



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 Phone: (800) 978-2737

Q-171856-43340.873ML

Issued: 08/28/2018

Quote Expiration: 09/30/2018

Account Number: 116457

Start Date: 10/01/2018

Payment Terms: Net 30

Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

Laura Egan

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PRIMARY CONTACT

Donald Ringer

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SHIP TO

Donald Ringer
 DAYTONA BEACH POLICE DEPT
 129 VALOR BLVD
 DAYTONA BEACH, FL 32114
 US

BILL TO

DAYTONA BEACH POLICE DEPT
 129 VALOR BLVD
 DAYTONA BEACH, FL 32114
 US

Year 1 -License Upgrade (10/1/2018-9/30/2019)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	190	948.00	418.06	79,431.40
85110	EVIDENCE.COM INCLUDED STORAGE	7,600	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	32	336.00	336.00	10,752.00
Subtotal					90,183.40
Estimated Shipping					0.00
Estimated Tax					0.00
Total					90,183.40

Year 1- New Users (10/1/2018-9/30/2019)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	4	336.00	336.00	1,344.00
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	25	948.00	948.00	23,700.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,000	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	50	468.00	468.00	23,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,500	0.00	0.00	0.00
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	25	499.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	25	0.00	0.00	0.00

Year 1- New Users (10/1/2018-9/30/2019) (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	25	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	25	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	4	42.00	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	4	1,495.00	0.00	0.00
Other					
71019	NORTH AMERICA POWERCORD, 6.5FT	4	10.00	0.00	0.00
				Subtotal	48,444.00
				Estimated Tax	0.00
				Total	48,444.00

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	8	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	8	0.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	8	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	8	0.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

Year 2 -Annual Licenses (10/1/2019-9/30/2020)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	190	948.00	948.00	180,120.00
85110	EVIDENCE.COM INCLUDED STORAGE	7,600	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	32	336.00	336.00	10,752.00
				Subtotal	190,872.00
				Estimated Tax	0.00
				Total	190,872.00

Year 2 - New Users Licensing (10/1/2019-9/30/2020)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	4	336.00	336.00	1,344.00
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	25	948.00	948.00	23,700.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,000	0.00	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	50	468.00	468.00	23,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,500	0.00	0.00	0.00
				Subtotal	48,444.00
				Estimated Tax	0.00
				Total	48,444.00

Year 3 - Annual Licenses (10/1/2020-9/30/2021)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	190	948.00	948.00	180,120.00
85110	EVIDENCE.COM INCLUDED STORAGE	7,600	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	32	336.00	336.00	10,752.00
				Subtotal	190,872.00
				Estimated Tax	0.00
				Total	190,872.00

Year 3 - New User Licensing (10/1/2020-9/30/2021)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	4	336.00	336.00	1,344.00
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	25	948.00	948.00	23,700.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,000	0.00	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	50	468.00	468.00	23,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,500	0.00	0.00	0.00
				Subtotal	48,444.00
				Estimated Tax	0.00
				Total	48,444.00

Year 4 - Annual Licenses (10/1/2021-9/30/2022)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80085	UNLIMITED BWC BUNDLE: YEAR 4 PAYMENT	190	948.00	948.00	180,120.00
85110	EVIDENCE.COM INCLUDED STORAGE	7,600	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	32	336.00	336.00	10,752.00
				Subtotal	190,872.00
				Estimated Tax	0.00
				Total	190,872.00

Year 4 - New User Licensing (10/1/2021-9/30/2022)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	4	336.00	336.00	1,344.00
80085	UNLIMITED BWC BUNDLE: YEAR 4 PAYMENT	25	948.00	948.00	23,700.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,000	0.00	0.00	0.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	50	468.00	468.00	23,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,500	0.00	0.00	0.00
				Subtotal	48,444.00
				Estimated Tax	0.00
				Total	48,444.00

Year 5- Annual Licenses (10/1/2022-9/30/2023)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	32	336.00	336.00	10,752.00
80086	UNLIMITED BWC BUNDLE: YEAR 5 PAYMENT	190	948.00	948.00	180,120.00
85110	EVIDENCE.COM INCLUDED STORAGE	7,600	0.00	0.00	0.00
				Subtotal	190,872.00
				Estimated Tax	0.00
				Total	190,872.00

Year 5- New Users (10/1/2022-9/30/2023)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	4	336.00	336.00	1,344.00
80086	UNLIMITED BWC BUNDLE: YEAR 5 PAYMENT	25	948.00	948.00	23,700.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,000	0.00	0.00	0.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	50	468.00	468.00	23,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,500	0.00	0.00	0.00
				Subtotal	48,444.00
				Estimated Tax	0.00
				Total	48,444.00
Grand Total					1,095,891.40

Discounts (USD)

Quote Expiration: 09/30/2018

List Amount	1,215,243.00
Discounts	119,351.60
Total	1,095,891.40

**If Agency requests expedited shipping, additional shipping charges will apply*

Summary of Payments

Payment	Amount (USD)
Year 1 -License Upgrade (10/1/2018-9/30/2019)	90,183.40
Year 1- New Users (10/1/2018-9/30/2019)	48,444.00
Spares	0.00
Year 2 -Annual Licenses (10/1/2019-9/30/2020)	190,872.00
Year 2 - New Users Licensing (10/1/2019-9/30/2020)	48,444.00
Year 3 - Annual Licenses (10/1/2020-9/30/2021)	190,872.00
Year 3 - New User Licensing (10/1/2020-9/30/2021)	48,444.00
Year 4 - Annual Licenses (10/1/2021-9/30/2022)	190,872.00
Year 4 - New User Licensing (10/1/2021-9/30/2022)	48,444.00
Year 5- Annual Licenses (10/1/2022-9/30/2023)	190,872.00

Summary of Payments (Continued)

Payment	Amount (USD)
Year 5- New Users (10/1/2022-9/30/2023)	48,444.00
Grand Total	1,095,891.40

Notes

Execution of this quote cancels and replaces recurring items, including services, referenced in quote Q-89486 (executed contract #10270).

The parties agree that Axon is providing a credit of \$100,688.00 by reducing to the List Unit Price of the Unlimited BWC Bundle item, applying the credit to the Year 1- License Upgrade section of the quote, to refund paid, but undelivered services. This credit is based on a ship date range of 9/2/2018-9/15/2019, resulting in a 10/1/2018 license date. Any change in this ship date and resulting license start date will result in modification of this credit value which may result in additional fees due to or from Axon.

The new 25 Body Worn Cameras (BWC) and 4 associated docks contained in this quote will be covered under the Taser Assurance Plan (TA) and will be eligible for 2 TAP replacements. Hardware Associated with 190 existing users will also receive 2 TAP replacements.

dock power cables added to order since BOM has changed

Unlimited Body Worn Camera Bundle Includes:

- Evidence.com Pro License
- Upgrades to your purchased AXON cameras and Docks at years 2.5 and 5 under TAP
- Extended warranties on AXON cameras and Docks for the duration of the Plan
- Unlimited Storage for your AXON devices and data from the Evidence Mobile App
- 40 GB of included storage for other digital media

Axon's Sales Terms and Conditions

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and the previously agreed upon terms and conditions between the City of Daytona Beach and Axon Enterprise, Inc. f/k/a TASER International, Inc. (Axon), as specifically listed below, and attached hereto:

1. TASER's Sales Terms and Conditions for Direct Sales to End User Purchasers dated June 19, 2013 between the City of Daytona Beach and Axon
2. TASER International, Inc.'s Sales Terms and Conditions for the Evidence.com Dock and AXON flex™ and AXON body Cameras TASER Assurance Plan (U.S. Only) (Effective May 15, 2015)
3. EVIDENCE.com Master Service Agreement between the City of Daytona Beach and Axon, dated June 19, 2013.

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.

Axon Enterprise, Inc.

The City of Daytona Beach

By:



By: _____

Derrick L. Henry, Mayor

Printed Name

Robert Driscoll
VP, Assoc General Counsel

Attest: _____

Letitia LaMagna, City Clerk

Date:

8/29/18

Date: _____

Approved as to legal form:

By: _____

Robert Jagger, City Attorney