

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
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Scottsdale, Arizona 85255
United States
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Domestic: (800) 978-2737
International: +1.800.978.2737

Q-740966-45888LG

Issued: 08/19/2025

Quote Expiration:

Estimated Contract Start Date: 09/01/2025

Account Number: 108382

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
City of Salinas 200 Lincoln Ave Salinas, CA 93901-2639 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	13 Months
TOTAL COST	\$43,129.62
ESTIMATED TOTAL W/ TAX	\$45,803.46

Discount Summary

Average Savings Per Year	\$39,883.55
TOTAL SAVINGS	\$43,207.18

Payment Summary

Date	Subtotal	Tax	Total
Aug 2025	\$11,934.00	\$0.00	\$11,934.00
Sep 2025	\$11,629.44	\$947.74	\$12,577.18
Dec 2025	\$8,038.08	\$686.60	\$8,724.68
Mar 2026	\$11,528.10	\$1,039.50	\$12,567.60
Total	\$43,129.62	\$2,673.84	\$45,803.46

Non-Binding Budgetary Estimate

Quote Unbundled Price:	\$86,333.87
Quote List Price:	\$65,586.20
Quote Subtotal:	\$43,129.62

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									
80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	153	1		\$78.00	\$25.36	\$3,880.08	\$358.90	\$4,238.98
80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	192	1		\$78.00	\$22.07	\$4,237.44	\$391.97	\$4,629.41
80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	162	1		\$78.00	\$54.05	\$8,756.10	\$809.94	\$9,566.04
Fleet3B	Fleet 3 Basic	4	12	\$304.89	\$154.00	\$154.00	\$7,392.00	\$555.77	\$7,947.77
Fleet3B	Fleet 3 Basic	3	9	\$387.81	\$154.00	\$154.00	\$4,158.00	\$327.70	\$4,485.70
Fleet3B	Fleet 3 Basic	3	6	\$553.56	\$154.00	\$154.00	\$2,772.00	\$229.56	\$3,001.56
A la Carte Software									
ProLicense	Pro License Bundle	20	13		\$45.07	\$45.90	\$11,934.00	\$0.00	\$11,934.00
Total							\$43,129.62	\$2,673.84	\$45,803.46

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Basic	70112	AXON SIGNAL - VEHICLE	4	1	09/01/2025
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	4	1	09/01/2025
Fleet 3 Basic	70112	AXON SIGNAL - VEHICLE	3	1	12/01/2025
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	3	1	12/01/2025
Fleet 3 Basic	70112	AXON SIGNAL - VEHICLE	3	1	03/01/2026
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	3	1	03/01/2026

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	60	09/01/2025	09/30/2026
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	20	09/01/2025	09/30/2026
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	4	10/01/2025	09/30/2026
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	8	10/01/2025	09/30/2026
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	3	01/01/2026	09/30/2026
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	6	01/01/2026	09/30/2026
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	3	04/01/2026	09/30/2026
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	6	04/01/2026	09/30/2026

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	4	09/01/2026	09/30/2026
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	3	09/01/2026	09/30/2026
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	3	09/01/2026	09/30/2026
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	4	09/01/2026	09/30/2026
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	3	09/01/2026	09/30/2026
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	3	09/01/2026	09/30/2026

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	200 Lincoln Ave	Salinas	CA	93901-2639	USA

Payment Details

Aug 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Pro Licenses Year 1	ProLicense	Pro License Bundle	20	\$11,934.00	\$0.00	\$11,934.00
Total				\$11,934.00	\$0.00	\$11,934.00

Sep 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Fleet 3 Basic Phase 1	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	192	\$4,237.44	\$391.97	\$4,629.41
Fleet 3 Basic Phase 1	Fleet3B	Fleet 3 Basic	4	\$7,392.00	\$555.77	\$7,947.77
Total				\$11,629.44	\$947.74	\$12,577.18

Dec 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Fleet 3 Basic Phase 2	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	153	\$3,880.08	\$358.90	\$4,238.98
Fleet 3 Basic Phase 2	Fleet3B	Fleet 3 Basic	3	\$4,158.00	\$327.70	\$4,485.70
Total				\$8,038.08	\$686.60	\$8,724.68

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Fleet 3 Basic Phase 3	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	162	\$8,756.10	\$809.94	\$9,566.04
Fleet 3 Basic Phase 3	Fleet3B	Fleet 3 Basic	3	\$2,772.00	\$229.56	\$3,001.56
Total				\$11,528.10	\$1,039.50	\$12,567.60

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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.

