



AXON

Ann Arbor Police Dept. - MI

AXON SALES REPRESENTATIVE

Brian Moutinho

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ISSUED

5/18/2021



Axon Enterprise, Inc.
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SALES REPRESENTATIVE

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SHIP TO

Jonathan McDonagh
Ann Arbor Police Dept. - MI
301 E HURON ST
ANN ARBOR, MI 48104
US

BILL TO

Ann Arbor Police Dept. - MI
301 E HURON ST
ANN ARBOR, MI 48104
US

Year 1 - TAP Refresh #00023680

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
73202	AXON BODY 3 - NA10		95	0.00	0.00	0.00
74210	AXON BODY 3 - 8 BAY DOCK		17	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		104	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		95	0.00	0.00	0.00
Other						
73827	AB3 CAMERA TAP WARRANTY	60	95	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	17	0.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		17	0.00	0.00	0.00
Subtotal						0.00
Estimated Shipping						0.00
Estimated Tax						0.00
Total						0.00

Year 1 - OSP7

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73682	AUTO TAGGING LICENSE	60	95	0.00	0.00	0.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	350.00	700.00

Year 1 - OSP7 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	3	300.00	300.00	900.00
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT	12	3	1,188.00	1,188.00	3,564.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	52	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	52	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	95	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	95	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	950	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	95	0.00	0.00	0.00
73449	RESPOND DEVICE LICENSE	60	95	0.00	0.00	0.00
73638	STANDARDS ACCESS LICENSE	60	95	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	95	0.00	0.00	0.00
73687	EVIDENCE.COM VIEWER LICENSE	60	1	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
Hardware						
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		95	0.00	0.00	0.00
75015	SIGNAL SIDEARM KIT		95	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		2	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		95	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		95	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		285	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		285	0.00	0.00	0.00
22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS		50	0.00	0.00	0.00
22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		50	0.00	0.00	0.00

Year 1 - OSP7 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		190	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		190	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		190	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		190	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		190	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		114	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		114	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR		1	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		1	0.00	0.00	0.00
74200	TASER 7 6-BAY DOCK AND CORE		1	0.00	0.00	0.00
80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7		1	0.00	0.00	0.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	95	108.00	108.00	10,260.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	52	180.00	180.00	9,360.00
73946	OFFICER SAFETY PLAN 7 BUNDLE HEADER	60	95	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	95	1,908.00	2,953.52	280,584.40
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)		1	0.00	0.00	0.00
Services						
85147	CEW STARTER		1	2,750.00	0.00	0.00
					Subtotal	305,368.40
					Estimated Tax	0.00
					Total	305,368.40

Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
73202	AXON BODY 3 - NA10		3	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		3	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		3	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		3	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		3	0.00	0.00	0.00
Other						
73827	AB3 CAMERA TAP WARRANTY	60	3	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	3	300.00	89.33	267.99
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT	12	3	1,188.00	1,188.00	3,564.00
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		190	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		190	0.00	0.00	0.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	95	108.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	52	180.00	180.00	9,360.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	95	1,908.00	1,908.00	181,260.00

Year 2 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
					Subtotal	194,451.99
					Estimated Tax	0.00
					Total	194,451.99

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	3	300.00	0.00	0.00
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT	12	3	1,188.00	0.00	0.00
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		190	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		190	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		190	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		190	0.00	0.00	0.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	95	108.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	52	180.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		95	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	95	1,908.00	1,457.38	138,451.10
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		3	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		17	0.00	0.00	0.00

Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
					Subtotal	138,451.10
					Estimated Tax	0.00
					Total	138,451.10

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	3	300.00	0.00	0.00
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT	12	3	1,188.00	0.00	0.00
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		190	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		190	0.00	0.00	0.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	95	108.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	52	180.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	95	1,908.00	1,457.38	138,451.10
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
					Subtotal	138,451.10
					Estimated Tax	0.00
					Total	138,451.10

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	3	300.00	0.00	0.00
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT	12	3	1,188.00	0.00	0.00
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		190	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		190	0.00	0.00	0.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	95	108.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	52	180.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		95	0.00	0.00	0.00
73958	OFFICER SAFETY PLAN 7 PAYMENT	12	95	1,908.00	1,457.38	138,451.10
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		3	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		17	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
					Subtotal	138,451.10
					Estimated Tax	0.00
					Total	138,451.10

Grand Total 915,173.69

Discounts (USD)

Quote Expiration: 06/30/2021

List Amount	1,032,970.00
Discounts	117,796.31
Total	915,173.69

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - TAP Refresh #00023680	0.00
Year 1 - OSP7	305,368.40
Spares	0.00
Year 2	194,451.99
Year 3	138,451.10
Year 4	138,451.10
Year 5	138,451.10
Grand Total	915,173.69

Notes

Execution of this quote will terminate contracts associated with Q-202008 (executed contract #23680) with Axon and will start a new 60 month contract.

The parties agree that Axon is granting a credit of \$4,422.80 (applied to Year 1 Payment) for paid but undelivered services. This credit is based on a ship date range of 6/15/2021-6/31/2021, resulting in a 7/15/2021 contract start date. Any change in this ship date and resulting contract start date will result in modification of this credit value which may result in additional fees due to or from Axon.

100% discounted body-worn camera and docking station hardware contained in Year 1 reflects a TAP replacement for hardware purchased under existing contract #23680. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

Purchase of TASER 7 are governed by the TASER 7 Agreement located at <https://www.axon.com/legal/sales-terms-and-conditions> and not the Master Services and Purchasing Agreement referenced below.

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

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) and 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), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. **The Axon Customer Experience Improvement Program Appendix ONLY applies to Customers in the USA.** 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 contemplates the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix. 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.

Signature: _____	Date: _____
Name (Print): _____	Title: _____
PO# (Or write N/A): _____	

Please sign and email to Brian Moutinho at bmoutinho@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

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Axon Internal Use Only

		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		

ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	