



Axon Enterprise, Inc.
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 United States
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 International: +1.800.978.2737

Q-421599-45320.714CM

Issued: 01/29/2024



Quote Expiration:

Estimated Contract Start Date: 03/01/2024

Account Number: 108382

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Salinas Police Dept. - CA 222 Lincoln Ave Salinas, CA 93901-2758 USA	Salinas Police Dept. - CA 312 E ALISAL ST SALINAS CA 93901 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Chris Morton Phone: +1 2063106165 Email: cmorton@axon.com Fax:	Angel Gonzalez Phone: 831-206-2105 Email: angelg@ci.salinas.ca.us Fax:

Quote Summary

Program Length	31 Months
TOTAL COST	\$237,052.96
ESTIMATED TOTAL W/ TAX	\$237,746.71

Discount Summary

Average Savings Per Year	\$0.00
TOTAL SAVINGS	\$0.00

Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$75,939.57	\$222.24	\$76,161.81
Sep 2024	\$78,977.15	\$231.13	\$79,208.28
Sep 2025	\$82,136.24	\$240.38	\$82,376.62
Total	\$237,052.96	\$693.75	\$237,746.71

Quote Unbundled Price:	\$237,052.96
Quote List Price:	\$237,052.96
Quote Subtotal:	\$237,052.96

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Hardware									
100535	AXON AIR - PARSEC LTE-1700	1			\$7,500.00	\$7,500.00	\$7,500.00	\$693.75	\$8,193.75
A la Carte Software									
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	171	31		\$10.32	\$10.32	\$54,706.32	\$0.00	\$54,706.32
73739	AXON PERFORMANCE - LICENSE	171	31		\$10.32	\$10.32	\$54,706.32	\$0.00	\$54,706.32
85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	176	31		\$21.47	\$21.47	\$117,140.32	\$0.00	\$117,140.32
A la Carte Services									
79999	AXON EVIDENCE - IMPLEMENTATION FOR AUTO TAGGING/PERFORMANCE	1			\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
Total							\$237,052.96	\$693.75	\$237,746.71

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
A la Carte	100535	AXON AIR - PARSEC LTE-1700	1	02/01/2024

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	171	03/01/2024	09/30/2026
A la Carte	73739	AXON PERFORMANCE - LICENSE	171	03/01/2024	09/30/2026
A la Carte	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	176	03/01/2024	09/30/2026

Services

Bundle	Item	Description	QTY
A la Carte	79999	AXON EVIDENCE - IMPLEMENTATION FOR AUTO TAGGING/PERFORMANCE	1

Payment Details

Feb 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100535	AXON AIR - PARSEC LTE-1700	1	\$2,402.61	\$222.24	\$2,624.85
Year 1	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	171	\$17,525.09	\$0.00	\$17,525.09
Year 1	73739	AXON PERFORMANCE - LICENSE	171	\$17,525.09	\$0.00	\$17,525.09
Year 1	79999	AXON EVIDENCE - IMPLEMENTATION FOR AUTO TAGGING/PERFORMANCE	1	\$961.05	\$0.00	\$961.05
Year 1	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	176	\$37,525.73	\$0.00	\$37,525.73
Total				\$75,939.57	\$222.24	\$76,161.81

Sep 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100535	AXON AIR - PARSEC LTE-1700	1	\$2,498.72	\$231.13	\$2,729.85
Year 2	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	171	\$18,226.09	\$0.00	\$18,226.09
Year 2	73739	AXON PERFORMANCE - LICENSE	171	\$18,226.09	\$0.00	\$18,226.09
Year 2	79999	AXON EVIDENCE - IMPLEMENTATION FOR AUTO TAGGING/PERFORMANCE	1	\$999.49	\$0.00	\$999.49
Year 2	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	176	\$39,026.76	\$0.00	\$39,026.76
Total				\$78,977.15	\$231.13	\$79,208.28

Sep 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100535	AXON AIR - PARSEC LTE-1700	1	\$2,598.67	\$240.38	\$2,839.05
Year 3	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	171	\$18,955.14	\$0.00	\$18,955.14
Year 3	73739	AXON PERFORMANCE - LICENSE	171	\$18,955.14	\$0.00	\$18,955.14
Year 3	79999	AXON EVIDENCE - IMPLEMENTATION FOR AUTO TAGGING/PERFORMANCE	1	\$1,039.47	\$0.00	\$1,039.47
Year 3	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	176	\$40,587.82	\$0.00	\$40,587.82
Total				\$82,136.24	\$240.38	\$82,376.62

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.

Signature

Date Signed

1/29/2024

