



Axon Enterprise, Inc.
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Q-460585-45007.637NB

Issued: 03/22/2023

Quote Expiration: 03/31/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 110444

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery;Invoice-485 Gorman St 485 Gorman St Shakopee, MN 55379-2687 USA	Shakopee Police Dept. - MN 485 Gorman St Shakopee, MN 55379-2687 USA Email: cdellwo@ci.shakopee.mn.us

SALES REPRESENTATIVE	PRIMARY CONTACT
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Quote Summary

Program Length	60 Months
TOTAL COST	\$175,113.60
ESTIMATED TOTAL W/ TAX	\$175,113.60

Discount Summary

Average Savings Per Year	\$6,539.52
TOTAL SAVINGS	\$32,697.60

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$150,000.00	\$0.00	\$150,000.00
Sep 2024	\$6,278.42	\$0.00	\$6,278.42
Sep 2025	\$6,278.42	\$0.00	\$6,278.42
Sep 2026	\$6,278.42	\$0.00	\$6,278.42
Sep 2027	\$6,278.34	\$0.00	\$6,278.34
Total	\$175,113.60	\$0.00	\$175,113.60

Quote Unbundled Price:	\$207,811.20
Quote List Price:	\$196,550.40
Quote Subtotal:	\$175,113.60

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									
Fleet3B+TAP	Fleet 3 Basic + TAP	16	60	\$216.47	\$204.74	\$182.41	\$175,113.60	\$0.00	\$175,113.60
Total							\$175,113.60	\$0.00	\$175,113.60

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Basic + TAP	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	16	09/01/2024
Fleet 3 Basic + TAP	70112	AXON SIGNAL UNIT	16	09/01/2024
Fleet 3 Basic + TAP	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	16	09/01/2024
Fleet 3 Basic + TAP	72034	FLEET SIM INSERTION, VZW	16	09/01/2024
Fleet 3 Basic + TAP	72036	FLEET 3 STANDARD 2 CAMERA KIT	16	09/01/2024
Fleet 3 Basic + TAP	72040	FLEET REFRESH, 2 CAMERA KIT	16	09/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP	80400	FLEET, VEHICLE LICENSE	16	10/01/2023	09/30/2028
Fleet 3 Basic + TAP	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	32	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
Fleet 3 Basic + TAP	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	16

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic + TAP	80379	EXT WARRANTY, AXON SIGNAL UNIT	16	10/01/2023	09/30/2028
Fleet 3 Basic + TAP	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	16	09/01/2025	09/30/2028

Payment Details

Sep 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3B+TAP	Fleet 3 Basic + TAP	16	\$150,000.00	\$0.00	\$150,000.00
Total				\$150,000.00	\$0.00	\$150,000.00

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3B+TAP	Fleet 3 Basic + TAP	16	\$6,278.42	\$0.00	\$6,278.42
Total				\$6,278.42	\$0.00	\$6,278.42

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3B+TAP	Fleet 3 Basic + TAP	16	\$6,278.42	\$0.00	\$6,278.42
Total				\$6,278.42	\$0.00	\$6,278.42

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3B+TAP	Fleet 3 Basic + TAP	16	\$6,278.42	\$0.00	\$6,278.42
Total				\$6,278.42	\$0.00	\$6,278.42

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3B+TAP	Fleet 3 Basic + TAP	16	\$6,278.34	\$0.00	\$6,278.34
Total				\$6,278.34	\$0.00	\$6,278.34

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.

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.