



**Axon Enterprise, Inc.**  
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Q-452843-45000.004RH

Issued: 03/14/2023

Quote Expiration: 03/24/2023

Estimated Contract Start Date: 07/01/2023

Account Number: 306038

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Redmond Police Dept.-8701 160th Ave NE 8701 160th Ave NE Redmond, WA 98052-7510 USA	Redmond Police Dept. - WA PO Box 97010 Redmond, WA 98073-9710 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Rachel Hall Phone: Email: rhall@axon.com Fax:	Jeff Krakover Phone: Email: jkrakover@redmond.gov Fax:

## Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$299,214.22</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$329,434.92</b>

## Discount Summary

Average Savings Per Year	\$22,181.28
<b>TOTAL SAVINGS</b>	<b>\$110,906.38</b>

## Payment Summary

Date	Subtotal	Tax	Total
Jul 2023	\$59,842.86	\$6,044.14	\$65,887.00
Jul 2024	\$59,842.84	\$6,044.14	\$65,886.98
Jul 2025	\$59,842.84	\$6,044.14	\$65,886.98
Jul 2026	\$59,842.84	\$6,044.14	\$65,886.98
Jul 2027	\$59,842.84	\$6,044.14	\$65,886.98
<b>Total</b>	<b>\$299,214.22</b>	<b>\$30,220.70</b>	<b>\$329,434.92</b>

Quote Unbundled Price:	\$410,120.60
Quote List Price:	\$421,571.60
Quote Subtotal:	\$299,214.22

## Pricing

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

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
100552	TRANSFER CREDIT - GOODS	1			\$1.00	(\$83,582.14)	(\$83,582.14)	(\$8,441.80)	(\$92,023.94)
100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1			\$1.00	(\$38,773.24)	(\$38,773.24)	(\$3,916.10)	(\$42,689.34)
Fleet3B+TAP	Fleet 3 Basic + TAP	33	60	\$198.01	\$204.74	\$204.74	\$405,385.20	\$40,943.90	\$446,329.10
Fleet3B+TAP	Fleet 3 Basic + TAP	1	60	\$223.42	\$204.74	\$204.74	\$12,284.40	\$1,240.75	\$13,525.15
InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	60	\$38.78	\$32.50	\$32.50	\$3,900.00	\$393.95	\$4,293.95
<b>Total</b>							<b>\$299,214.22</b>	<b>\$30,220.70</b>	<b>\$329,434.92</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Basic + TAP	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	1	06/01/2023
Fleet 3 Basic + TAP	70112	AXON SIGNAL UNIT	33	06/01/2023
Fleet 3 Basic + TAP	70112	AXON SIGNAL UNIT	1	06/01/2023
Fleet 3 Basic + TAP	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	1	06/01/2023
Fleet 3 Basic + TAP	72036	FLEET 3 STANDARD 2 CAMERA KIT	33	06/01/2023
Fleet 3 Basic + TAP	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	06/01/2023
Fleet 3 Basic + TAP	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	06/01/2023
Fleet 3 Basic + TAP	72048	FLEET SIM INSERTION, ATT	1	06/01/2023
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	72002	FLEET 3 INTERIOR CAMERA, INTERIOR MOUNT	2	06/01/2023
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	72032	FLEET ETHERNET CABLE, CAT6, 20 FT	2	06/01/2023
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	72037	FLEET 3 INTERIOR CAMERA	2	06/01/2023
Fleet 3 Basic + TAP	72040	FLEET REFRESH, 2 CAMERA KIT	33	06/01/2028
Fleet 3 Basic + TAP	72040	FLEET REFRESH, 2 CAMERA KIT	1	06/01/2028
Fleet 3 Basic + TAP	72040	FLEET REFRESH, 2 CAMERA KIT	1	06/01/2028
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	72042	FLEET INTERIOR CAMERA REFRESH	2	06/01/2028

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP	80400	FLEET, VEHICLE LICENSE	33	07/01/2023	06/30/2028
Fleet 3 Basic + TAP	80400	FLEET, VEHICLE LICENSE	1	07/01/2023	06/30/2028
Fleet 3 Basic + TAP	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	66	07/01/2023	06/30/2028
Fleet 3 Basic + TAP	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	2	07/01/2023	06/30/2028
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	2	07/01/2023	06/30/2028

### Services

Bundle	Item	Description	QTY
Fleet 3 Basic + TAP	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	33
Fleet 3 Basic + TAP	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	1

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP	80379	EXT WARRANTY, AXON SIGNAL UNIT	33	07/01/2023	06/30/2028
Fleet 3 Basic + TAP	80379	EXT WARRANTY, AXON SIGNAL UNIT	1	07/01/2023	06/30/2028
Fleet 3 Basic + TAP	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	33	06/01/2024	06/30/2028
Fleet 3 Basic + TAP	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	06/01/2024	06/30/2028
Fleet 3 Basic + TAP	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	06/01/2024	06/30/2028
FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	80385	EXT WARRANTY, FLEET 3, INTERIOR CAMERA	2	06/01/2024	06/30/2028

## Payment Details

### Jul 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100552	TRANSFER CREDIT - GOODS	1	(\$16,716.42)	(\$1,688.36)	(\$18,404.78)
Year 1	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,754.64)	(\$783.22)	(\$8,537.86)
Year 1	Fleet3B+TAP	Fleet 3 Basic + TAP	33	\$81,077.00	\$8,188.78	\$89,265.78
Year 1	Fleet3B+TAP	Fleet 3 Basic + TAP	1	\$2,456.88	\$248.15	\$2,705.03
Year 1	InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	\$780.04	\$78.79	\$858.83
<b>Total</b>				<b>\$59,842.86</b>	<b>\$6,044.14</b>	<b>\$65,887.00</b>

### Jul 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100552	TRANSFER CREDIT - GOODS	1	(\$16,716.43)	(\$1,688.36)	(\$18,404.79)
Year 2	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,754.65)	(\$783.22)	(\$8,537.87)
Year 2	Fleet3B+TAP	Fleet 3 Basic + TAP	33	\$81,077.05	\$8,188.78	\$89,265.83
Year 2	Fleet3B+TAP	Fleet 3 Basic + TAP	1	\$2,456.88	\$248.15	\$2,705.03
Year 2	InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	\$779.99	\$78.79	\$858.78
<b>Total</b>				<b>\$59,842.84</b>	<b>\$6,044.14</b>	<b>\$65,886.98</b>

### Jul 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100552	TRANSFER CREDIT - GOODS	1	(\$16,716.43)	(\$1,688.36)	(\$18,404.79)
Year 3	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,754.65)	(\$783.22)	(\$8,537.87)
Year 3	Fleet3B+TAP	Fleet 3 Basic + TAP	33	\$81,077.05	\$8,188.78	\$89,265.83
Year 3	Fleet3B+TAP	Fleet 3 Basic + TAP	1	\$2,456.88	\$248.15	\$2,705.03
Year 3	InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	\$779.99	\$78.79	\$858.78
<b>Total</b>				<b>\$59,842.84</b>	<b>\$6,044.14</b>	<b>\$65,886.98</b>

### Jul 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100552	TRANSFER CREDIT - GOODS	1	(\$16,716.43)	(\$1,688.36)	(\$18,404.79)
Year 4	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,754.65)	(\$783.22)	(\$8,537.87)
Year 4	Fleet3B+TAP	Fleet 3 Basic + TAP	33	\$81,077.05	\$8,188.78	\$89,265.83
Year 4	Fleet3B+TAP	Fleet 3 Basic + TAP	1	\$2,456.88	\$248.15	\$2,705.03
Year 4	InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	\$779.99	\$78.79	\$858.78
<b>Total</b>				<b>\$59,842.84</b>	<b>\$6,044.14</b>	<b>\$65,886.98</b>

### Jul 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100552	TRANSFER CREDIT - GOODS	1	(\$16,716.43)	(\$1,688.36)	(\$18,404.79)
Year 5	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$7,754.65)	(\$783.22)	(\$8,537.87)
Year 5	Fleet3B+TAP	Fleet 3 Basic + TAP	33	\$81,077.05	\$8,188.78	\$89,265.83
Year 5	Fleet3B+TAP	Fleet 3 Basic + TAP	1	\$2,456.88	\$248.15	\$2,705.03

**Jul 2027**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	InteriorCam+TAP	FLEET 3 INTERIOR CAMERA, ADD-ON BUNDLE WITH TAP	2	\$779.99	\$78.79	\$858.78
<b>Total</b>				<b>\$59,842.84</b>	<b>\$6,044.14</b>	<b>\$65,886.98</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.

## Exceptions to Standard Terms and Conditions

Agency has existing contract #00066881 and is terminating that contract upon the new license start date (7/1/2023) of this quote.

The parties agree that Axon is granting a refund of \$122,355.38 to refund paid, but undelivered services. This discount is based on a ship date range of 6/1/2023 - 6/15/2023, resulting in a 7/1/2023 license date. Any change in this date and resulting license start date will result in modification of this discount value which may result in additional fees due to or from Axon.

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Signature

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Date Signed

3/14/2023

