



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

Q-155493-43327.220MH

Issued: 08/15/2018

Quote Expiration: 09/30/2018

Account Number: 108382

Start Date: 09/15/2018
Payment Terms: Net 30
Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

Megan Hardisty
Phone: 480-253-7854
Email: mhardisty@axon.com
Fax:

PRIMARY CONTACT

Dana Cornelison
Phone: (831) 775-4201
Email: danac@ci.salinas.ca.us

SHIP TO

Dana Cornelison
Salinas Police Dept. - CA
222 Lincoln Avenue
Salinas, CA 93901
US

BILL TO

Salinas Police Dept. - CA
222 Lincoln Avenue
Salinas, CA 93901
US

Year 1 - 113 Unlimited BWC Licese + Administrative+ Interview Room

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	113	948.00	948.00	107,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	4,520	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	2	468.00	468.00	936.00
85110	EVIDENCE.COM INCLUDED STORAGE	60	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	20	336.00	0.00	0.00
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT	3	1,188.00	1,188.00	3,564.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
Subtotal					113,224.00
Estimated Shipping					0.00
Estimated Tax					9,908.97
Total					123,132.97

Year 1 - 57 Users to receive AB2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	10	336.00	0.00	0.00
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	57	948.00	948.00	54,036.00

Year 1 - 57 Users to receive AB2 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
85110	EVIDENCE.COM INCLUDED STORAGE	2,280	0.00	0.00	0.00
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	57	499.00	499.00	28,443.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	57	0.00	0.00	0.00
11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	57	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	57	0.00	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	10	1,495.00	1,495.00	14,950.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	10	42.00	42.00	420.00
Other					
71019	NORTH AMERICA POWERCORD, 6.5FT	10	10.00	0.00	0.00
Subtotal					97,849.00
Estimated Tax					9,051.05
Total					106,900.05

Year 1 - 33 Users to receive X2 + Adding UCP for all

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
88135	UCP SMART - YEAR 1 PAYMENT	182	128.00	128.00	23,296.00
85176	TASER 60 YEAR 1 PAYMENT: X2 BASIC	33	331.00	331.00	10,923.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	33	232.00	127.54	4,208.82
Hardware					
22157	CARTRIDGE, PERFORMANCE, SMART, TRAINING, 25'	546	0.00	0.00	0.00
22151	CARTRIDGE, PERFORMANCE, SMART, 25'	364	0.00	0.00	0.00
22003	HANDLE, YELLOW, CLASS III, X2	33	0.00	0.00	0.00
22501	HOLSTER, BLACKHAWK, RIGHT, X2, 44HT01BK-R-B	30	0.00	0.00	0.00
22504	HOLSTER, BLACKHAWK, LEFT, X2, 44HT01BK-L-B	3	0.00	0.00	0.00
22012	TPPM, BATTERY PACK, TACTICAL, PINKY EXTENDER, X2/X26P	33	0.00	0.00	0.00
85047	TASER ASSURANCE PLAN CEW, X2	33	0.00	0.00	0.00
Subtotal					38,427.82
Estimated Tax					3,554.58
Total					41,982.40

Year 1 - Detective Pool

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	2	336.00	0.00	0.00
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	12	948.00	948.00	11,376.00
85110	EVIDENCE.COM INCLUDED STORAGE	480	0.00	0.00	0.00
85176	TASER 60 YEAR 1 PAYMENT: X2 BASIC	12	331.00	331.00	3,972.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	12	232.00	127.54	1,530.48
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	12	499.00	499.00	5,988.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	12	0.00	0.00	0.00
11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	12	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	12	0.00	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	2	1,495.00	1,495.00	2,990.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	2	42.00	42.00	84.00
22003	HANDLE, YELLOW, CLASS III, X2	12	0.00	0.00	0.00
22501	HOLSTER, BLACKHAWK, RIGHT, X2, 44HT01BK-R-B	10	0.00	0.00	0.00
22504	HOLSTER, BLACKHAWK, LEFT, X2, 44HT01BK-L-B	2	0.00	0.00	0.00
22012	TPPM, BATTERY PACK, TACTICAL, PINKY EXTENDER, X2/X26P	12	0.00	0.00	0.00
85047	TASER ASSURANCE PLAN CEW, X2	12	0.00	0.00	0.00
Other					
71019	NORTH AMERICA POWERCORD, 6.5FT	2	10.00	0.00	0.00
				Subtotal	25,940.48
				Estimated Tax	2,399.50
				Total	28,339.98

Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	113	948.00	948.00	107,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	4,520	0.00	0.00	0.00

Year 2 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	2	468.00	468.00	936.00
85110	EVIDENCE.COM INCLUDED STORAGE	60	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	10	336.00	0.00	0.00
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	57	948.00	948.00	54,036.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,280	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	2	336.00	0.00	0.00
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	12	948.00	948.00	11,376.00
85110	EVIDENCE.COM INCLUDED STORAGE	480	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	20	336.00	0.00	0.00
88136	UCP SMART - YEAR 2 PAYMENT	182	128.00	128.00	23,296.00
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT	3	1,188.00	1,188.00	3,564.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	33	232.00	127.54	4,208.82
85177	TASER 60 YEAR 2 PAYMENT: X2 BASIC	12	331.00	331.00	3,972.00
85177	TASER 60 YEAR 2 PAYMENT: X2 BASIC	33	331.00	331.00	10,923.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	12	232.00	127.54	1,530.48
Subtotal					222,566.30
Estimated Tax					20,023.14
Total					242,589.44

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	113	948.00	948.00	107,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	4,520	0.00	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	2	468.00	468.00	936.00
85110	EVIDENCE.COM INCLUDED STORAGE	60	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	10	336.00	0.00	0.00
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	57	948.00	948.00	54,036.00

Year 3 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
85110	EVIDENCE.COM INCLUDED STORAGE	2,280	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	2	336.00	0.00	0.00
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	12	948.00	948.00	11,376.00
85110	EVIDENCE.COM INCLUDED STORAGE	480	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	20	336.00	0.00	0.00
88137	UCP SMART - YEAR 3 PAYMENT	182	128.00	128.00	23,296.00
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT	3	1,188.00	1,188.00	3,564.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
85178	TASER 60 YEAR 3 PAYMENT: X2 BASIC	12	331.00	331.00	3,972.00
85178	TASER 60 YEAR 3 PAYMENT: X2 BASIC	33	331.00	331.00	10,923.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	33	232.00	127.54	4,208.82
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	12	232.00	127.54	1,530.48
Subtotal					222,566.30
Estimated Tax					20,023.14
Total					242,589.44

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80085	UNLIMITED BWC BUNDLE: YEAR 4 PAYMENT	113	948.00	948.00	107,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	4,520	0.00	0.00	0.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	2	468.00	468.00	936.00
85110	EVIDENCE.COM INCLUDED STORAGE	60	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	10	336.00	0.00	0.00
80085	UNLIMITED BWC BUNDLE: YEAR 4 PAYMENT	57	948.00	948.00	54,036.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,280	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	2	336.00	0.00	0.00
80085	UNLIMITED BWC BUNDLE: YEAR 4 PAYMENT	12	948.00	948.00	11,376.00
85110	EVIDENCE.COM INCLUDED STORAGE	480	0.00	0.00	0.00

Year 4 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	20	336.00	0.00	0.00
88138	UCP SMART - YEAR 4 PAYMENT	182	128.00	128.00	23,296.00
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT	3	1,188.00	1,188.00	3,564.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	33	232.00	127.54	4,208.82
85179	TASER 60 YEAR 4 PAYMENT: X2 BASIC	12	331.00	331.00	3,972.00
85179	TASER 60 YEAR 4 PAYMENT: X2 BASIC	33	331.00	331.00	10,923.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	12	232.00	127.54	1,530.48
				Subtotal	222,566.30
				Estimated Tax	20,023.14
				Total	242,589.44

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80086	UNLIMITED BWC BUNDLE: YEAR 5 PAYMENT	113	948.00	948.00	107,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	4,520	0.00	0.00	0.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	2	468.00	468.00	936.00
85110	EVIDENCE.COM INCLUDED STORAGE	60	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	10	336.00	0.00	0.00
80086	UNLIMITED BWC BUNDLE: YEAR 5 PAYMENT	57	948.00	948.00	54,036.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,280	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	2	336.00	0.00	0.00
80086	UNLIMITED BWC BUNDLE: YEAR 5 PAYMENT	12	948.00	948.00	11,376.00
85110	EVIDENCE.COM INCLUDED STORAGE	480	0.00	0.00	0.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	20	336.00	0.00	0.00
88139	UCP SMART - YEAR 5 PAYMENT	182	128.00	128.00	23,296.00
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT	3	1,188.00	1,188.00	3,564.00

Year 5 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	33	232.00	127.54	4,208.82
85180	TASER 60 YEAR 5 PAYMENT: X2 BASIC	12	331.00	331.00	3,972.00
85180	TASER 60 YEAR 5 PAYMENT: X2 BASIC	33	331.00	331.00	10,923.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	12	232.00	127.54	1,530.48
				Subtotal	222,566.30
				Estimated Tax	20,023.14
				Total	242,589.44

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	6	0.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	6	0.00	0.00	0.00
11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	6	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	6	0.00	0.00	0.00
22003	HANDLE, YELLOW, CLASS III, X2	1	1,170.00	0.00	0.00
85175	TASER 60 X2	1	0.00	0.00	0.00
22012	TPPM, BATTERY PACK, TACTICAL, PINKY EXTENDER, X2/X26P	1	62.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

Grand Total 1,270,713.16

Discounts (USD)

Quote Expiration: 09/30/2018

List Amount	1,244,322.00
Discounts	78,615.50
Total	1,165,706.50

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Year 1 - 113 Unlimited BWC Licese + Administrative+ Interview Room	123,132.97
Year 1 - 57 Users to receive AB2	106,900.05
Year 1 - 33 Users to receive X2 + Adding UCP for all	41,982.40
Year 1 - Detective Pool	28,339.98
Year 2	242,589.44
Year 3	242,589.44
Year 4	242,589.44
Year 5	242,589.44
Spares	0.00
Grand Total	1,270,713.16

Notes

Contract 5451 (Q-30370), Contract 4806 (Q-20750) Cameras and docks are covered on the new TAP lines contained within this quote, all previous licenses are now canceled.

Contract 12077 (Q-116635) and Contract 13763 (Q-135426) are now terminated early and cameras and dock are included in Unlimited licenses included in this quote and licenses are now null and void.

Contract 10541 (Q-72807) has been absorbed by this quote and as such has been terminated.

Agency will maintain all other contracts as previously agreed upon not listed above.

Cameras and docks previously included in the above contracts will be allowed two (2) TAP refreshes in line with agency existing refresh schedule.

Cameras and docks contained within this quote as the "new" purchases are allotted two (2) TAP refreshes

Weapons purchased within this quote will be allotted one (1) refresh at the end of the 60 month (85 year) term.

A credit of \$48,459.33 for previously paid unused services has been applied on to this quote. This credit is based upon an estimated ship date range of 8/16/18-8/30/18, resulting in a 9/15/2018 start date. Should these dates change or the invoices issued for the previous contracts listed above not be paid in full, the credit will be removed from this contract and the resulting invoice will show full cost of program.

TASER60 Terms and Conditions: This quote contains a purchase under the TASER 60 Plan. If your purchase only includes the TASER 60 Plan, CEWs, and CEW accessories, then this purchase is solely governed by the TASER 60 Terms and Conditions posted at: <https://www.axon.com/legal/sales-terms-and-conditions>, and the terms and conditions of Axon's Master Services and Purchasing Agreement do not apply to this order. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Officer Safety Plan Includes:

- Evidence.com Pro License

- Upgrades to your purchased AXON cameras and Docks at years 2.5 and 5 under TAP

- Extended warranties on AXON cameras and Docks for the duration of the Plan

- Unlimited Storage for your AXON devices and data from the Evidence Mobile App

- One TASER CEW of your choice with a 4 year extended warranty (5 years total of warranty coverage)

- One CEW holster and battery pack of your choice

- 40 GB of included storage for other digital media

- Additional terms apply. Please refer to the Evidence.com Master Service Agreement for a full list of terms and conditions for the Officer Safety Plan.

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), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. 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 Megan Hardisty at mhardisty@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

Quote: Q-155493-43327.220MH

'Protect Life'® and TASER® are registered trademarks of Axon Enterprise, Inc, registered in the U.S. © 2013

Q-155493-43327.220MH