



Axon Enterprise, Inc.
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 United States
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Q-497365-45559.975JW

Issued: 09/24/2024

Quote Expiration: 09/30/2024

Estimated Contract Start Date: 11/01/2024

Account Number: 109256

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Seguin Police Dept. - TX 350 N Guadalupe St Seguin, TX 78155-4447 USA	Seguin Police Dept. - TX 350 N Guadalupe St Seguin TX 78155-4447 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Jerrod Wilson Phone: 903-830-5660 Email: jewilson@axon.com Fax:	Marcos Martinez Phone: (830) 401-2369 Email: mmartinez@seguintexas.gov Fax: (830) 4012379

Quote Summary

Program Length	60 Months
TOTAL COST	\$765,350.00
ESTIMATED TOTAL W/ TAX	\$765,350.00

Discount Summary

Average Savings Per Year	\$51,956.00
TOTAL SAVINGS	\$259,780.00

Payment Summary

Date	Subtotal	Tax	Total
Oct 2024	\$76,535.00	\$0.00	\$76,535.00
Oct 2025	\$172,203.75	\$0.00	\$172,203.75
Oct 2026	\$172,203.75	\$0.00	\$172,203.75
Oct 2027	\$172,203.75	\$0.00	\$172,203.75
Oct 2028	\$172,203.75	\$0.00	\$172,203.75
Total	\$765,350.00	\$0.00	\$765,350.00

Quote Unbundled Price:	\$1,025,130.00
Quote List Price:	\$934,860.00
Quote Subtotal:	\$765,350.00

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									
Fleet3A	Fleet 3 Advanced	50	60	\$284.66	\$254.57	\$231.57	\$694,710.00	\$0.00	\$694,710.00
A la Carte Hardware									
R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	60		\$3,363.00	\$22.63	\$67,890.00	\$0.00	\$67,890.00
A la Carte Services									
100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1			\$3,000.00	\$2,750.00	\$2,750.00	\$0.00	\$2,750.00
Total							\$765,350.00	\$0.00	\$765,350.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
	100146	AXON FLEET - CRADLEPOINT R1900-5GB-GA+5YR NETCLOUD	50		10/01/2024
	71203	AXON FLEET - AIRGAIN ANT - 7-IN-1 4LTE/5G 2WIFI 1GNSS BL	50		10/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL - SIGNAL UNIT	50		10/01/2024
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	1		10/01/2024
Fleet 3 Advanced	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	50		10/01/2024
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	1		10/01/2029
Fleet 3 Advanced	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	50		10/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	50	11/01/2024	10/31/2029
Fleet 3 Advanced	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	50	11/01/2024	10/31/2029
Fleet 3 Advanced	80402	AXON RESPOND - LICENSE - FLEET 3	50	11/01/2024	10/31/2029
Fleet 3 Advanced	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	100	11/01/2024	10/31/2029

Services

Bundle	Item	Description	QTY
	100738	AXON FLEET 3 - SIM INSERTION - VZW 4FF	50
Fleet 3 Advanced	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	50
A la Carte	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	50	10/01/2025	10/31/2029
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	50	10/01/2025	10/31/2029
Fleet 3 Advanced	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	10/01/2025	10/31/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
	350 N Guadalupe St	Seguin	TX	78155-4447	USA

Payment Details

Oct 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1	\$275.00	\$0.00	\$275.00
Year 1	Fleet3A	Fleet 3 Advanced	50	\$69,471.00	\$0.00	\$69,471.00
Year 1	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	\$6,789.00	\$0.00	\$6,789.00
Total				\$76,535.00	\$0.00	\$76,535.00

Oct 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1	\$618.75	\$0.00	\$618.75
Year 2	Fleet3A	Fleet 3 Advanced	50	\$156,309.74	\$0.00	\$156,309.74
Year 2	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	\$15,275.26	\$0.00	\$15,275.26
Total				\$172,203.75	\$0.00	\$172,203.75

Oct 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1	\$618.75	\$0.00	\$618.75
Year 3	Fleet3A	Fleet 3 Advanced	50	\$156,309.74	\$0.00	\$156,309.74
Year 3	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	\$15,275.26	\$0.00	\$15,275.26
Total				\$172,203.75	\$0.00	\$172,203.75

Oct 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1	\$618.75	\$0.00	\$618.75
Year 4	Fleet3A	Fleet 3 Advanced	50	\$156,309.74	\$0.00	\$156,309.74
Year 4	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	\$15,275.26	\$0.00	\$15,275.26
Total				\$172,203.75	\$0.00	\$172,203.75

Oct 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100159	AXON FLEET 3 - SERVICES - ALPR API INTEGRATION	1	\$618.75	\$0.00	\$618.75
Year 5	Fleet3A	Fleet 3 Advanced	50	\$156,309.74	\$0.00	\$156,309.74
Year 5	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	50	\$15,275.26	\$0.00	\$15,275.26
Total				\$172,203.75	\$0.00	\$172,203.75

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.

Contract BuyBoard Contract 648-21 is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

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 <https://www.axon.com/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), 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

9/24/2024

