



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-518548-45365.964KP

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	\$137,398.20
ESTIMATED TOTAL W/ TAX	\$140,097.27

Discount Summary

Average Savings Per Year	\$4,835.60
TOTAL SAVINGS	\$29,013.60

Payment Summary

Date	Subtotal	Tax	Total
Jul 2024	\$5,606.40	\$0.00	\$5,606.40
Aug 2024	\$26,358.36	\$539.80	\$26,898.16
Aug 2025	\$26,358.36	\$539.80	\$26,898.16
Aug 2026	\$26,358.36	\$539.80	\$26,898.16
Aug 2027	\$26,358.36	\$539.80	\$26,898.16
Aug 2028	\$26,358.36	\$539.87	\$26,898.23
Total	\$137,398.20	\$2,699.07	\$140,097.27

Quote Unbundled Price:	\$166,411.80
Quote List Price:	\$156,360.00
Quote Subtotal:	\$137,398.20

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									
Fleet3B	Fleet 3 Basic	11	60	\$176.64	\$161.41	\$132.68	\$87,568.80	\$2,674.35	\$90,243.15
A la Carte Hardware									
71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14			\$18.60	\$18.60	\$260.40	\$24.72	\$285.12
A la Carte Software									
73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	225	12		\$0.60	\$0.60	\$1,620.00	\$0.00	\$1,620.00
87050	AXON EVIDENCE - FLEET VIEW XL LICENSE	11	12		\$30.20	\$30.20	\$3,986.40	\$0.00	\$3,986.40
80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	60		\$66.61	\$66.61	\$43,962.60	\$0.00	\$43,962.60
Total							\$137,398.20	\$2,699.07	\$140,097.27

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Basic	11634	AXON FLEET - CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	11		07/01/2024
Fleet 3 Basic	70112	AXON SIGNAL - SIGNAL UNIT	11		07/01/2024
Fleet 3 Basic	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	11		07/01/2024
Fleet 3 Basic	72034	AXON FLEET 3 - SIM INSERTION - VZW	11		07/01/2024
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	11		07/01/2024
A la Carte	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14		07/01/2024

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	225	08/01/2023	07/31/2024
A la Carte	87050	AXON EVIDENCE - FLEET VIEW XL LICENSE	11	08/01/2023	07/31/2024
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	11	08/01/2024	07/31/2029
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	22	08/01/2024	07/31/2029
A la Carte	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	08/01/2024	07/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Basic	73391	AXON FLEET 3 - DEPLOYMENT (PER VEHICLE)	11

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	11	07/01/2025	07/31/2029
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	11	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
Gap Coverage	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	225	\$1,620.00	\$0.00	\$1,620.00
Gap Coverage	87050	AXON EVIDENCE - FLEET VIEW XL LICENSE	11	\$3,986.40	\$0.00	\$3,986.40
Total				\$5,606.40	\$0.00	\$5,606.40

Aug 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14	\$52.08	\$4.94	\$57.02
Year 1	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	\$8,792.51	\$0.00	\$8,792.51
Year 1	Fleet3B	Fleet 3 Basic	11	\$17,513.77	\$534.86	\$18,048.63
Total				\$26,358.36	\$539.80	\$26,898.16

Aug 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14	\$52.08	\$4.94	\$57.02
Year 2	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	\$8,792.51	\$0.00	\$8,792.51
Year 2	Fleet3B	Fleet 3 Basic	11	\$17,513.77	\$534.86	\$18,048.63
Total				\$26,358.36	\$539.80	\$26,898.16

Aug 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14	\$52.08	\$4.94	\$57.02
Year 3	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	\$8,792.51	\$0.00	\$8,792.51
Year 3	Fleet3B	Fleet 3 Basic	11	\$17,513.77	\$534.86	\$18,048.63
Total				\$26,358.36	\$539.80	\$26,898.16

Aug 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14	\$52.08	\$4.94	\$57.02
Year 4	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	\$8,792.51	\$0.00	\$8,792.51
Year 4	Fleet3B	Fleet 3 Basic	11	\$17,513.77	\$534.86	\$18,048.63

Aug 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Total				\$26,358.36	\$539.80	\$26,898.16

Aug 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	71210	AXON FLEET - DOOR TRIGGER HARDWARE - US	14	\$52.08	\$4.96	\$57.04
Year 5	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	11	\$8,792.51	\$0.00	\$8,792.51
Year 5	Fleet3B	Fleet 3 Basic	11	\$17,513.77	\$534.91	\$18,048.68
Total				\$26,358.36	\$539.87	\$26,898.23

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



FLEET STATEMENT OF WORK BETWEEN AXON ENTERPRISE AND AGENCY

Introduction

This Statement of Work ("SOW") has been made and entered into by and between Axon Enterprise, Inc. ("AXON"), and Hermosa Beach Police Dept. - CA the ("AGENCY") for the purchase of the Axon Fleet in-car video solution ("FLEET") and its supporting information, services and training. (AXON Technical Project Manager/The AXON installer)

Purpose and Intent

AGENCY states, and AXON understands and agrees, that Agency's purpose and intent for entering into this SOW is for the AGENCY to obtain from AXON deliverables, which used solely in conjunction with AGENCY's existing systems and equipment, which AGENCY specifically agrees to purchase or provide pursuant to the terms of this SOW.

This SOW contains the entire agreement between the parties. There are no promises, agreements, conditions, inducements, warranties or understandings, written or oral, expressed or implied, between the parties, other than as set forth or referenced in the SOW.

Acceptance

Upon completion of the services outlined in this SOW, AGENCY will be provided a professional services acceptance form ("Acceptance Form"). AGENCY will sign the Acceptance Form acknowledging that services have been completed in substantial conformance with this SOW and the Agreement. If AGENCY reasonably believes AXON did not complete the professional services in conformance with this SOW, AGENCY must notify AXON in writing of the specific reasons within seven (7) calendar days from delivery of the Acceptance Form. AXON will remedy the issues to conform with this SOW and re-present the Acceptance Form for signature. If AXON does not receive the signed Acceptance Form or written notification of the reasons for rejection within 7 calendar days of the delivery of the Acceptance Form, AGENCY will be deemed to have accepted the services in accordance to this SOW.

Force Majeure

Neither party hereto shall be liable for delays or failure to perform with respect to this SOW due to causes beyond the party's reasonable control and not avoidable by diligence.

Schedule Change

Each party shall notify the other as soon as possible regarding any changes to agreed upon dates and times of Axon Fleet in-car Solution installation-to be performed pursuant of this Statement of Work.

Axon Fleet Deliverables

Typically, within (30) days of receiving this fully executed SOW, an AXON Technical Project Manager will deliver to AGENCY's primary point of contact via electronic media, controlled documentation, guides, instructions and videos followed by available dates for the initial project review and customer readiness validation. Unless otherwise agreed upon by AXON, AGENCY may print and reproduce said documents for use by its employees only.

Security Clearance and Access

Upon AGENCY's request, AXON will provide the AGENCY a list of AXON employees, agents, installers or representatives which require access to the AGENCY's facilities in order to perform Work pursuant of this Statement of Work. AXON will ensure that each employee, agent or representative has been informed or and consented to a criminal background investigation by AGENCY for the purposes of being allowed access to AGENCY's facilities. AGENCY is responsible for providing AXON with all required instructions and documentation accompanying the security background check's requirements.

Training

AXON will provide training applicable to Axon Evidence, Cradlepoint NetCloud Manager and Axon Fleet application in a train-the-trainer style method unless otherwise agreed upon between the AGENCY and AXON.

Local Computer

AGENCY is responsible for providing a mobile data computer (MDC) with the same software, hardware, and configuration that AGENCY personnel will use with the AXON system being installed. AGENCY is responsible for making certain that any and all security settings (port openings, firewall settings, antivirus software, virtual private network, routing, etc.) are made prior to the installation, configuration and testing of the aforementioned deliverables.

Network

AGENCY is responsible for making certain that any and all network(s) route traffic to appropriate endpoints and AXON is not liable for network breach, data interception, or loss of data due to misconfigured firewall settings or virus infection, except to the extent that such virus or infection is caused, in whole or in part, by defects in the deliverables.

Cradlepoint Router

When applicable, AGENCY must provide AXON Installers with temporary administrative access to Cradlepoint's [NetCloud Manager](#) to the extent necessary to perform Work pursuant of this Statement of Work.

Evidence.com

AGENCY must provide AXON Installers with temporary administrative access to Axon Evidence.com to the extent necessary to perform Work pursuant of this SOW.

Wireless Upload System

If purchased by the AGENCY, on such dates and times mutually agreed upon by the parties, AXON will install and configure into AGENCY's existing network a wireless network infrastructure as identified in the AGENCY's binding quote based on conditions of the sale.

VEHICLE INSTALLATION

Preparedness

On such dates and times mutually agreed upon by the parties, the AGENCY will deliver all vehicles to an AXON Installer less weapons and items of evidence. Vehicle(s) will be deemed 'out of service' to the extent necessary to perform Work pursuant of this SOW.

Existing Mobile Video Camera System Removal

On such dates and times mutually agreed upon by the parties, the AGENCY will deliver all vehicles to an AXON Installer which will remove from said vehicles all components of the existing mobile video camera system unless otherwise agreed upon by the AGENCY.

Major components will be salvaged by the AXON Installer for auction by the AGENCY. Wires and cables are not considered expendable and will not be salvaged. Salvaged components will be placed in a designated area by the AGENCY within close proximity of the vehicle in an accessible work space.

Prior to removing the existing mobile video camera systems, it is both the responsibility of the AGENCY and the AXON Installer to test the vehicle's systems' operation to identify and operate, documenting any existing component or system failures and in detail, identify which components of the existing mobile video camera system will be removed by the AXON Installer.

In-Car Hardware/Software Delivery and Installation

On such dates and times mutually agreed upon by the parties, the AGENCY will deliver all vehicles to an AXON Installer, who will install and configure in each vehicle in accordance with the specifications detailed in the system's installation manual and its relevant addendum(s). Applicable in-car hardware will be installed and configured as defined and validated by the AGENCY during the pre-deployment discovery process.

If a specified vehicle is unavailable on the date and time agreed upon by the parties, AGENCY will provide a similar vehicle for the installation process. Delays due to a vehicle, or substitute vehicle, not being available at agreed upon dates and times may result in additional fees to the AGENCY. If the AXON Installer determines that a vehicle is not properly prepared for installation ("Not Fleet Ready"), such as a battery not being properly charged or properly up-fit for in-service, field operations, the issue shall be reported immediately to the AGENCY for resolution and a date and time for the future installation shall be agreed upon by the parties.

Upon completion of installation and configuration, AXON will systematically test all installed and configured in-car hardware and software to ensure that ALL functions of the hardware and software are fully operational and that any deficiencies are corrected unless otherwise agreed upon by the AGENCY, installation, configuration, test and the correct of any deficiencies will be completed in each vehicle accepted for installation.

Prior to installing the Axon Fleet camera systems, it is both the responsibility of the AGENCY and the AXON Installer to test the vehicle's existing systems' operation to identify, document any existing component or vehicle systems' failures. Prior to any vehicle up-fitting the AXON Installer will introduce the system's components, basic functions, integrations and systems overview along with reference to AXON approved, AGENCY manuals, guides, portals and videos. It is both the responsibility of the AGENCY and the AXON Installer to agree on placement of each components, the antenna(s), integration recording trigger sources and customer preferred power, ground and ignition sources prior to permanent or temporary installation of an Axon Fleet camera solution in each vehicle type. Agreed placement will be documented by the AXON Installer.

AXON welcomes up to 5 persons per system operation training session per day, and unless otherwise agreed upon by the AGENCY, the first vehicle will be used for an installation training demonstration. The second vehicle will be used for an assisted installation training demonstration. The installation training session is customary to any AXON Fleet installation service regardless of who performs the continued Axon Fleet system installations.

The customary training session does not 'certify' a non-AXON Installer, customer-employed Installer or customer 3rd party Installer, since the AXON Fleet products does not offer an Installer certification program. Any work performed by non-AXON Installer, customer-employed Installer or customer 3rd party Installer is not warranted by AXON, and AXON is not liable for any damage to the vehicle and its existing systems and AXON Fleet hardware.