



**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-551246-45463.729KP**

Issued: 06/20/2024

Quote Expiration: 07/15/2024

Estimated Contract Start Date: 07/15/2024

Account Number: 107725

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Manhattan Beach Police Dept. - CA 420 15TH ST MANHATTAN BEACH, CA 90266-4607 USA	Manhattan Beach Police Dept. - CA 420 15TH ST MANHATTAN BEACH CA 90266-4607 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Panasewicz Phone: +1 4803294734 Email: kylep@axon.com Fax: (480) 905-2071	Mike Sweeney Phone: (310) 545-4566 Email: msweeney@citymb.info Fax:

**Quote Summary**

Program Length	65 Months
<b>TOTAL COST</b>	<b>\$941,672.78</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$955,536.09</b>

**Discount Summary**

Average Savings Per Year	\$63,021.80
<b>TOTAL SAVINGS</b>	<b>\$341,368.07</b>

Payment Summary

Date	Subtotal	Tax	Total
Jul 2024	\$180,801.18	\$2,661.76	\$183,462.94
Jul 2025	\$190,217.90	\$2,800.38	\$193,018.28
Jul 2026	\$190,217.90	\$2,800.38	\$193,018.28
Jul 2027	\$190,217.90	\$2,800.38	\$193,018.28
Jul 2028	\$190,217.90	\$2,800.41	\$193,018.31
Total	\$941,672.78	\$13,863.31	\$955,536.09

Quote Unbundled Price:	\$1,283,040.85
Quote List Price:	\$1,207,573.50
Quote Subtotal:	\$941,672.78

## 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>									
BWCamTAP	Body Worn Camera TAP Bundle	102	60	\$41.54	\$33.80	\$27.39	\$167,626.80	\$11,542.55	\$179,169.35
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	60	\$73.05	\$36.07	\$36.07	\$30,298.80	\$2,320.76	\$32,619.56
M00016	BUNDLE - FUSUS BASIC	1	65	\$4,560.63	\$4,606.24	\$3,454.68	\$224,554.20	\$0.00	\$224,554.20
<b>A la Carte Hardware</b>									
101388	AXON RESPOND - FUSUSCORE - PRO 2.0 EXT 22TB HDD STORAGE	5			\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00
H00001	AB4 Camera Bundle	90			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00001	AB4 Camera Bundle	12			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00002	AB4 Multi Bay Dock Bundle	14			\$1,638.90	\$0.00	\$0.00	\$0.00	\$0.00
<b>A la Carte Software</b>									
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	5		\$10.00	\$10.00	\$4,000.00	\$0.00	\$4,000.00
73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	5		\$0.60	\$0.60	\$4,956.00	\$0.00	\$4,956.00
73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	5		\$15.00	\$15.00	\$5,100.00	\$0.00	\$5,100.00
73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	5		\$40.00	\$40.00	\$5,600.00	\$0.00	\$5,600.00
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	60		\$10.85	\$10.85	\$66,402.00	\$0.00	\$66,402.00
101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	65		\$2,280.34	\$1,710.26	\$111,166.58	\$0.00	\$111,166.58
73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	60		\$27.12	\$27.12	\$165,974.40	\$0.00	\$165,974.40
ProLicense	Pro License Bundle	30	60		\$43.40	\$43.33	\$77,994.00	\$0.00	\$77,994.00
BasicLicense	Basic License Bundle	80	60		\$16.27	\$16.25	\$78,000.00	\$0.00	\$78,000.00
<b>A la Carte Warranties</b>									
101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	5	53		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>							<b>\$941,672.78</b>	<b>\$13,863.31</b>	<b>\$955,536.09</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101388	AXON RESPOND - FUSUSCORE - PRO 2.0 EXT 22TB HDD STORAGE	5	1	07/15/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	90	1	11/15/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	12	1	11/15/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	3	1	11/15/2024
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	99	1	11/15/2024
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	14	1	11/15/2024
AB4 Camera Bundle	74028	AXON BODY - MOUNT - WING CLIP RAPIDLOCK	99	1	11/15/2024
AB4 Camera Bundle	74028	AXON BODY - MOUNT - WING CLIP RAPIDLOCK	14	1	11/15/2024
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - DOCK - EIGHT BAY	14	1	11/15/2024
AB4 Multi Bay Dock Bundle	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	14	1	11/15/2024
AB4 Multi Bay Dock Bundle	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	14	1	11/15/2024
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY	14	1	05/15/2027
Body Worn Camera TAP Bundle	73309	AXON BODY - TAP REFRESH 1 - CAMERA	105	1	05/15/2027
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	AXON BODY - TAP REFRESH 2 - DOCK MULTI BAY	14	1	11/15/2029
Body Worn Camera TAP Bundle	73310	AXON BODY - TAP REFRESH 2 - CAMERA	105	1	11/15/2029

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - FUSUS BASIC	101357	AXON RESPOND - FUSUSONE - BASIC LEVEL SAAS	1	07/15/2024	12/14/2029
A la Carte	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	07/15/2024	12/14/2029
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	07/15/2024	12/14/2024
A la Carte	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	07/15/2024	12/14/2024
A la Carte	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	07/15/2024	12/14/2024
A la Carte	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	07/15/2024	12/14/2024
Basic License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	80	12/15/2024	12/14/2029
Basic License Bundle	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	80	12/15/2024	12/14/2029
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	90	12/15/2024	12/14/2029
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	30	12/15/2024	12/14/2029
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	12/15/2024	12/14/2029
A la Carte	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	12/15/2024	12/14/2029

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	5	07/15/2025	12/14/2029
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	14	11/15/2025	12/14/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	102	11/15/2025	12/14/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	3	11/15/2025	12/14/2029

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	420 15TH ST	MANHATTAN BEACH	CA	90266-4607	USA

Payment Details

Jul 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	\$21,343.98	\$0.00	\$21,343.98
Year 1	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	\$768.00	\$0.00	\$768.00
Year 1	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	\$12,749.18	\$0.00	\$12,749.18
Year 1	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	\$951.55	\$0.00	\$951.55
Year 1	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	\$31,867.08	\$0.00	\$31,867.08
Year 1	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	\$1,075.20	\$0.00	\$1,075.20
Year 1	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	\$979.20	\$0.00	\$979.20
Year 1	BasicLicense	Basic License Bundle	80	\$14,976.00	\$0.00	\$14,976.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$5,817.37	\$445.59	\$6,262.96
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	102	\$32,184.35	\$2,216.17	\$34,400.52
Year 1	H00001	AB4 Camera Bundle	90	\$0.00	\$0.00	\$0.00
Year 1	H00001	AB4 Camera Bundle	12	\$0.00	\$0.00	\$0.00
Year 1	H00002	AB4 Multi Bay Dock Bundle	14	\$0.00	\$0.00	\$0.00
Year 1	M00016	BUNDLE - FUSUS BASIC	1	\$43,114.42	\$0.00	\$43,114.42
Year 1	ProLicense	Pro License Bundle	30	\$14,974.85	\$0.00	\$14,974.85
Invoice Upon Fulfillment	101388	AXON RESPOND - FUSUSCORE - PRO 2.0 EXT 22TB HDD STORAGE	5	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101424	AXON RESPOND - FUSUSCORE - EXTENDED WARRANTY	5	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	M00016	BUNDLE - FUSUS BASIC	1	\$0.00	\$0.00	\$0.00
Total				\$180,801.18	\$2,661.76	\$183,462.94

Dec 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Jul 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	\$22,455.65	\$0.00	\$22,455.65
Year 2	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	\$808.00	\$0.00	\$808.00
Year 2	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	\$13,413.20	\$0.00	\$13,413.20
Year 2	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	\$1,001.11	\$0.00	\$1,001.11
Year 2	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	\$33,526.83	\$0.00	\$33,526.83
Year 2	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	\$1,131.20	\$0.00	\$1,131.20
Year 2	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	\$1,030.20	\$0.00	\$1,030.20
Year 2	BasicLicense	Basic License Bundle	80	\$15,756.00	\$0.00	\$15,756.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$6,120.36	\$468.79	\$6,589.15
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	102	\$33,860.61	\$2,331.59	\$36,192.20
Year 2	H00001	AB4 Camera Bundle	90	\$0.00	\$0.00	\$0.00
Year 2	H00001	AB4 Camera Bundle	12	\$0.00	\$0.00	\$0.00

Jul 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	H00002	AB4 Multi Bay Dock Bundle	14	\$0.00	\$0.00	\$0.00
Year 2	M00016	BUNDLE - FUSUS BASIC	1	\$45,359.95	\$0.00	\$45,359.95
Year 2	ProLicense	Pro License Bundle	30	\$15,754.79	\$0.00	\$15,754.79
<b>Total</b>				<b>\$190,217.90</b>	<b>\$2,800.38</b>	<b>\$193,018.28</b>

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	\$22,455.65	\$0.00	\$22,455.65
Year 3	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	\$808.00	\$0.00	\$808.00
Year 3	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	\$13,413.20	\$0.00	\$13,413.20
Year 3	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	\$1,001.11	\$0.00	\$1,001.11
Year 3	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	\$33,526.83	\$0.00	\$33,526.83
Year 3	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	\$1,131.20	\$0.00	\$1,131.20
Year 3	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	\$1,030.20	\$0.00	\$1,030.20
Year 3	BasicLicense	Basic License Bundle	80	\$15,756.00	\$0.00	\$15,756.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$6,120.36	\$468.79	\$6,589.15
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	102	\$33,860.61	\$2,331.59	\$36,192.20
Year 3	H00001	AB4 Camera Bundle	90	\$0.00	\$0.00	\$0.00
Year 3	H00001	AB4 Camera Bundle	12	\$0.00	\$0.00	\$0.00
Year 3	H00002	AB4 Multi Bay Dock Bundle	14	\$0.00	\$0.00	\$0.00
Year 3	M00016	BUNDLE - FUSUS BASIC	1	\$45,359.95	\$0.00	\$45,359.95
Year 3	ProLicense	Pro License Bundle	30	\$15,754.79	\$0.00	\$15,754.79
<b>Total</b>				<b>\$190,217.90</b>	<b>\$2,800.38</b>	<b>\$193,018.28</b>

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	\$22,455.65	\$0.00	\$22,455.65
Year 4	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	\$808.00	\$0.00	\$808.00
Year 4	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	\$13,413.20	\$0.00	\$13,413.20
Year 4	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	\$1,001.11	\$0.00	\$1,001.11
Year 4	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	\$33,526.83	\$0.00	\$33,526.83
Year 4	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	\$1,131.20	\$0.00	\$1,131.20
Year 4	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	\$1,030.20	\$0.00	\$1,030.20
Year 4	BasicLicense	Basic License Bundle	80	\$15,756.00	\$0.00	\$15,756.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$6,120.36	\$468.79	\$6,589.15
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	102	\$33,860.61	\$2,331.59	\$36,192.20
Year 4	H00001	AB4 Camera Bundle	90	\$0.00	\$0.00	\$0.00
Year 4	H00001	AB4 Camera Bundle	12	\$0.00	\$0.00	\$0.00
Year 4	H00002	AB4 Multi Bay Dock Bundle	14	\$0.00	\$0.00	\$0.00
Year 4	M00016	BUNDLE - FUSUS BASIC	1	\$45,359.95	\$0.00	\$45,359.95
Year 4	ProLicense	Pro License Bundle	30	\$15,754.79	\$0.00	\$15,754.79
<b>Total</b>				<b>\$190,217.90</b>	<b>\$2,800.38</b>	<b>\$193,018.28</b>

Jul 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	101360	AXON RESPOND - FUSUSONE - ENTERPRISE SAAS EXPANSION	1	\$22,455.65	\$0.00	\$22,455.65
Year 5	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	80	\$808.00	\$0.00	\$808.00
Year 5	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	102	\$13,413.20	\$0.00	\$13,413.20
Year 5	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	1652	\$1,001.11	\$0.00	\$1,001.11
Year 5	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	102	\$33,526.83	\$0.00	\$33,526.83

Jul 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73746	AXON EVIDENCE - ECOM LICENSE - PRO	28	\$1,131.20	\$0.00	\$1,131.20
Year 5	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	68	\$1,030.20	\$0.00	\$1,030.20
Year 5	BasicLicense	Basic License Bundle	80	\$15,756.00	\$0.00	\$15,756.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	14	\$6,120.36	\$468.80	\$6,589.16
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	102	\$33,860.61	\$2,331.61	\$36,192.22
Year 5	H00001	AB4 Camera Bundle	90	\$0.00	\$0.00	\$0.00
Year 5	H00001	AB4 Camera Bundle	12	\$0.00	\$0.00	\$0.00
Year 5	H00002	AB4 Multi Bay Dock Bundle	14	\$0.00	\$0.00	\$0.00
Year 5	M00016	BUNDLE - FUSUS BASIC	1	\$45,359.95	\$0.00	\$45,359.95
Year 5	ProLicense	Pro License Bundle	30	\$15,754.79	\$0.00	\$15,754.79
<b>Total</b>				<b>\$190,217.90</b>	<b>\$2,800.41</b>	<b>\$193,018.31</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.



## Exceptions to Standard Terms and Conditions

100% discounted body-worn camera and docking station hardware contained in this quote reflects a TAP replacement for hardware purchased under existing contract #00022256. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

ATTEST:

By: \_\_\_\_\_  
Name: Bruce Moe  
Title: City Manager

\_\_\_\_\_  
Date Signed

6/20/2024



By: \_\_\_\_\_  
Name: Liza Tamura  
Title: City Clerk

APPROVED AS TO FORM:

DocuSigned by:  
By: Quinn Barrow, City Attorney  
C24C6E263545445... 6/26/2024  
Name: Quinn M. Barrow  
Title: City Attorney

APPROVED AS TO FISCAL IMPACT:

DocuSigned by:  
By: Steve S Charelian, Finance Director  
3801E6D7E4124E9... 6/25/2024  
Name: Steve S. Charelian  
Title: Finance Director

APPROVED AS TO CONTENT:

DocuSigned by:  
By: Rachel Johnson, Police Chief  
8480B2E997E640A... 6/25/2024  
Name: Rachel Johnson  
Title: Chief of Police