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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

