

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
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Q-497345-45118.825NB

Issued: 07/11/2023

Quote Expiration: 07/31/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 110444

Payment Terms: N30

Delivery Method:

SHIP TO		BILL TO		SALES REPRESENTATIVE	PRIMARY CONTACT
Business;Delivery;Invoice-485 Gorman St		Shakopee Police Dept. - MN		Nick Butier	Chris Dellwo
485 Gorman St		485 Gorman St			
Shakopee,		Shakopee			
MN		MN		Phone:	Phone: (952) 233-9420
55379-2687		55379-2687			
USA		USA		Email: nbutier@axon.com	Email: cdellwo@shakopeemn.gov
		Email: cdellwo@ci.shakopee.mn.us		Fax:	Fax: (952) 233-9420

Quote Summary

Program Length	60 Months
TOTAL COST	\$398,589.90
ESTIMATED TOTAL W/ TAX	\$398,589.90

Discount Summary

Average Savings Per Year	\$25,923.60
TOTAL SAVINGS	\$129,618.00

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$79,717.98	\$0.00	\$79,717.98
Sep 2024	\$79,717.98	\$0.00	\$79,717.98
Sep 2025	\$79,717.98	\$0.00	\$79,717.98
Sep 2026	\$79,717.98	\$0.00	\$79,717.98
Sep 2027	\$79,717.98	\$0.00	\$79,717.98
Total	\$398,589.90	\$0.00	\$398,589.90

Quote Unbundled Price:	\$528,207.90
Quote List Price:	\$498,099.90
Quote Subtotal:	\$398,589.90

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									
BWCUwTAP	BWC Unlimited with TAP	52	60	\$108.23	\$98.58	\$98.58	\$307,569.60	\$0.00	\$307,569.60
A la Carte Hardware									
H00002	AB4 Multi Bay Dock Bundle	7			\$1,638.90	\$1,638.90	\$11,472.30	\$0.00	\$11,472.30
H00001	AB4 Camera Bundle	52			\$849.00	\$19.00	\$988.00	\$0.00	\$988.00
A la Carte Software									
73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	60		\$39.00	\$39.00	\$14,040.00	\$0.00	\$14,040.00
100165	UNLIMITED 3RD-PARTY STORAGE	58	60		\$29.00	\$15.67	\$54,520.00	\$0.00	\$54,520.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$0.00	\$0.00	\$0.00	\$0.00
80190	Evidence.com Channel Services	1			\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	\$10,000.00
Total							\$398,589.90	\$0.00	\$398,589.90

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	52	10/01/2023
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	1	10/01/2023
AB4 Camera Bundle	100466	USB-C to USB-C CABLE FOR AB4	58	10/01/2023
AB4 Camera Bundle	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	58	10/01/2023
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	7	10/01/2023
AB4 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	7	10/01/2023
AB4 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	7	10/01/2023
BWC Unlimited with TAP	73309	AXON CAMERA REFRESH ONE	53	03/01/2026
BWC Unlimited with TAP	73689	MULTI-BAY BWC DOCK 1ST REFRESH	7	03/01/2026
BWC Unlimited with TAP	73310	AXON CAMERA REFRESH TWO	53	09/01/2028
BWC Unlimited with TAP	73688	MULTI-BAY BWC DOCK 2ND REFRESH	7	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	52	10/01/2023	09/30/2028
BWC Unlimited with TAP	73746	PROFESSIONAL EVIDENCE.COM LICENSE	52	10/01/2023	09/30/2028
A la Carte	100165	UNLIMITED 3RD-PARTY STORAGE	58	10/01/2023	09/30/2028
A la Carte	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
A la Carte	80190	Evidence.com Channel Services	1
A la Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	52	10/01/2023	09/30/2028
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	1	10/01/2023	09/30/2028
BWC Unlimited with TAP	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	7	09/01/2024	09/30/2028

Payment Details

Sep 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100165	UNLIMITED 3RD-PARTY STORAGE	58	\$10,904.00	\$0.00	\$10,904.00
Year 1	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	\$2,808.00	\$0.00	\$2,808.00
Year 1	80190	Evidence.com Channel Services	1	\$2,000.00	\$0.00	\$2,000.00
Year 1	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 1	BWCUwTAP	BWC Unlimited with TAP	52	\$61,513.92	\$0.00	\$61,513.92
Year 1	H00001	AB4 Camera Bundle	52	\$197.60	\$0.00	\$197.60
Year 1	H00002	AB4 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Total				\$79,717.98	\$0.00	\$79,717.98

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100165	UNLIMITED 3RD-PARTY STORAGE	58	\$10,904.00	\$0.00	\$10,904.00
Year 2	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	\$2,808.00	\$0.00	\$2,808.00
Year 2	80190	Evidence.com Channel Services	1	\$2,000.00	\$0.00	\$2,000.00
Year 2	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 2	BWCUwTAP	BWC Unlimited with TAP	52	\$61,513.92	\$0.00	\$61,513.92
Year 2	H00001	AB4 Camera Bundle	52	\$197.60	\$0.00	\$197.60
Year 2	H00002	AB4 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Total				\$79,717.98	\$0.00	\$79,717.98

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100165	UNLIMITED 3RD-PARTY STORAGE	58	\$10,904.00	\$0.00	\$10,904.00
Year 3	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	\$2,808.00	\$0.00	\$2,808.00
Year 3	80190	Evidence.com Channel Services	1	\$2,000.00	\$0.00	\$2,000.00
Year 3	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 3	BWCUwTAP	BWC Unlimited with TAP	52	\$61,513.92	\$0.00	\$61,513.92
Year 3	H00001	AB4 Camera Bundle	52	\$197.60	\$0.00	\$197.60
Year 3	H00002	AB4 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Total				\$79,717.98	\$0.00	\$79,717.98

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100165	UNLIMITED 3RD-PARTY STORAGE	58	\$10,904.00	\$0.00	\$10,904.00
Year 4	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	\$2,808.00	\$0.00	\$2,808.00
Year 4	80190	Evidence.com Channel Services	1	\$2,000.00	\$0.00	\$2,000.00
Year 4	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 4	BWCUwTAP	BWC Unlimited with TAP	52	\$61,513.92	\$0.00	\$61,513.92
Year 4	H00001	AB4 Camera Bundle	52	\$197.60	\$0.00	\$197.60
Year 4	H00002	AB4 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46

Non-Binding Budgetary Estimate

Sep 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Total				\$79,717.98	\$0.00	\$79,717.98

Sep 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100165	UNLIMITED 3RD-PARTY STORAGE	58	\$10,904.00	\$0.00	\$10,904.00
Year 5	73746	PROFESSIONAL EVIDENCE.COM LICENSE	6	\$2,808.00	\$0.00	\$2,808.00
Year 5	80190	Evidence.com Channel Services	1	\$2,000.00	\$0.00	\$2,000.00
Year 5	85144	AXON STARTER	1	\$0.00	\$0.00	\$0.00
Year 5	BWCUwTAP	BWC Unlimited with TAP	52	\$61,513.92	\$0.00	\$61,513.92
Year 5	H00001	AB4 Camera Bundle	52	\$197.60	\$0.00	\$197.60
Year 5	H00002	AB4 Multi Bay Dock Bundle	7	\$2,294.46	\$0.00	\$2,294.46
Total				\$79,717.98	\$0.00	\$79,717.98

Non-Binding Budgetary Estimate

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.

