

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Q-391963-44687.701TM

Issued: 05/06/2022



Quote Expiration: 06/30/2022

EST Contract Start Date: 06/01/2022

Account Number: 315001

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
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:

SALES REPRESENTATIVE	PRIMARY CONTACT
Ted Megremis Phone: Email: tmegremis@axon.com Fax:	Bryan Shiver Phone: (251) 943-4431 Email: bshiver@foleypolice.org Fax: (251) 943-2969

Program Length	82 Months
TOTAL COST	\$229,474.00
ESTIMATED TOTAL W/ TAX	\$229,474.00

Bundle Savings	\$87,235.82
Additional Savings	\$6,161.14
TOTAL SAVINGS	\$93,396.96

PAYMENT PLAN		
PLAN NAME	INVOICE DATE	AMOUNT DUE
Y1	May, 2022	\$30,457.00
Y2	Mar, 2023	\$30,457.00
Y3	Mar, 2024	\$33,712.00
Y4	Mar, 2025	\$33,712.00
Y5	Mar, 2026	\$33,712.00
Y6	Mar, 2027	\$33,712.00
Y7	Mar, 2028	\$33,712.00

BILLED ON FULFILLMENT

PLAN NAME	INVOICE DATE	AMOUNT DUE
None	As Fulfilled	\$0.00

Quote Details

Bundle Summary

Item	Description	QTY
DynamicBundle	Dynamic Bundle	1
Fleet2U	Fleet 2 Unlimited	14
DynamicBundle	Dynamic Bundle	1
Fleet3A	Fleet 3 Advanced	14

Bundle: Dynamic Bundle Quantity: 1 Start: 6/1/2022 End: 3/31/2024 Total: 21182 USD

Category	Item	Description	QTY
Other	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	14
Other	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	14
Other	72034	FLEET SIM INSERTION, VZW	14

Bundle: Fleet 2 Unlimited Quantity: 14 Start: 6/1/2022 End: 3/31/2024 Total: 39732 USD

Category	Item	Description	QTY
Storage	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	28
Vehicle License	87050	FLEET VIEW XL LICENSE	14
Camera Refresh	72040	FLEET REFRESH, 2 CAMERA KIT	14
Bundle Scaler	999999	BUNDLE SCALER	1
Camera Kit & Warranty	71088	AXON FLEET 2 KIT	14
Other	80397	EXT WARRANTY, FLEET 2 KIT	14

Bundle: Dynamic Bundle Quantity: 1 Start: 6/1/2022 End: 3/31/2029 Total: -6160 USD

Category	Item	Description	QTY
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Other	100552	TRANSFER CREDIT - GOODS	1
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Bundle: Fleet 3 Advanced Quantity: 14 Start: 4/1/2024 End: 3/31/2029 Total: 174720 USD			
Category	Item	Description	QTY
Bundle Scaler	999999	BUNDLE SCALER	1
Storage	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	28
E.com License	80400	FLEET, VEHICLE LICENSE	14
ALPR License	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	14
Respond License	80402	RESPOND DEVICE LICENSE - FLEET 3	14
Camera Kit & Warranty	72036	FLEET 3 STANDARD 2 CAMERA KIT	14
SIM	72034	FLEET SIM INSERTION, VZW	14
Router	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	14
Router Antenna	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	14
Vehicle Installation	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	14
Camera Refresh	72040	FLEET REFRESH, 2 CAMERA KIT	14
Axon Signal Unit	70112	AXON SIGNAL UNIT	14
Other	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14
Other	80379	EXT WARRANTY, AXON SIGNAL UNIT	14

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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.

Exceptions to Standard Terms and Conditions

Agency has existing contract #00020860 (originated via Q-193150) and is terminating that contract upon the new license start date (6/1/2022) of this quote. The parties agree that Axon is granting a refund of \$6,160 to refund paid, but undelivered services. This discount is based on a ship date range of 5/1/2022-5/15/2022, resulting in a 6/1/2022 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.

