



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Master Agreement # OK-MA-145-015
NASPO

Q-522084-45247.676MD

Issued: 11/17/2023

Quote Expiration: 12/31/2023

Estimated Contract Start Date:
03/01/2024

Account Number: 315001

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Delivery-200 E Section Ave 200 E Section Ave Foley, AL 36535-2703 USA	Foley Police Dept. - AL Accounts Payable PO Box 1750 Foley AL 36536-1750 USA Email:	Capri Wesley Phone: 334-655-0690 Email: cjesley@axon.com Fax:	Bryan Shiver Phone: 251-424-0292 Email: bshiver@foleypolice.org Fax: (251) 943-2969

Quote Summary

Program Length	120 Months
TOTAL COST	\$1,226,427.06
ESTIMATED TOTAL W/ TAX	\$1,226,427.06

Discount Summary

Average Savings Per Year	\$10,707.57
TOTAL SAVINGS	\$107,075.72

Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$65,000.00	\$0.00	\$65,000.00
Oct 2024	\$116,142.71	\$0.00	\$116,142.71
Oct 2025	\$116,142.71	\$0.00	\$116,142.71
Oct 2026	\$116,142.71	\$0.00	\$116,142.71
Oct 2027	\$116,142.71	\$0.00	\$116,142.71

Payment Summary

Date	Subtotal	Tax	Total
Oct 2028	\$116,142.71	\$0.00	\$116,142.71
Oct 2029	\$116,142.71	\$0.00	\$116,142.71
Oct 2030	\$116,142.70	\$0.00	\$116,142.70
Oct 2031	\$116,142.70	\$0.00	\$116,142.70
Oct 2032	\$116,142.70	\$0.00	\$116,142.70
Oct 2033	\$116,142.70	\$0.00	\$116,142.70
Total	\$1,226,427.06	\$0.00	\$1,226,427.06

Quote Unbundled Price:	\$1,333,502.78
Quote List Price:	\$1,324,233.98
Quote Subtotal:	\$1,226,427.06

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundle d	List Price	Net Price	Subtotal	Tax	Total
Program									
100552	TRANSFER CREDIT - GOODS AXON	1			\$1.00	(\$6,160.14)	(\$6,160.14)	\$0.00	(\$6,160.14)
Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	60	\$134.00	\$128.91	\$112.88	\$94,819.20	\$0.00	\$94,819.20
Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	60	\$134.00	\$128.91	\$112.88	\$94,819.20	\$0.00	\$94,819.20
Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	120	\$191.02	\$190.89	\$188.94	\$1,042,948.80	\$0.00	\$1,042,948.80
A la Carte Hardware									
72036	FLEET 3 STANDARD 2 CAMERA KIT	14			\$2,695.00	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Warranties									
80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	109		\$10.63	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$1,226,427.06	\$0.00	\$1,226,427.06

Delivery Schedule

Hardware

Bundle	Item	Description	QT Y	Estimated Delivery Date
Fleet 3 Basic + TAP 10 Year	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	46	02/01/2024
Fleet 3 Basic + TAP 10 Year	70112	AXON SIGNAL UNIT	46	02/01/2024
Fleet 3 Basic + TAP 10 Year	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	46	02/01/2024
Fleet 3 Basic + TAP 10 Year	72034	FLEET SIM INSERTION, VZW	46	02/01/2024
Fleet 3 Basic + TAP 10 Year	72036	FLEET 3 STANDARD 2 CAMERA KIT	46	02/01/2024
Fleet 3 Basic + TAP 10 Year	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	02/01/2024
A la Carte	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	02/01/2024
Fleet 3 Basic + TAP 10 Year	72040	FLEET REFRESH, 2 CAMERA KIT	46	02/01/2029
Fleet 3 Basic + TAP 10 Year	72040	FLEET REFRESH, 2 CAMERA KIT	1	02/01/2029
Fleet 3 Basic + TAP Renewal	72040	FLEET REFRESH, 2 CAMERA KIT	14	02/01/2029
Fleet 3 Basic + TAP 10 Year	100092	FLEET REFRESH TWO, 2 CAMERA KIT	46	02/01/2034
Fleet 3 Basic + TAP 10 Year	100092	FLEET REFRESH TWO, 2 CAMERA KIT	1	02/01/2034
Fleet 3 Basic + TAP Renewal	72040	FLEET REFRESH, 2 CAMERA KIT	14	02/01/2034

Software

Bundle	Item	Description	QT Y	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP 10 Year	80400	FLEET, VEHICLE LICENSE	46	03/01/2024	02/28/2034
Fleet 3 Basic + TAP 10 Year	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	92	03/01/2024	02/28/2034
Fleet 3 Basic + TAP Renewal	80400	FLEET, VEHICLE LICENSE	14	03/01/2024	02/28/2029
Fleet 3 Basic + TAP Renewal	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	28	03/01/2024	02/28/2029
Fleet 3 Basic + TAP Renewal	80400	FLEET, VEHICLE LICENSE	14	03/01/2029	02/28/2034
Fleet 3 Basic + TAP Renewal	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	28	03/01/2029	02/28/2034

Services

Bundle	Item	Description	QTY
Fleet 3 Basic + TAP 10 Year	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	46
Fleet 3 Basic + TAP 10 Year	73392	FLEET 3 UPGRADE INSTALLATION (PER VEHICLE)	46
Fleet 3 Basic + TAP Renewal	73392	FLEET 3 UPGRADE INSTALLATION (PER VEHICLE)	14
Fleet 3 Basic + TAP Renewal	73392	FLEET 3 UPGRADE INSTALLATION (PER VEHICLE)	14

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP 10 Year	80379	EXT WARRANTY, AXON SIGNAL UNIT	46	02/01/2025	02/28/2034
Fleet 3 Basic + TAP 10 Year	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	46	02/01/2025	02/28/2034

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP 10 Year	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	02/01/2025	02/28/2034
Fleet 3 Basic + TAP Renewal	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	02/01/2025	02/28/2029
A la Carte	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	02/01/2025	02/28/2034
Fleet 3 Basic + TAP Renewal	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	02/01/2030	02/28/2034

Payment Details

Feb 2024

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 1 - Payment A	100552	TRANSFER CREDIT - GOODS AXON	1	(\$326.48)	\$0.00	(\$326.48)
Year 1 - Payment A	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 1 - Payment A	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 1 - Payment A	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$55,275.72	\$0.00	\$55,275.72
Year 1 - Payment A	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$5,025.38	\$0.00	\$5,025.38
Year 1 - Payment A	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$5,025.38	\$0.00	\$5,025.38
Total				\$65,000.00	\$0.00	\$65,000.00

Oct 2024

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 1 - Payment B	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 1 - Payment B	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 1 - Payment B	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 1 - Payment B	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 1 - Payment B	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 1 - Payment B	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2025

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 2	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 2	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 2	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 2	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 2	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 2	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2026

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 3	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 3	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 3	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 3	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 3	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 3	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2027						
Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 4	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 4	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 4	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 4	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 4	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 4	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2028						
Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 5	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 5	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 5	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 5	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 5	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 5	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2029						
Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 6	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 6	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 6	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 6	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.30	\$0.00	\$98,767.30
Year 6	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 6	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.71	\$0.00	\$116,142.71

Oct 2030						
Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 7	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 7	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 7	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 7	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.29	\$0.00	\$98,767.29
Year 7	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 7	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.70	\$0.00	\$116,142.70

Oct 2031

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 8	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 8	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 8	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 8	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.29	\$0.00	\$98,767.29
Year 8	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 8	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.70	\$0.00	\$116,142.70

Oct 2032

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 9	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 9	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 9	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 9	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.29	\$0.00	\$98,767.29
Year 9	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 9	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.70	\$0.00	\$116,142.70

Oct 2033

Invoice Plan	Item	Description	Qt y	Subtotal	Tax	Total
Year 10	100552	TRANSFER CREDIT - GOODS AXON	1	(\$583.37)	\$0.00	(\$583.37)
Year 10	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 10	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	\$0.00	\$0.00	\$0.00
Year 10	Fleet3B+TAP10Yr	Fleet 3 Basic + TAP 10 Year	46	\$98,767.29	\$0.00	\$98,767.29
Year 10	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Year 10	Fleet3B+TAPRe	Fleet 3 Basic + TAP Renewal	14	\$8,979.39	\$0.00	\$8,979.39
Total				\$116,142.70	\$0.00	\$116,142.70

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 NASPO - Alabama 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 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), 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 00076185 originated via Quote(s): Q-391963

Agency is terminating those contracts effective 04/01/2024. Any change in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Net Transfer Credit of (\$6,160.14) to the quote for paid but undelivered items.

Signature

Date Signed

11/17/2023

