



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-505616-45152.696DB

Issued: 08/14/2023

Quote Expiration: 08/31/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 491921

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery;Invoice-65 W Alisal St 65 W Alisal St Salinas, CA 93901-2750 USA	City of Salinas Code Enforcement 65 W Alisal St Salinas CA 93901-2750 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Daniel Birt Phone: Email: dbirt@axon.com Fax:	Lorenzo Sanchez Phone: (831) 758-7330 Email: lorenzos@ci.salinas.ca.us Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$41,990.50
ESTIMATED TOTAL W/ TAX	\$44,051.73

Discount Summary

Average Savings Per Year	\$1,263.36
TOTAL SAVINGS	\$6,316.80

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$4,199.06	\$206.12	\$4,405.18
Sep 2024	\$9,447.86	\$463.77	\$9,911.63
Sep 2025	\$9,447.86	\$463.77	\$9,911.63
Sep 2026	\$9,447.86	\$463.77	\$9,911.63
Sep 2027	\$9,447.86	\$463.80	\$9,911.66
Total	\$41,990.50	\$2,061.23	\$44,051.73

Quote Unbundled Price:	\$48,307.30
Quote List Price:	\$43,579.90
Quote Subtotal:	\$41,990.50

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									
BWCamTAP	Body Worn Camera TAP Bundle	8	60	\$37.87	\$32.50	\$32.50	\$15,600.00	\$1,194.67	\$16,794.67
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	60	\$70.49	\$34.66	\$34.66	\$2,079.60	\$160.72	\$2,240.32
A la Carte Hardware									
AB3C	AB3 Camera Bundle	8			\$749.00	\$749.00	\$5,992.00	\$554.26	\$6,546.26
AB3MBD	AB3 Multi Bay Dock Bundle	1			\$1,638.90	\$1,638.90	\$1,638.90	\$151.58	\$1,790.48
A la Carte Software									
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	60		\$0.60	\$0.60	\$5,760.00	\$0.00	\$5,760.00
ProLicense	Pro License Bundle	2	60		\$42.31	\$42.25	\$5,070.00	\$0.00	\$5,070.00
BasicLicense	Basic License Bundle	6	60		\$16.27	\$16.25	\$5,850.00	\$0.00	\$5,850.00
A la Carte Services									
80146	VIRTUAL BODYCAM STARTER	1			\$1,575.00	\$0.00	\$0.00	\$0.00	\$0.00
Total							\$41,990.50	\$2,061.23	\$44,051.73

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	9	09/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	8	09/01/2023
AB3 Camera Bundle	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	9	09/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	09/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	09/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	1	09/01/2023
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	1	03/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	8	03/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	1	09/01/2028
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	8	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	6	10/01/2023	09/30/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	6	10/01/2023	09/30/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	6	10/01/2023	09/30/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	2	10/01/2023	09/30/2028
A la Carte	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
A la Carte	80146	VIRTUAL BODYCAM STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	1	09/01/2024	09/30/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	8	09/01/2024	09/30/2028

Payment Details

Sep 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	\$576.00	\$0.00	\$576.00
Year 1	80146	VIRTUAL BODYCAM STARTER	1	\$0.00	\$0.00	\$0.00
Year 1	AB3C	AB3 Camera Bundle	8	\$599.20	\$55.43	\$654.63
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	1	\$163.89	\$15.15	\$179.04
Year 1	BasicLicense	Basic License Bundle	6	\$585.00	\$0.00	\$585.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	\$207.96	\$16.07	\$224.03
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	8	\$1,560.01	\$119.47	\$1,679.48
Year 1	ProLicense	Pro License Bundle	2	\$507.00	\$0.00	\$507.00
Total				\$4,199.06	\$206.12	\$4,405.18

Sep 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	\$1,296.00	\$0.00	\$1,296.00
Year 2	80146	VIRTUAL BODYCAM STARTER	1	\$0.00	\$0.00	\$0.00
Year 2	AB3C	AB3 Camera Bundle	8	\$1,348.20	\$124.71	\$1,472.91
Year 2	AB3MBD	AB3 Multi Bay Dock Bundle	1	\$368.76	\$34.10	\$402.86
Year 2	BasicLicense	Basic License Bundle	6	\$1,316.25	\$0.00	\$1,316.25
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	\$467.91	\$36.16	\$504.07
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	8	\$3,509.99	\$268.80	\$3,778.79
Year 2	ProLicense	Pro License Bundle	2	\$1,140.75	\$0.00	\$1,140.75
Total				\$9,447.86	\$463.77	\$9,911.63

Sep 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	\$1,296.00	\$0.00	\$1,296.00
Year 3	80146	VIRTUAL BODYCAM STARTER	1	\$0.00	\$0.00	\$0.00
Year 3	AB3C	AB3 Camera Bundle	8	\$1,348.20	\$124.71	\$1,472.91
Year 3	AB3MBD	AB3 Multi Bay Dock Bundle	1	\$368.76	\$34.10	\$402.86
Year 3	BasicLicense	Basic License Bundle	6	\$1,316.25	\$0.00	\$1,316.25
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	\$467.91	\$36.16	\$504.07
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	8	\$3,509.99	\$268.80	\$3,778.79
Year 3	ProLicense	Pro License Bundle	2	\$1,140.75	\$0.00	\$1,140.75
Total				\$9,447.86	\$463.77	\$9,911.63

Sep 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	\$1,296.00	\$0.00	\$1,296.00
Year 4	80146	VIRTUAL BODYCAM STARTER	1	\$0.00	\$0.00	\$0.00
Year 4	AB3C	AB3 Camera Bundle	8	\$1,348.20	\$124.71	\$1,472.91
Year 4	AB3MBD	AB3 Multi Bay Dock Bundle	1	\$368.76	\$34.10	\$402.86
Year 4	BasicLicense	Basic License Bundle	6	\$1,316.25	\$0.00	\$1,316.25

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	\$467.91	\$36.16	\$504.07
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	8	\$3,509.99	\$268.80	\$3,778.79
Year 4	ProLicense	Pro License Bundle	2	\$1,140.75	\$0.00	\$1,140.75
Total				\$9,447.86	\$463.77	\$9,911.63

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	160	\$1,296.00	\$0.00	\$1,296.00
Year 5	80146	VIRTUAL BODYCAM STARTER	1	\$0.00	\$0.00	\$0.00
Year 5	AB3C	AB3 Camera Bundle	8	\$1,348.20	\$124.70	\$1,472.90
Year 5	AB3MBD	AB3 Multi Bay Dock Bundle	1	\$368.76	\$34.13	\$402.89
Year 5	BasicLicense	Basic License Bundle	6	\$1,316.25	\$0.00	\$1,316.25
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	1	\$467.91	\$36.17	\$504.08
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	8	\$3,509.99	\$268.80	\$3,778.79
Year 5	ProLicense	Pro License Bundle	2	\$1,140.75	\$0.00	\$1,140.75
Total				\$9,447.86	\$463.80	\$9,911.66

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

8/14/2023

