



**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-617097-45588.708MA

Issued: 10/23/2024

Quote Expiration: 12/31/2024

Estimated Contract Start Date: 03/01/2025

Account Number: 106954

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
San Bernardino Police Dept. - CA 710 N D St San Bernardino, CA 92401-1112 USA	San Bernardino Police Dept. - CA 710 N D St San Bernardino CA 92401-1112 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Lauren Gauer Phone: 480-580-3639 Email: lgauer@axon.com Fax:	Adam Affrunti Phone: (909) 384-5606 Email: affrunti_ad@sbcity.org Fax:

### Quote Summary

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$1,919,723.40</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$1,943,446.99</b>

### Discount Summary

Average Savings Per Year	\$103,832.76
<b>TOTAL SAVINGS</b>	<b>\$519,163.80</b>

Payment Summary

Date	Subtotal	Tax	Total
Feb 2025	\$738,700.00	\$9,128.72	\$747,828.72
Feb 2026	\$487,500.00	\$6,024.43	\$493,524.43
Feb 2027	\$231,174.46	\$2,856.81	\$234,031.27
Feb 2028	\$231,174.47	\$2,856.81	\$234,031.28
Feb 2029	\$231,174.47	\$2,856.82	\$234,031.29
Total	\$1,919,723.40	\$23,723.59	\$1,943,446.99

Quote Unbundled Price:	\$2,438,887.20
Quote List Price:	\$2,259,145.20
Quote Subtotal:	\$1,919,723.40

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	60	\$30,077.31	\$27,081.61	\$22,895.39	\$1,373,723.40	\$8,761.09	\$1,382,484.49
<b>A la Carte Hardware</b>									
101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20			\$2,000.00	\$1,800.00	\$36,000.00	\$3,150.00	\$39,150.00
101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30			\$5,000.00	\$4,500.00	\$135,000.00	\$11,812.50	\$146,812.50
<b>A la Carte Software</b>									
101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	60		\$2,260.27	\$2,083.33	\$375,000.00	\$0.00	\$375,000.00
<b>A la Carte Services</b>									
101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88			\$425.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>A la Carte Warranties</b>									
101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	49		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	49		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>							<b>\$1,919,723.40</b>	<b>\$23,723.59</b>	<b>\$1,943,446.99</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - FUSUS ENTERPRISE PLUS	101386	AXON RESPOND - FUSUSCORE - PRO 2.0 4TB HDD STORAGE	60	1	02/01/2025
BUNDLE - FUSUS ENTERPRISE PLUS	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	4	1	02/01/2025
BUNDLE - FUSUS ENTERPRISE PLUS	101390	AXON RESPOND - FUSUSCORE - ELITE 2.0 44TB HDD STORAGE	4	1	02/01/2025
BUNDLE - FUSUS ENTERPRISE PLUS	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	10	1	02/01/2025
BUNDLE - FUSUS ENTERPRISE PLUS	101408	AXON RESPOND - FUSUSCORE - CAD	1	1	02/01/2025
BUNDLE - FUSUS ENTERPRISE PLUS	101409	AXON RESPOND - FUSUSCORE - LISTEN	1	1	02/01/2025
A la Carte	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	1	02/01/2025
A la Carte	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	1	02/01/2025

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
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## Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - FUSUS ENTERPRISE PLUS	101359	AXON RESPOND - FUSUSONE - ENTERPRISE PLUS LEVEL SAAS	1	03/01/2025	02/28/2030
A la Carte	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	03/01/2025	02/28/2030

## Services

Bundle	Item	Description	QTY
BUNDLE - FUSUS ENTERPRISE PLUS	101421	AXON RESPOND - FUSUS SOFTWARE IMPLEMENTATION	3
A la Carte	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88

## Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	1	02/01/2026	02/28/2030
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	60	02/01/2026	02/28/2030
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	4	02/01/2026	02/28/2030
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	4	02/01/2026	02/28/2030
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	10	02/01/2026	02/28/2030
BUNDLE - FUSUS ENTERPRISE PLUS	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	1	02/01/2026	02/28/2030
A la Carte	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	02/01/2026	02/28/2030
A la Carte	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	02/01/2026	02/28/2030

## Shipping Locations

Location Number	Street	City	State	Zip	Country
1	710 N D St	San Bernardino	CA	92401-1112	USA

## Payment Details

### Feb 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	\$144,298.13	\$0.00	\$144,298.13
Year 1	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	\$13,852.62	\$1,212.10	\$15,064.72
Year 1	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	\$51,947.33	\$4,545.39	\$56,492.72
Year 1	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88	\$0.00	\$0.00	\$0.00
Year 1	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	\$0.00	\$0.00	\$0.00
Year 1	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	\$0.00	\$0.00	\$0.00
Year 1	M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	\$528,601.92	\$3,371.23	\$531,973.15
<b>Total</b>				<b>\$738,700.00</b>	<b>\$9,128.72</b>	<b>\$747,828.72</b>

### Feb 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	\$95,228.56	\$0.00	\$95,228.56
Year 2	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	\$9,141.94	\$799.92	\$9,941.86
Year 2	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	\$34,282.28	\$2,999.70	\$37,281.98
Year 2	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88	\$0.00	\$0.00	\$0.00
Year 2	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	\$0.00	\$0.00	\$0.00
Year 2	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	\$0.00	\$0.00	\$0.00
Year 2	M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	\$348,847.22	\$2,224.81	\$351,072.03
<b>Total</b>				<b>\$487,500.00</b>	<b>\$6,024.43</b>	<b>\$493,524.43</b>

### Feb 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	\$45,157.77	\$0.00	\$45,157.77
Year 3	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	\$4,335.15	\$379.33	\$4,714.48
Year 3	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	\$16,256.80	\$1,422.47	\$17,679.27
Year 3	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88	\$0.00	\$0.00	\$0.00
Year 3	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	\$0.00	\$0.00	\$0.00
Year 3	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	\$0.00	\$0.00	\$0.00
Year 3	M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	\$165,424.74	\$1,055.01	\$166,479.75
<b>Total</b>				<b>\$231,174.46</b>	<b>\$2,856.81</b>	<b>\$234,031.27</b>

### Feb 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	\$45,157.77	\$0.00	\$45,157.77
Year 4	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	\$4,335.15	\$379.33	\$4,714.48
Year 4	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	\$16,256.80	\$1,422.47	\$17,679.27
Year 4	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88	\$0.00	\$0.00	\$0.00
Year 4	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	\$0.00	\$0.00	\$0.00

**Feb 2028**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	\$0.00	\$0.00	\$0.00
Year 4	M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	\$165,424.75	\$1,055.01	\$166,479.76
<b>Total</b>				<b>\$231,174.47</b>	<b>\$2,856.81</b>	<b>\$234,031.28</b>

**Feb 2029**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	3	\$45,157.77	\$0.00	\$45,157.77
Year 5	101389	AXON RESPOND - FUSUSCORE - PRO AI 8TB HDD STORAGE	20	\$4,335.15	\$379.32	\$4,714.47
Year 5	101391	AXON RESPOND - FUSUSCORE - ELITE AI 2.0 44TB HDD STORAGE	30	\$16,256.80	\$1,422.47	\$17,679.27
Year 5	101422	AXON RESPOND - FUSUS HARDWARE DEPLOYMENT	88	\$0.00	\$0.00	\$0.00
Year 5	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	30	\$0.00	\$0.00	\$0.00
Year 5	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	20	\$0.00	\$0.00	\$0.00
Year 5	M00019	BUNDLE - FUSUS ENTERPRISE PLUS	1	\$165,424.75	\$1,055.03	\$166,479.78
<b>Total</b>				<b>\$231,174.47</b>	<b>\$2,856.82</b>	<b>\$234,031.29</b>

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 <https://www.axon.com/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](http://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.

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Signature

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Date Signed

10/23/2024

