



**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
 Domestic: (800) 978-2737  
 International: +1.800.978.2737

Q-406774-44760.892GG

Issued: 07/18/2022

Quote Expiration: 09/15/2022

Estimated Contract Start Date: 10/01/2022

Account Number: 111157

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
301 E Huron St 301 E Huron St Ann Arbor, MI 48104-1908 USA	Ann Arbor Police Dept. - MI 301 E Huron St Ann Arbor, MI 48104-1908 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Graeme Gill Phone: Email: ggill@axon.com Fax:	Brandon Knobelsdorf Phone: (734) 794-6930 Email: bknobelsdorf@a2gov.org Fax: (734) 794-9928

### Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$114,225.00</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$114,225.00</b>

### Discount Summary

Average Savings Per Year	\$4,126.29
<b>TOTAL SAVINGS</b>	<b>\$20,631.46</b>

### Payment Summary

Date	Subtotal	Tax	Total
Sep 2022	\$22,020.02	\$0.00	\$22,020.02
Oct 2022	\$4,124.90	\$0.00	\$4,124.90
Sep 2023	\$22,020.02	\$0.00	\$22,020.02
Sep 2024	\$22,020.02	\$0.00	\$22,020.02
Sep 2025	\$22,020.02	\$0.00	\$22,020.02
Sep 2026	\$22,020.02	\$0.00	\$22,020.02
<b>Total</b>	<b>\$114,225.00</b>	<b>\$0.00</b>	<b>\$114,225.00</b>

Quote Unbundled Price:	\$134,856.46
Quote List Price:	\$134,856.46
Quote Subtotal:	\$114,225.00

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
20378	HTC FOCUS 3 VR HEADSET	5			\$1,800.00	\$0.00	\$0.00	\$0.00	\$0.00
VRCK	VR Controller Kit	2			\$2,271.23	\$0.00	\$0.00	\$0.00	\$0.00
<b>A la Carte Software</b>									
20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	60		\$17.50	\$16.68	\$110,100.10	\$0.00	\$110,100.10
<b>A la Carte Services</b>									
20379	VR 1-DAY SERVICE	1			\$4,125.00	\$4,124.90	\$4,124.90	\$0.00	\$4,124.90
<b>A la Carte Warranties</b>									
100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	60		\$5.63	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>							<b>\$114,225.00</b>	<b>\$0.00</b>	<b>\$114,225.00</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
VR Controller Kit	100126	AXON VR TACTICAL BAG	2	09/01/2022
VR Controller Kit	100186	HTC FOCUS 3 WRIST TRACKER	4	09/01/2022
VR Controller Kit	20296	SAMSUNG S7+ TABLET FOR VR SIMULATOR	2	09/01/2022
VR Controller Kit	20297	SAMSUNG S7+ TABLET CASE FOR VR SIMULATOR	2	09/01/2022
VR Controller Kit	20298	VR-ENABLED GLOCK 19 CONTROLLER	2	09/01/2022
VR Controller Kit	22196	TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE)	4	09/01/2022
VR Controller Kit	22197	TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE)	4	09/01/2022
A la Carte	20378	HTC FOCUS 3 VR HEADSET	5	09/01/2022

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	10/01/2022	09/30/2027

### Services

Bundle	Item	Description	QTY
A la Carte	20379	VR 1-DAY SERVICE	1

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
VR Controller Kit	100198	AXON VR CONTROLLER KIT - WARRANTY	2	10/01/2022	08/31/2027
A la Carte	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	10/01/2022	09/30/2027

## Payment Details

### Sep 2022

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Year 1	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	\$22,020.02	\$0.00	\$22,020.02
Year 1	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00
Year 1	VRCK	VR Controller Kit	2	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$22,020.02</b>	<b>\$0.00</b>	<b>\$22,020.02</b>

### Oct 2022

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	20379	VR 1-DAY SERVICE	1	\$4,124.90	\$0.00	\$4,124.90
<b>Total</b>				<b>\$4,124.90</b>	<b>\$0.00</b>	<b>\$4,124.90</b>

### Sep 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Year 2	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	\$22,020.02	\$0.00	\$22,020.02
Year 2	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00
Year 2	VRCK	VR Controller Kit	2	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$22,020.02</b>	<b>\$0.00</b>	<b>\$22,020.02</b>

### Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Year 3	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	\$22,020.02	\$0.00	\$22,020.02
Year 3	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00
Year 3	VRCK	VR Controller Kit	2	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$22,020.02</b>	<b>\$0.00</b>	<b>\$22,020.02</b>

### Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Year 4	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	\$22,020.02	\$0.00	\$22,020.02
Year 4	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00
Year 4	VRCK	VR Controller Kit	2	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$22,020.02</b>	<b>\$0.00</b>	<b>\$22,020.02</b>

### Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100197	HTC FOCUS 3 VR HEADSET - WARRANTY	5	\$0.00	\$0.00	\$0.00
Year 5	20370	FULL VR TASER 7 ADD-ON USER ACCESS	110	\$22,020.02	\$0.00	\$22,020.02
Year 5	20378	HTC FOCUS 3 VR HEADSET	5	\$0.00	\$0.00	\$0.00

**Sep 2026**

<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 5	VRCK	VR Controller Kit	2	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$22,020.02</b>	<b>\$0.00</b>	<b>\$22,020.02</b>

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](http://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](http://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.

# Exceptions to Standard Terms and Conditions

A discount of \$5,400 is included on this quote. This discount is contingent on a signed contract returned to Axon no later than 9/30/2022.

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Signature

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Date Signed

7/18/2022

