST	SAN LUIS	AZ	85349-9991	USA

Payment Details

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Billing	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	2	\$3,400.00	\$0.00	\$3,400.00
Upfront Billing	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	2	\$163.20	\$0.00	\$163.20
Upfront Billing	F00011	BUNDLE - FLEET CRADLEPOINT R920 SINGLE MODEM KIT	2	\$2,928.00	\$236.49	\$3,164.49
Upfront Billing	Fleet3A	Fleet 3 Advanced	25	\$363,015.00	\$30,165.00	\$393,180.00
Upfront Billing	Fleet3ARe	Fleet 3 Advanced Renewal	2	\$22,748.40	\$1,898.14	\$24,646.54
Invoice Upon Fulfillment	100552	TRANSFER CREDIT - GOODS	1	(\$2,675.64)	(\$215.39)	(\$2,891.03)
Invoice Upon Fulfillment	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$17,814.95)	(\$1,908.34)	(\$19,723.29)
Total				\$371,764.01	\$30,175.90	\$401,939.91

Oct 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	Fleet3ARe	Fleet 3 Advanced Renewal	2	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00