



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

QUOTE: Q-160722-43237.807LE

Issue Date: 05/17/2018

Quote Expiration: 06/29/2018

Account Number: 108125

Start Date: 10/01/2018
Payment Terms: Net 30
Delivery Method: Fedex - Ground

Sales Representative:

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Primary Contact:

Gerardo Riccio
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BILL TO:

Delray Beach Police Dept - FL
300 W Atlantic Ave
Delray Beach, FL 33444
US

SHIP TO:

Gerardo Riccio
Delray Beach Police Dept - FL
300 W Atlantic Ave
Delray Beach, FL 33444
US

Year 1

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	24	1,548.00	1,145.16	27,483.84
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	24	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	24	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	24	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	24	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	24	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	24	0.00	0.00	0.00
71084	JUNCTION BOX, FLEET 2	24	65.00	65.00	1,560.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	24	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	48	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	48	0.00	0.00	0.00
74027	Axon Fleet Dongle	24	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	24	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	24	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	24	0.00	0.00	0.00
80189	5 YEAR TAP, FLEET 2 JUNCTION BOX	24	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	24	880.00	880.00	21,120.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	24	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	24	270.00	270.00	6,480.00

Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	24	550.00	550.00	13,200.00
71023	FLEET CABLE ASSEMBLY, BATTERY BOX TO CAMERA	24	15.00	15.00	360.00
Services					
80131	TRAIN INSTALLER OR INSTALLATION FACILITY, PER DAY, PER SITE	1	2,500.00	2,500.00	2,500.00
WiFi Offload					
74074	WI-FI OFFLOAD SERVER HARDWARE	4	3,500.00	3,500.00	14,000.00
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	4	600.00	600.00	2,400.00
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	4	0.00	0.00	0.00
Subtotal					89,103.84
Estimated Shipping					0.00
Estimated Tax					0.00
Total					89,103.84

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
71023	FLEET CABLE ASSEMBLY, BATTERY BOX TO CAMERA	4	15.00	15.00	60.00
71079	CAMERA SYSTEM, FRONT, FLEET 2	4	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	4	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	4	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	4	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	4	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	4	0.00	0.00	0.00
71084	JUNCTION BOX, FLEET 2	4	65.00	65.00	260.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	4	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	8	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	8	0.00	0.00	0.00
80189	5 YEAR TAP, FLEET 2 JUNCTION BOX	4	0.00	0.00	0.00
Subtotal					320.00
Estimated Tax					0.00
Total					320.00

Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	24	1,548.00	1,145.16	27,483.84
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	24	1,548.00	1,548.00	37,152.00
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	24	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	24	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	24	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	24	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	24	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	24	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	48	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	48	0.00	0.00	0.00
74027	Axon Fleet Dongle	24	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	24	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	24	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	24	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	24	880.00	880.00	21,120.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	24	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	24	270.00	270.00	6,480.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	24	550.00	550.00	13,200.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	24	696.00	696.00	16,704.00
WiFi Offload					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	4	600.00	600.00	2,400.00
				Subtotal	124,539.84
				Estimated Tax	0.00
				Total	124,539.84

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	24	1,548.00	1,145.16	27,483.84

Year 3 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	24	1,548.00	1,548.00	37,152.00
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	24	1,548.00	1,548.00	37,152.00
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	24	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	24	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	24	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	24	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	24	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	24	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	48	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	48	0.00	0.00	0.00
74027	Axon Fleet Dongle	24	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	24	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	24	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	24	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	24	880.00	880.00	21,120.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	24	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	24	270.00	270.00	6,480.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	24	550.00	550.00	13,200.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	24	1,392.00	1,392.00	33,408.00
WiFi Offload					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	4	600.00	600.00	2,400.00
				Subtotal	178,395.84
				Estimated Tax	0.00
				Total	178,395.84

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	24	1,548.00	1,145.16	27,483.84
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	24	1,548.00	1,548.00	37,152.00
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	24	1,548.00	1,548.00	37,152.00

Year 4 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	24	1,548.00	1,548.00	37,152.00
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	24	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	24	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	24	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	24	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	24	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	24	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	48	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	48	0.00	0.00	0.00
74027	Axon Fleet Dongle	24	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	24	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	24	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	24	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	24	880.00	880.00	21,120.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	24	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	24	270.00	270.00	6,480.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	24	550.00	550.00	13,200.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	24	2,088.00	2,088.00	50,112.00
WiFi Offload					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	4	600.00	600.00	2,400.00
				Subtotal	232,251.84
				Estimated Tax	0.00
				Total	232,251.84

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	24	1,548.00	1,145.16	27,483.84
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	24	1,548.00	1,548.00	37,152.00
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	24	1,548.00	1,548.00	37,152.00
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	24	1,548.00	1,548.00	37,152.00

Year 5 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	24	1,548.00	1,548.00	37,152.00
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	24	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	24	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	24	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	24	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	24	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	24	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	48	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	48	0.00	0.00	0.00
74027	Axon Fleet Dongle	24	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	24	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	24	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	24	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	24	880.00	880.00	21,120.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	24	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	24	270.00	270.00	6,480.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	24	550.00	550.00	13,200.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	24	2,784.00	2,784.00	66,816.00
WiFi Offload					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	4	600.00	600.00	2,400.00
Subtotal					286,107.84
Estimated Tax					0.00
Total					286,107.84
Grand Total					910,719.20



Discounts (USD)

Quote Expiration: 06/29/2018

List Amount	959,060.00
Discounts	48,340.80
Total	910,719.20

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Year 1	89,103.84
Spares	320.00
Year 2	124,539.84
Year 3	178,395.84
Year 4	232,251.84
Year 5	286,107.84
Grand Total	910,719.20

Notes

This is a budgetary quote only. 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 must 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.

This device has not been authorized as required by the rules of the Federal Communications Commission. The sale of this device is therefore subject and conditional to the approval of the Federal Communications Commission. The device will comply with the appropriate rules upon sale and before delivery or distribution of the device.

Axon's Sales Terms and Conditions

By signing this document, you certify that you have read and agree to the provisions set forth in this document and Axon's Master Services and Purchasing Agreement (MSPA), posted at <https://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. You represent that you are legally authorized to sign this Agreement on behalf of your entity. If you do not have this authority, please do not sign this document.

Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (Or write N/A):	_____		

Please sign and email to Laura Egan at legan@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-160722-43237.807LE

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