

Axon Enterprise, Inc.

Protect Life.

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JUSTIN FLYNT

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Quotation

Quote: Q-104203-11
Date: 10/9/2017 8:29 AM
Quote Expiration: 11/30/2017
Contract Start Date*: 1/15/2018
Contract Term: 5 years

AX Account Number:

110521

Bill To:

Greensboro Police Dept. - NC
PO Box 3136
Greensboro, NC 27402
US

Ship To:

JUSTIN FLYNT
Greensboro Police Dept. - NC
300 W. Washington Street
Greensboro, NC 27401
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Andy Wrenn		andy@axon.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Axon Fleet Pre-Order

Thank you for your interest in Axon! This pre-order is a commitment to purchase Axon Fleet. Axon Fleet will be available for delivery sometime in 2017. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

Axon Fleet System Compatibility

Additional costs may be incurred by the customer related to installing or optimizing their wireless infrastructure in order to achieve the desired wireless download speeds, access point coverage, bandwidth or network stability. These costs are solely the responsibility of the customer.

Year 1 - Due Net 30

Charlotte Cooperative Purchasing Alliance (CCPA) is being used.

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
430	74003	CAMERA SYSTEM, AXON FLEET	USD 249.50	USD 107,285.00
430	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
430	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
215	74027	Axon Fleet Dongle	USD 0.00	USD 0.00
215	85731	FLEET UNLIMITED PACKAGE: YEAR 1 PAYMENT	USD 712.80	USD 153,252.00
215	74027	Axon Fleet Dongle	USD 14.95	USD 3,214.25
1	80131	1 DAY, TRAIN THE TRAINER, FLEET TRAINING, PER SITE	USD 2,500.00	USD 2,500.00
430	71022	FLEET CABLE ASSEMBLY, POWER	USD 0.00	USD 0.00
430	71023	FLEET CABLE ASSEMBLY, BATTERY BOX TO CAMERA	USD 0.00	USD 0.00
Year 1 - Due Net 30 Discount:				USD 166,453.00
Year 1 - Due Net 30 Net Amount Due:				USD 266,251.25

Year 1 - Routers

Cradlepoint **IBR900LPE-VZ** to be provided

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	11521	Cradlepoint - Enterprise Cloud Manager + CradleCare, 5 yr	USD 350.00	USD 75,250.00
215	11511	Cradlepoint - 5 in 1 Cellular, WiFi, GPS Antenna (Black, Bol	USD 220.00	USD 47,300.00
215	11605	CRADLEPOINT ROUTER - IBR900LPE-VZ	USD 660.00	USD 141,900.00
215	74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	USD 0.00	USD 0.00
Year 1 - Routers Discount:				USD 4,085.00
Year 1 - Routers Net Amount Due:				USD 264,450.00

Year 1 - ASUs

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	70112	AXON SIGNAL UNIT	USD 279.00	USD 59,985.00
215	71024	FLEET CABLE ASSEMBLY, ASU POWER	USD 0.00	USD 0.00
Year 1 - ASUs Net Amount Due:				USD 59,985.00

Spares

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
12	74003	CAMERA SYSTEM, AXON FLEET	USD 0.00	USD 0.00
12	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
12	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
Spares Discount:				USD 7,306.80
Spares Net Amount Due:				USD 0.00

Year 2

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	85732	FLEET UNLIMITED PACKAGE: YEAR 2 PAYMENT	USD 930.20	USD 199,993.00
Year 2 Discount:				USD 55,427.00
Year 2 Net Amount Due:				USD 199,993.00

Year 3

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	85733	FLEET UNLIMITED PACKAGE: YEAR 3 PAYMENT	USD 930.20	USD 199,993.00
Year 3 Discount:				USD 55,427.00
Year 3 Net Amount Due:				USD 199,993.00

Year 4

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	85734	FLEET UNLIMITED PACKAGE: YEAR 4 PAYMENT	USD 930.20	USD 199,993.00
Year 4 Discount:				USD 55,427.00
Year 4 Net Amount Due:				USD 199,993.00

Year 5

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
215	85735	FLEET UNLIMITED PACKAGE: YEAR 5 PAYMENT	USD 930.20	USD 199,993.00
Year 5 Discount:				USD 55,427.00
Year 5 Net Amount Due:				USD 199,993.00

Subtotal	USD 1,390,658.25
Estimated Shipping & Handling Cost	USD 905.46
Estimated Tax	USD 93,700.71
Grand Total	USD 1,485,264.42

Hardware Shipping Estimate

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

Cradlepoint IBR900LPE-VZ will be provided. This is a budgetary quote only. Currently, Axon Fleet only allows LTE or “Dock & Walk” offload methods. The estimated delivery date for wireless offload is sometime in 2017. The agency’s choice of router can determine or limit their offload capability. This quote contains hardware, software, and estimated installation costs. A review by an Axon engineer and the creation of a Statement of Work will need to be completed to determine the exact requirements for the agency to implement a Fleet program. This quote is subject to change based on the information gathered from the review outlined above.

Axon Enterprise, Inc.’s Sales Terms and Conditions for Direct Sales to End User Purchasers

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon’s Master Services and Purchasing Agreement posted at <https://www.axon.com/legal/sales-terms-and-conditions>. 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.

Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (if needed):	_____		

Quote: Q-104203-11

Please sign and email to Andy Wrenn at andy@axon.com or fax to 480-991-0791

THANK YOU FOR YOUR BUSINESS!

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