



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Domestic: (800) 978-2737
International: +1.800.978.2737

Q-373408-44964.815CM

Issued: 02/07/2023

Quote Expiration:

Estimated Contract Start Date: 03/01/2023

Account Number: 119065

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Delivery;Invoice-303 S Johnson St 303 S Johnson St Visalia, CA 93291-6135 USA	Visalia Police Dept. - CA 303 S Johnson St Visalia, CA 93291-6135 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Chris Morton Phone: +1 2063106165 Email: cmorton@axon.com Fax:	Dan Ford Phone: (559) 734-8116 Email: daniel.ford@visalia.city Fax:

Quote Summary

Program Length	58 Months
TOTAL COST	\$374,414.00
ESTIMATED TOTAL W/ TAX	\$374,414.00

Discount Summary

Average Savings Per Year	\$959.77
TOTAL SAVINGS	\$4,638.90

Payment Summary

Date	Subtotal	Tax	Total
Feb 2023	\$60,227.20	\$0.00	\$60,227.20
Dec 2023	\$67,690.70	\$0.00	\$67,690.70
Dec 2024	\$75,046.03	\$0.00	\$75,046.03
Dec 2025	\$82,185.03	\$0.00	\$82,185.03
Dec 2026	\$89,265.04	\$0.00	\$89,265.04
Total	\$374,414.00	\$0.00	\$374,414.00

Quote List Price:
Quote Subtotal:

\$379,052.90
\$374,414.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Term	Qty	List Price	Net Price	Subtotal	Tax	Total
AB3 Multi Bay Dock Bundle								
74210	AXON BODY 3 - 8 BAY DOCK		1	\$1,595.00	\$0.00	\$0.00	\$0.00	\$0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		1	\$43.90	\$0.00	\$0.00	\$0.00	\$0.00
Individual Items								
100159	FLEET 3 - ALPR - API INTEGRATION SERVICES		1	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	58m	88	\$3,422.00	\$3,422.00	\$301,136.00	\$0.00	\$301,136.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	46m	11	\$2,714.00	\$2,714.00	\$29,854.00	\$0.00	\$29,854.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	34m	11	\$2,006.00	\$2,006.00	\$22,066.00	\$0.00	\$22,066.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	22m	11	\$1,298.00	\$1,298.00	\$14,278.00	\$0.00	\$14,278.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA	10m	12	\$590.00	\$590.00	\$7,080.00	\$0.00	\$7,080.00
Total						\$374,414.00	\$0.00	\$374,414.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	02/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	02/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	1	02/01/2023

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	03/01/2023	12/31/2027
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	03/01/2024	12/31/2027
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	03/01/2025	12/31/2027
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	03/01/2026	12/31/2027
A la Carte	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	12	03/01/2027	12/31/2027

Services

Bundle	Item	Description	QTY
A la Carte	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1

Payment Details

Feb 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$0.00	\$0.00	\$0.00
Year 1	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	\$60,227.20	\$0.00	\$60,227.20
Invoice Upon Fulfillment	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	74210	AXON BODY 3 - 8 BAY DOCK	1	\$0.00	\$0.00	\$0.00
Total				\$60,227.20	\$0.00	\$60,227.20

Dec 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$0.00	\$0.00	\$0.00
Year 2	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	\$60,227.20	\$0.00	\$60,227.20
Year 2	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,463.50	\$0.00	\$7,463.50
Total				\$67,690.70	\$0.00	\$67,690.70

Dec 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$0.00	\$0.00	\$0.00
Year 3	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	\$60,227.20	\$0.00	\$60,227.20
Year 3	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,355.33	\$0.00	\$7,355.33
Year 3	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,463.50	\$0.00	\$7,463.50
Total				\$75,046.03	\$0.00	\$75,046.03

Dec 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$0.00	\$0.00	\$0.00
Year 4	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	\$60,227.20	\$0.00	\$60,227.20
Year 4	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,139.00	\$0.00	\$7,139.00
Year 4	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,355.33	\$0.00	\$7,355.33
Year 4	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,463.50	\$0.00	\$7,463.50
Total				\$82,185.03	\$0.00	\$82,185.03

Dec 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$0.00	\$0.00	\$0.00
Year 5	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	88	\$60,227.20	\$0.00	\$60,227.20
Year 5	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,463.50	\$0.00	\$7,463.50
Year 5	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,355.34	\$0.00	\$7,355.34
Year 5	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	11	\$7,139.00	\$0.00	\$7,139.00
Year 5	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	12	\$7,080.00	\$0.00	\$7,080.00
Total				\$89,265.04	\$0.00	\$89,265.04

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 executed March 31, 2022, 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

Date Signed

2/7/2023

