



Q-858494-46178LG

Issued: 06/05/2026



Quote Expiration: 12/31/2026

Estimated Contract Start Date: 02/01/2026

Account Number: 108382

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Salinas Police Department 312 E Alisal St Salinas, CA 93901-4371 USA	Salinas Police Dept. - CA 200 Lincoln Ave Salinas CA 93901-2639 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Lauren Gauer Phone: 480-580-3639 Email: lgauer@axon.com Fax:	Tonya Erickson Phone: (831) 758-7325 Email: tonyae@ci.salinas.ca.us Fax:

Quote Summary

Program Length	23 Months
TOTAL COST	\$117,300.00
ESTIMATED TOTAL W/ TAX	\$117,300.00

Discount Summary

Average Savings Per Year	(\$120.00)
TOTAL SAVINGS	(\$230.00)

Payment Summary

Date	Subtotal	Tax	Total
Jan 2026	\$58,650.00	\$0.00	\$58,650.00
Jan 2027	\$58,650.00	\$0.00	\$58,650.00
Total	\$117,300.00	\$0.00	\$117,300.00

Quote Unbundled Price:	\$117,070.00
Quote List Price:	\$117,300.00
Quote Subtotal:	\$117,300.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
B00096	FIXED CCTV STREAM PLAN	500	23	\$10.18	\$10.20	\$10.20	\$117,300.00	\$0.00	\$117,300.00
Total							\$117,300.00	\$0.00	\$117,300.00

Delivery Schedule

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
FIXED CCTV STREAM PLAN	102641	AXON FUSUS - CCTV STREAMS	500	02/01/2026	12/31/2027

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	312 E Alisal St	Salinas	CA	93901-4371	USA

Payment Details

Jan 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	B00096	FIXED CCTV STREAM PLAN	500	\$58,650.00	\$0.00	\$58,650.00
Total				\$58,650.00	\$0.00	\$58,650.00

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	B00096	FIXED CCTV STREAM PLAN	500	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Jan 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	B00096	FIXED CCTV STREAM PLAN	500	\$58,650.00	\$0.00	\$58,650.00
Total				\$58,650.00	\$0.00	\$58,650.00

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 <https://www.axon.com/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.

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

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

Signature

Date Signed

6/5/2026

