



Axon Enterprise, Inc.
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Q-502186-45365.965KP

Issued: 03/14/2024

Quote Expiration: 07/15/2024

Estimated Contract Start Date: 08/01/2023

Account Number: 119728

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Hermosa Beach Police Dept. - CA 540 Pier Ave Hermosa Beach, CA 90254-3836 USA	Hermosa Beach Police Dept. - CA 540 Pier Ave Hermosa Beach CA 90254-3836 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Panasewicz Phone: +1 4803294734 Email: kylep@axon.com Fax: (480) 905-2071	Landon Phillips Phone: (310) 318-0336 Email: lphillips@hermosapolice.org Fax:

Quote Summary

Program Length	72 Months
TOTAL COST	\$323,784.60
ESTIMATED TOTAL W/ TAX	\$329,748.98

Discount Summary

Average Savings Per Year	\$25,207.53
TOTAL SAVINGS	\$151,245.20

Payment Summary

Date	Subtotal	Tax	Total
Jul 2024	\$27,180.00	\$0.00	\$27,180.00
Aug 2024	\$59,320.92	\$1,192.88	\$60,513.80
Aug 2025	\$59,320.92	\$1,192.88	\$60,513.80
Aug 2026	\$59,320.92	\$1,192.88	\$60,513.80
Aug 2027	\$59,320.92	\$1,192.88	\$60,513.80
Aug 2028	\$59,320.92	\$1,192.86	\$60,513.78
Total	\$323,784.60	\$5,964.38	\$329,748.98

Quote Unbundled Price:	\$475,029.80
Quote List Price:	\$440,670.80
Quote Subtotal:	\$323,784.60

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									
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	60	\$70.98	\$36.07	\$6.14	\$2,947.20	\$0.00	\$2,947.20
BWCamTAP	Body Worn Camera TAP Bundle	58	60	\$38.78	\$33.80	\$22.95	\$79,866.00	\$5,600.58	\$85,466.58
BWCamTAP	Body Worn Camera TAP Bundle	1	60	\$38.13	\$33.80	\$33.80	\$2,028.00	\$158.42	\$2,186.42
BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	60	\$14.20	\$12.40	\$12.40	\$1,488.00	\$84.28	\$1,572.28
T00001	AB4 FLEX POV TAP BUNDLE	4	60	\$6.52	\$7.37	\$7.37	\$1,768.80	\$121.10	\$1,889.90
A la Carte Hardware									
H00001	AB4 Camera Bundle	58			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00002	AB4 Multi Bay Dock Bundle	8			\$1,638.90	\$0.00	\$0.00	\$0.00	\$0.00
H00001	AB4 Camera Bundle	1			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00004	AB4 FLEX POV HARDWARE BUNDLE	4			\$249.00	\$0.00	\$0.00	\$0.00	\$0.00
H00003	AB4 1-Bay Dock Bundle	2			\$229.00	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Software									
73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	650	12		\$0.60	\$0.60	\$4,680.00	\$0.00	\$4,680.00
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	62	12		\$10.00	\$10.00	\$7,440.00	\$0.00	\$7,440.00
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	60		\$10.85	\$10.85	\$36,456.00	\$0.00	\$36,456.00
73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	60		\$27.12	\$27.12	\$94,377.60	\$0.00	\$94,377.60
BasicLicense	Basic License Bundle	57	12		\$15.00	\$15.00	\$10,260.00	\$0.00	\$10,260.00
ProLicense	Pro License Bundle	10	12		\$40.00	\$40.00	\$4,800.00	\$0.00	\$4,800.00
BasicLicense	Basic License Bundle	53	60		\$16.27	\$16.25	\$51,675.00	\$0.00	\$51,675.00
ProLicense	Pro License Bundle	10	60		\$43.40	\$43.33	\$25,998.00	\$0.00	\$25,998.00
Total							\$323,784.60	\$5,964.38	\$329,748.98

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AB4 1-Bay Dock Bundle	100201	AXON BODY 4 - DOCK - SINGLE BAY	2		07/01/2024
AB4 1-Bay Dock Bundle	71104	AXON - DOCK/DATAPORT POWERCORD - NORTH AMERICA	2		07/01/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	1		07/01/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	1		07/01/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	58		07/01/2024
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	64		07/01/2024
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	2		07/01/2024
AB4 Camera Bundle	71026	AXON BODY - MOUNT - MAGNET FLEXIBLE REINFORCED RAPIDLOCK	24		07/01/2024
AB4 Camera Bundle	74021	AXON BODY - MOUNT - MAGNET THICK OUTERWEAR RAPIDLOCK	40		07/01/2024
AB4 FLEX POV HARDWARE BUNDLE	100200	AXON BODY 4 - FLEX POV MODULE	4		07/01/2024
AB4 FLEX POV HARDWARE BUNDLE	100852	AXON BODY 4 - C-CLIP - POV	4		07/01/2024
AB4 FLEX POV HARDWARE BUNDLE	100853	AXON BODY 4 - MOUNT - POV COLLAR	5		07/01/2024
AB4 FLEX POV HARDWARE BUNDLE	100958	AXON BODY 4 - FLEX POV MODULE CABLE 48 IN	4		07/01/2024
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - DOCK - EIGHT BAY	8		07/01/2024
AB4 Multi Bay Dock Bundle	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	8		07/01/2024
AB4 Multi Bay Dock Bundle	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	8		07/01/2024
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY	8		01/01/2027
Body Worn Camera Single-Bay Dock TAP Bundle	73313	AXON BODY - TAP REFRESH 1 - DOCK SINGLE BAY	2		01/01/2027
Body Worn Camera TAP Bundle	73309	AXON BODY - TAP REFRESH 1 - CAMERA	59		01/01/2027
Body Worn Camera TAP Bundle	73309	AXON BODY - TAP REFRESH 1 - CAMERA	1		01/01/2027
AB4 FLEX POV TAP BUNDLE	100976	AXON BODY - TAP REFRESH 1 - AB4 FLEX POV	4		07/01/2029
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	AXON BODY - TAP REFRESH 2 - DOCK MULTI BAY	8		07/01/2029
Body Worn Camera Single-Bay Dock TAP Bundle	73314	AXON BODY - TAP REFRESH 2 - DOCK SINGLE BAY	2		07/01/2029
Body Worn Camera TAP Bundle	73310	AXON BODY - TAP REFRESH 2 - CAMERA	59		07/01/2029
Body Worn Camera TAP Bundle	73310	AXON BODY - TAP REFRESH 2 - CAMERA	1		07/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	57	08/01/2023	07/31/2024
Basic License Bundle	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	57	08/01/2023	07/31/2024
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	30	08/01/2023	07/31/2024
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	10	08/01/2023	07/31/2024
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	62	08/01/2023	07/31/2024
A la Carte	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	650	08/01/2023	07/31/2024
Basic License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	53	08/01/2024	07/31/2029
Basic License Bundle	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	53	08/01/2024	07/31/2029
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	30	08/01/2024	07/31/2029
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	10	08/01/2024	07/31/2029
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	08/01/2024	07/31/2029
A la Carte	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	08/01/2024	07/31/2029

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AB4 FLEX POV TAP BUNDLE	100945	AXON BODY 4 - EXT WARRANTY - FLEX POV MODULE	4	07/01/2025	07/31/2029
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	8	07/01/2025	07/31/2029
Body Worn Camera Single-Bay Dock TAP Bundle	80466	AXON BODY - TAP WARRANTY - SINGLE BAY DOCK	2	07/01/2025	07/31/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	58	07/01/2025	07/31/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	1	07/01/2025	07/31/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	1	07/01/2025	07/31/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
	540 Pier Ave	Hermosa Beach	CA	90254-3836	USA

Payment Details

Jul 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront GAP Coverage	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	62	\$7,440.00	\$0.00	\$7,440.00
Upfront GAP Coverage	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	650	\$4,680.00	\$0.00	\$4,680.00
Upfront GAP Coverage	BasicLicense	Basic License Bundle	57	\$10,260.00	\$0.00	\$10,260.00
Upfront GAP Coverage	ProLicense	Pro License Bundle	10	\$4,800.00	\$0.00	\$4,800.00
Total				\$27,180.00	\$0.00	\$27,180.00

Aug 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	\$7,291.20	\$0.00	\$7,291.20
Year 1	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	\$18,875.51	\$0.00	\$18,875.51
Year 1	BasicLicense	Basic License Bundle	53	\$10,335.00	\$0.00	\$10,335.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$589.44	\$0.00	\$589.44
Year 1	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$297.60	\$16.86	\$314.46
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	58	\$15,973.20	\$1,120.12	\$17,093.32
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	1	\$405.61	\$31.68	\$437.29
Year 1	H00001	AB4 Camera Bundle	58	\$0.00	\$0.00	\$0.00
Year 1	H00001	AB4 Camera Bundle	1	\$0.00	\$0.00	\$0.00
Year 1	H00002	AB4 Multi Bay Dock Bundle	8	\$0.00	\$0.00	\$0.00
Year 1	H00003	AB4 1-Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 1	H00004	AB4 FLEX POV HARDWARE BUNDLE	4	\$0.00	\$0.00	\$0.00
Year 1	ProLicense	Pro License Bundle	10	\$5,199.60	\$0.00	\$5,199.60
Year 1	T00001	AB4 FLEX POV TAP BUNDLE	4	\$353.76	\$24.22	\$377.98
Invoice Upon Fulfillment	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	BWCamTAP	Body Worn Camera TAP Bundle	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	T00001	AB4 FLEX POV TAP BUNDLE	4	\$0.00	\$0.00	\$0.00
Total				\$59,320.92	\$1,192.88	\$60,513.80

Aug 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	\$7,291.20	\$0.00	\$7,291.20
Year 2	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	\$18,875.51	\$0.00	\$18,875.51

Aug 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	BasicLicense	Basic License Bundle	53	\$10,335.00	\$0.00	\$10,335.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$589.44	\$0.00	\$589.44
Year 2	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$297.60	\$16.86	\$314.46
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	58	\$15,973.20	\$1,120.12	\$17,093.32
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	1	\$405.61	\$31.68	\$437.29
Year 2	H00001	AB4 Camera Bundle	58	\$0.00	\$0.00	\$0.00
Year 2	H00001	AB4 Camera Bundle	1	\$0.00	\$0.00	\$0.00
Year 2	H00002	AB4 Multi Bay Dock Bundle	8	\$0.00	\$0.00	\$0.00
Year 2	H00003	AB4 1-Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 2	H00004	AB4 FLEX POV HARDWARE BUNDLE	4	\$0.00	\$0.00	\$0.00
Year 2	ProLicense	Pro License Bundle	10	\$5,199.60	\$0.00	\$5,199.60
Year 2	T00001	AB4 FLEX POV TAP BUNDLE	4	\$353.76	\$24.22	\$377.98
Total				\$59,320.92	\$1,192.88	\$60,513.80

Aug 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	\$7,291.20	\$0.00	\$7,291.20
Year 3	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	\$18,875.51	\$0.00	\$18,875.51
Year 3	BasicLicense	Basic License Bundle	53	\$10,335.00	\$0.00	\$10,335.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$589.44	\$0.00	\$589.44
Year 3	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$297.60	\$16.86	\$314.46
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	58	\$15,973.20	\$1,120.12	\$17,093.32
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	1	\$405.61	\$31.68	\$437.29
Year 3	H00001	AB4 Camera Bundle	58	\$0.00	\$0.00	\$0.00
Year 3	H00001	AB4 Camera Bundle	1	\$0.00	\$0.00	\$0.00
Year 3	H00002	AB4 Multi Bay Dock Bundle	8	\$0.00	\$0.00	\$0.00
Year 3	H00003	AB4 1-Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 3	H00004	AB4 FLEX POV HARDWARE BUNDLE	4	\$0.00	\$0.00	\$0.00
Year 3	ProLicense	Pro License Bundle	10	\$5,199.60	\$0.00	\$5,199.60
Year 3	T00001	AB4 FLEX POV TAP BUNDLE	4	\$353.76	\$24.22	\$377.98
Total				\$59,320.92	\$1,192.88	\$60,513.80

Aug 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	\$7,291.20	\$0.00	\$7,291.20
Year 4	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	\$18,875.51	\$0.00	\$18,875.51
Year 4	BasicLicense	Basic License Bundle	53	\$10,335.00	\$0.00	\$10,335.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$589.44	\$0.00	\$589.44
Year 4	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$297.60	\$16.86	\$314.46
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	58	\$15,973.20	\$1,120.12	\$17,093.32
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	1	\$405.61	\$31.68	\$437.29
Year 4	H00001	AB4 Camera Bundle	58	\$0.00	\$0.00	\$0.00
Year 4	H00001	AB4 Camera Bundle	1	\$0.00	\$0.00	\$0.00
Year 4	H00002	AB4 Multi Bay Dock Bundle	8	\$0.00	\$0.00	\$0.00
Year 4	H00003	AB4 1-Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 4	H00004	AB4 FLEX POV HARDWARE BUNDLE	4	\$0.00	\$0.00	\$0.00

Aug 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	ProLicense	Pro License Bundle	10	\$5,199.60	\$0.00	\$5,199.60
Year 4	T00001	AB4 FLEX POV TAP BUNDLE	4	\$353.76	\$24.22	\$377.98
Total				\$59,320.92	\$1,192.88	\$60,513.80

Aug 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	56	\$7,291.20	\$0.00	\$7,291.20
Year 5	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	58	\$18,875.51	\$0.00	\$18,875.51
Year 5	BasicLicense	Basic License Bundle	53	\$10,335.00	\$0.00	\$10,335.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$589.44	\$0.00	\$589.44
Year 5	BWCamSBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	2	\$297.60	\$16.84	\$314.44
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	58	\$15,973.20	\$1,120.10	\$17,093.30
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	1	\$405.61	\$31.70	\$437.31
Year 5	H00001	AB4 Camera Bundle	58	\$0.00	\$0.00	\$0.00
Year 5	H00001	AB4 Camera Bundle	1	\$0.00	\$0.00	\$0.00
Year 5	H00002	AB4 Multi Bay Dock Bundle	8	\$0.00	\$0.00	\$0.00
Year 5	H00003	AB4 1-Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 5	H00004	AB4 FLEX POV HARDWARE BUNDLE	4	\$0.00	\$0.00	\$0.00
Year 5	ProLicense	Pro License Bundle	10	\$5,199.60	\$0.00	\$5,199.60
Year 5	T00001	AB4 FLEX POV TAP BUNDLE	4	\$353.76	\$24.22	\$377.98
Total				\$59,320.92	\$1,192.86	\$60,513.78

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

3/14/2024

