



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-461367-45057.827GM

Issued: 05/11/2023

Quote Expiration: 05/31/2023

Estimated Contract Start Date: 06/01/2023

Account Number: 189075

Payment Terms: N30

Delivery Method:

| SHIP TO | BILL TO |
|--------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|
| 1604 N Roosevelt Blvd 1604 N Roosevelt Blvd Key West, FL 33040-7254 USA | Key West Police Dept. - FL PO Box 1409 Key West, FL 33041-1409 USA Email: |

| SALES REPRESENTATIVE | PRIMARY CONTACT |
|-----------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| Griffin McKean Phone: Email: gmckean@axon.com Fax: | Joseph Stockton Phone: 305-809-1035 Email: jstockton@cityofkeywest-fl.gov Fax: (305) 809-1092 |

Quote Summary

| | |
|-------------------------------|---------------------|
| Program Length | 59 Months |
| TOTAL COST | \$111,322.04 |
| ESTIMATED TOTAL W/ TAX | \$111,322.04 |

Discount Summary

| | |
|--------------------------|--------------------|
| Average Savings Per Year | \$5,389.83 |
| TOTAL SAVINGS | \$26,500.00 |

Payment Summary

| Date | Subtotal | Tax | Total |
|--------------|---------------------|---------------|---------------------|
| May 2023 | \$23,863.00 | \$0.00 | \$23,863.00 |
| May 2024 | \$21,707.79 | \$0.00 | \$21,707.79 |
| May 2025 | \$21,813.54 | \$0.00 | \$21,813.54 |
| May 2026 | \$21,951.59 | \$0.00 | \$21,951.59 |
| May 2027 | \$21,986.12 | \$0.00 | \$21,986.12 |
| Total | \$111,322.04 | \$0.00 | \$111,322.04 |

Quote List Price:
Quote Subtotal:

\$137,822.04
\$111,322.04

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

| Item | Description | Term | Qty | List Price | Net Price | Subtotal | Tax | Total |
|--------------------------|--------------------------------------------------|------|-----|------------|------------|---------------------|---------------|---------------------|
| VR Controller Kit | | | | | | | | |
| 100126 | AXON VR TACTICAL BAG | | 2 | \$134.38 | \$134.38 | \$268.76 | \$0.00 | \$268.76 |
| 20298 | VR-ENABLED SIRT 115C CONTROLLER | | 2 | \$806.00 | \$806.00 | \$1,612.00 | \$0.00 | \$1,612.00 |
| 20296 | VR TABLET | | 2 | \$1,075.00 | \$1,075.00 | \$2,150.00 | \$0.00 | \$2,150.00 |
| 20297 | VR TABLET CASE | | 2 | \$64.50 | \$64.50 | \$129.00 | \$0.00 | \$129.00 |
| 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 48m | 2 | \$160.32 | \$160.32 | \$320.64 | \$0.00 | \$320.64 |
| 100186 | HTC FOCUS 3 WRIST TRACKER | | 4 | \$161.25 | \$161.25 | \$645.00 | \$0.00 | \$645.00 |
| 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | | 4 | \$96.75 | \$96.75 | \$387.00 | \$0.00 | \$387.00 |
| 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | | 4 | \$96.75 | \$96.75 | \$387.00 | \$0.00 | \$387.00 |
| Individual Items | | | | | | | | |
| 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 48m | 4 | \$308.16 | \$308.16 | \$1,232.64 | \$0.00 | \$1,232.64 |
| 20378 | HTC FOCUS 3 VR HEADSET | | 4 | \$1,935.00 | \$1,935.00 | \$7,740.00 | \$0.00 | \$7,740.00 |
| 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 59m | 100 | \$1,180.00 | \$915.00 | \$91,500.00 | \$0.00 | \$91,500.00 |
| 20379 | VR 1-DAY SERVICE | | 1 | \$4,950.00 | \$4,950.00 | \$4,950.00 | \$0.00 | \$4,950.00 |
| Total | | | | | | \$111,322.04 | \$0.00 | \$111,322.04 |

Delivery Schedule

Hardware

| Bundle | Item | Description | QTY | Estimated Delivery Date |
|-------------------|--------|--------------------------------------------------|-----|-------------------------|
| VR Controller Kit | 100126 | AXON VR TACTICAL BAG | 2 | 05/15/2023 |
| VR Controller Kit | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | 05/15/2023 |
| VR Controller Kit | 20296 | VR TABLET | 2 | 05/15/2023 |
| VR Controller Kit | 20297 | VR TABLET CASE | 2 | 05/15/2023 |
| VR Controller Kit | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | 05/15/2023 |
| VR Controller Kit | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | 05/15/2023 |
| VR Controller Kit | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | 05/15/2023 |
| A la Carte | 20378 | HTC FOCUS 3 VR HEADSET | 4 | 05/15/2023 |

Software

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|------------|-------|------------------------------------|-----|----------------------|--------------------|
| A la Carte | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | 06/01/2023 | 04/30/2028 |

Services

| Bundle | Item | Description | QTY |
|------------|-------|------------------|-----|
| A la Carte | 20379 | VR 1-DAY SERVICE | 1 |

Warranties

| Bundle | Item | Description | QTY | Estimated Start Date | Estimated End Date |
|-------------------|--------|--------------------------------------------|-----|----------------------|--------------------|
| VR Controller Kit | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | 05/15/2024 | 04/30/2028 |
| A la Carte | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | 05/15/2024 | 04/30/2028 |

Payment Details

May 2023

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------|--------------------------------------------------|-----|--------------------|---------------|--------------------|
| Year 1 | 100126 | AXON VR TACTICAL BAG | 2 | \$57.61 | \$0.00 | \$57.61 |
| Year 1 | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | \$138.26 | \$0.00 | \$138.26 |
| Year 1 | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | \$264.23 | \$0.00 | \$264.23 |
| Year 1 | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | \$68.73 | \$0.00 | \$68.73 |
| Year 1 | 20296 | VR TABLET | 2 | \$460.87 | \$0.00 | \$460.87 |
| Year 1 | 20297 | VR TABLET CASE | 2 | \$27.65 | \$0.00 | \$27.65 |
| Year 1 | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | \$345.55 | \$0.00 | \$345.55 |
| Year 1 | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | \$19,613.95 | \$0.00 | \$19,613.95 |
| Year 1 | 20378 | HTC FOCUS 3 VR HEADSET | 4 | \$1,659.15 | \$0.00 | \$1,659.15 |
| Year 1 | 20379 | VR 1-DAY SERVICE | 1 | \$1,061.08 | \$0.00 | \$1,061.08 |
| Year 1 | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | \$82.96 | \$0.00 | \$82.96 |
| Year 1 | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | \$82.96 | \$0.00 | \$82.96 |
| Total | | | | \$23,863.00 | \$0.00 | \$23,863.00 |

May 2024

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------|--------------------------------------------------|-----|--------------------|---------------|--------------------|
| Year 2 | 100126 | AXON VR TACTICAL BAG | 2 | \$52.41 | \$0.00 | \$52.41 |
| Year 2 | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | \$125.78 | \$0.00 | \$125.78 |
| Year 2 | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | \$240.36 | \$0.00 | \$240.36 |
| Year 2 | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | \$62.52 | \$0.00 | \$62.52 |
| Year 2 | 20296 | VR TABLET | 2 | \$419.25 | \$0.00 | \$419.25 |
| Year 2 | 20297 | VR TABLET CASE | 2 | \$25.16 | \$0.00 | \$25.16 |
| Year 2 | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | \$314.34 | \$0.00 | \$314.34 |
| Year 2 | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | \$17,842.50 | \$0.00 | \$17,842.50 |
| Year 2 | 20378 | HTC FOCUS 3 VR HEADSET | 4 | \$1,509.30 | \$0.00 | \$1,509.30 |
| Year 2 | 20379 | VR 1-DAY SERVICE | 1 | \$965.25 | \$0.00 | \$965.25 |
| Year 2 | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | \$75.46 | \$0.00 | \$75.46 |
| Year 2 | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | \$75.46 | \$0.00 | \$75.46 |
| Total | | | | \$21,707.79 | \$0.00 | \$21,707.79 |

May 2025

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------|--------------------------------------------|-----|-------------|--------|-------------|
| Year 3 | 100126 | AXON VR TACTICAL BAG | 2 | \$52.66 | \$0.00 | \$52.66 |
| Year 3 | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | \$126.39 | \$0.00 | \$126.39 |
| Year 3 | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | \$241.54 | \$0.00 | \$241.54 |
| Year 3 | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | \$62.83 | \$0.00 | \$62.83 |
| Year 3 | 20296 | VR TABLET | 2 | \$421.29 | \$0.00 | \$421.29 |
| Year 3 | 20297 | VR TABLET CASE | 2 | \$25.28 | \$0.00 | \$25.28 |
| Year 3 | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | \$315.87 | \$0.00 | \$315.87 |
| Year 3 | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | \$17,929.42 | \$0.00 | \$17,929.42 |
| Year 3 | 20378 | HTC FOCUS 3 VR HEADSET | 4 | \$1,516.65 | \$0.00 | \$1,516.65 |
| Year 3 | 20379 | VR 1-DAY SERVICE | 1 | \$969.95 | \$0.00 | \$969.95 |

May 2025

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|-------|--------------------------------------------------|-----|--------------------|---------------|--------------------|
| Year 3 | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | \$75.83 | \$0.00 | \$75.83 |
| Year 3 | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | \$75.83 | \$0.00 | \$75.83 |
| Total | | | | \$21,813.54 | \$0.00 | \$21,813.54 |

May 2026

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------|--------------------------------------------------|-----|--------------------|---------------|--------------------|
| Year 4 | 100126 | AXON VR TACTICAL BAG | 2 | \$53.00 | \$0.00 | \$53.00 |
| Year 4 | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | \$127.19 | \$0.00 | \$127.19 |
| Year 4 | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | \$243.06 | \$0.00 | \$243.06 |
| Year 4 | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | \$63.23 | \$0.00 | \$63.23 |
| Year 4 | 20296 | VR TABLET | 2 | \$423.96 | \$0.00 | \$423.96 |
| Year 4 | 20297 | VR TABLET CASE | 2 | \$25.44 | \$0.00 | \$25.44 |
| Year 4 | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | \$317.87 | \$0.00 | \$317.87 |
| Year 4 | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | \$18,042.88 | \$0.00 | \$18,042.88 |
| Year 4 | 20378 | HTC FOCUS 3 VR HEADSET | 4 | \$1,526.25 | \$0.00 | \$1,526.25 |
| Year 4 | 20379 | VR 1-DAY SERVICE | 1 | \$976.09 | \$0.00 | \$976.09 |
| Year 4 | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | \$76.31 | \$0.00 | \$76.31 |
| Year 4 | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | \$76.31 | \$0.00 | \$76.31 |
| Total | | | | \$21,951.59 | \$0.00 | \$21,951.59 |

May 2027

| Invoice Plan | Item | Description | Qty | Subtotal | Tax | Total |
|--------------|--------|--------------------------------------------------|-----|--------------------|---------------|--------------------|
| Year 5 | 100126 | AXON VR TACTICAL BAG | 2 | \$53.08 | \$0.00 | \$53.08 |
| Year 5 | 100186 | HTC FOCUS 3 WRIST TRACKER | 4 | \$127.38 | \$0.00 | \$127.38 |
| Year 5 | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY | 4 | \$243.45 | \$0.00 | \$243.45 |
| Year 5 | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2 | \$63.33 | \$0.00 | \$63.33 |
| Year 5 | 20296 | VR TABLET | 2 | \$424.63 | \$0.00 | \$424.63 |
| Year 5 | 20297 | VR TABLET CASE | 2 | \$25.47 | \$0.00 | \$25.47 |
| Year 5 | 20298 | VR-ENABLED SIRT 115C CONTROLLER | 2 | \$318.37 | \$0.00 | \$318.37 |
| Year 5 | 20370 | FULL VR TASER 7 ADD-ON USER ACCESS | 100 | \$18,071.25 | \$0.00 | \$18,071.25 |
| Year 5 | 20378 | HTC FOCUS 3 VR HEADSET | 4 | \$1,528.65 | \$0.00 | \$1,528.65 |
| Year 5 | 20379 | VR 1-DAY SERVICE | 1 | \$977.63 | \$0.00 | \$977.63 |
| Year 5 | 22196 | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE) | 4 | \$76.44 | \$0.00 | \$76.44 |
| Year 5 | 22197 | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE) | 4 | \$76.44 | \$0.00 | \$76.44 |
| Total | | | | \$21,986.12 | \$0.00 | \$21,986.12 |

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

5/11/2023

