

**Non-Binding Budgetary Estimate**



**Axon Enterprise, Inc.**  
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 Scottsdale, Arizona 85255  
 United States  
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**Q-468993-45247.671BT**

Issued: 11/17/2023

Quote Expiration: 12/31/2023

Estimated Contract Start Date:  
 04/01/2024

Account Number: 115306

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Delivery;Invoice-4434 Calle Real 4434 Calle Real Santa Barbara, CA 93110-1002 USA	Santa Barbara County Sheriff's Dept. - CA 4434 Calle Real Santa Barbara CA 93110-1002 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Brock Thomas Phone: Email: bthomas@axon.com Fax:	Joe Schmidt Phone: (805) 692-5750 Email: jws3741@sbsheriff.org Fax: (805) 681-4322

**Quote Summary**

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$1,939,499.34</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$2,063,102.02</b>

**Discount Summary**

Average Savings Per Year	\$74,977.18
<b>TOTAL SAVINGS</b>	<b>\$374,885.92</b>

**Payment Summary**

Date	Subtotal	Tax	Total
Mar 2024	\$800,481.00	\$50,718.68	\$851,199.68
Mar 2025	\$284,754.13	\$18,220.96	\$302,975.09
Mar 2026	\$284,754.13	\$18,220.96	\$302,975.09
Mar 2027	\$284,754.13	\$18,220.96	\$302,975.09
Mar 2028	\$284,755.95	\$18,221.12	\$302,977.07

# Payment Summary

Date	Subtotal	Tax	Total
Total	\$1,939,499.34	\$123,602.68	\$2,063,102.02

Quote Unbundled Price: \$2,314,385.26  
 Quote List Price: \$2,127,809.26  
 Quote Subtotal: \$1,939,499.34

**Pricing**

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

Item	Description	Qty	Term	Unbundle d	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
101027	TRANSFER CREDIT - GOODS CEW	1			\$1.00	\$7,857.00	\$7,857.00	\$0.00	\$7,857.00
T10Cert	TASER 10 Certification Bundle	460	60	\$82.59	\$75.83	\$68.58	\$1,892,808.00	\$122,202.37	\$2,015,010.37
<b>A la Carte Hardware</b>									
T7Dock	T7 Dock	2	60		\$695.93	\$14.02	\$1,682.74	\$107.41	\$1,790.15
T7Dock	T7 Dock	10	60		\$1,675.84	\$34.00	\$20,401.60	\$1,292.90	\$21,694.50
<b>A la Carte Services</b>									
85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1			\$6,800.00	\$6,800.00	\$6,800.00	\$0.00	\$6,800.00
85147	CEW STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
<b>Total</b>							<b>\$1,939,499.34</b>	<b>\$123,602.68</b>	<b>\$2,063,102.02</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QT Y	Estimated Delivery Date
T7 Dock	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	10	03/01/2024
T7 Dock	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	2	03/01/2024
T7 Dock	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	10	03/01/2024
T7 Dock	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	2	03/01/2024
T7 Dock	74200	TASER 6-BAY DOCK AND CORE	10	03/01/2024
T7 Dock	74201	TASER SINGLE BAY DOCK + CORE	2	03/01/2024
TASER 10 Certification Bundle	100390	TASER 10 HANDLE, YLW, CLASS 3R	460	03/01/2024
TASER 10 Certification Bundle	100390	TASER 10 HANDLE, YLW, CLASS 3R	15	03/01/2024
TASER 10 Certification Bundle	100393	TASER 10 LIVE DUTY MAGAZINE BLACK	460	03/01/2024
TASER 10 Certification Bundle	100393	TASER 10 LIVE DUTY MAGAZINE BLACK	15	03/01/2024
TASER 10 Certification Bundle	100394	TASER 10 HALT TRN MAGAZINE BLUE (HOOK-AND-LOOP-TRAINING)	12	03/01/2024
TASER 10 Certification Bundle	100395	TASER 10 LIVE TRAINING MAGAZINE PURPLE	19	03/01/2024
TASER 10 Certification Bundle	100396	TASER 10 INERT MAGAZINE RED	12	03/01/2024
TASER 10 Certification Bundle	100399	TASER 10 LIVE CARTRIDGE	9200	03/01/2024
TASER 10 Certification Bundle	100400	TASER 10 HALT CARTRIDGE	2760	03/01/2024
TASER 10 Certification Bundle	100401	TASER 10 INERT CARTRIDGE	184	03/01/2024
TASER 10 Certification Bundle	100616	TASER 10 BLACKHAWK HOLSTER, RH	50	03/01/2024
TASER 10 Certification Bundle	100617	TASER 10 BLACKHAWK HOLSTER, LH	410	03/01/2024
TASER 10 Certification Bundle	100623	ENHANCED HOOK-AND-LOOP TRAINING (HALT) SUIT (V2)	4	03/01/2024
TASER 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	460	03/01/2024
TASER 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	79	03/01/2024
TASER 10 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	15	03/01/2024
TASER 10 Certification Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	5	03/01/2024
TASER 10 Certification Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	5	03/01/2024
TASER 10 Certification Bundle	74200	TASER 6-BAY DOCK AND CORE	5	03/01/2024
TASER 10 Certification Bundle	80087	TASER TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	7	03/01/2024
TASER 10 Certification Bundle	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	7	03/01/2024
TASER 10 Certification Bundle	100399	TASER 10 LIVE CARTRIDGE	920	03/01/2025
TASER 10 Certification Bundle	100400	TASER 10 HALT CARTRIDGE	2760	03/01/2025
TASER 10 Certification Bundle	100399	TASER 10 LIVE CARTRIDGE	920	03/01/2026
TASER 10 Certification Bundle	100400	TASER 10 HALT CARTRIDGE	2760	03/01/2026
TASER 10 Certification Bundle	100399	TASER 10 LIVE CARTRIDGE	920	03/01/2027
TASER 10 Certification Bundle	100400	TASER 10 HALT CARTRIDGE	2760	03/01/2027
TASER 10 Certification Bundle	100399	TASER 10 LIVE CARTRIDGE	920	03/01/2028
TASER 10 Certification Bundle	100400	TASER 10 HALT CARTRIDGE	2760	03/01/2028

**Non-Binding Budgetary Estimate**

**Software**

<b>Bundle</b>	<b>Item</b>	<b>Description</b>	<b>QT Y</b>	<b>Estimated Start Date</b>	<b>Estimated End Date</b>
TASER 10 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	460	04/01/2024	03/31/2029
TASER 10 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	2	04/01/2024	03/31/2029

**Services**

<b>Bundle</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
TASER 10 Certification Bundle	100751	TASER 10 DUTY CARTRIDGE REPLACEMENT ACCESS PROGRAM	460
TASER 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
TASER 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
TASER 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
TASER 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
TASER 10 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
TASER 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	5
TASER 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	5
TASER 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	5
TASER 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	5
TASER 10 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	5
A la Carte	85147	CEW STARTER	1
A la Carte	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1

**Warranties**

<b>Bundle</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>	<b>Estimated Start Date</b>	<b>Estimated End Date</b>
T7 Dock	80387	EXT WARRANTY, TASER 7 SINGLE BAY DOCK	2	03/01/2025	03/31/2029
T7 Dock	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	10	03/01/2025	03/31/2029
TASER 10 Certification Bundle	100704	EXT WARRANTY, TASER 10 HANDLE	460	03/01/2025	03/31/2029
TASER 10 Certification Bundle	100704	EXT WARRANTY, TASER 10 HANDLE	15	03/01/2025	03/31/2029
TASER 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	460	03/01/2025	03/31/2029
TASER 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	15	03/01/2025	03/31/2029
TASER 10 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	79	03/01/2025	03/31/2029
TASER 10 Certification Bundle	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	5	03/01/2025	03/31/2029

## Payment Details

<b>Mar 2024</b>						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	85147	CEW STARTER	1	\$4,082.85	\$0.00	\$4,082.85
Year 1	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$2,790.29	\$0.00	\$2,790.29
Year 1	T10Cert	TASER 10 Certification Bundle	460	\$776,688.83	\$50,144.09	\$826,832.92
Year 1	T7Dock	T7 Dock	2	\$690.50	\$44.07	\$734.57
Year 1	T7Dock	T7 Dock	10	\$8,371.53	\$530.52	\$8,902.05
Invoice Upon Fulfillment	101027	TRANSFER CREDIT - GOODS CEW	1	\$7,857.00	\$0.00	\$7,857.00
<b>Total</b>				<b>\$800,481.00</b>	<b>\$50,718.68</b>	<b>\$851,199.68</b>

<b>Mar 2025</b>						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	85147	CEW STARTER	1	\$1,466.78	\$0.00	\$1,466.78
Year 2	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,002.43	\$0.00	\$1,002.43
Year 2	T10Cert	TASER 10 Certification Bundle	460	\$279,029.35	\$18,014.53	\$297,043.88
Year 2	T7Dock	T7 Dock	2	\$248.06	\$15.83	\$263.89
Year 2	T7Dock	T7 Dock	10	\$3,007.51	\$190.60	\$3,198.11
<b>Total</b>				<b>\$284,754.13</b>	<b>\$18,220.96</b>	<b>\$302,975.09</b>

<b>Mar 2026</b>						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	85147	CEW STARTER	1	\$1,466.78	\$0.00	\$1,466.78
Year 3	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,002.43	\$0.00	\$1,002.43
Year 3	T10Cert	TASER 10 Certification Bundle	460	\$279,029.35	\$18,014.53	\$297,043.88
Year 3	T7Dock	T7 Dock	2	\$248.06	\$15.83	\$263.89
Year 3	T7Dock	T7 Dock	10	\$3,007.51	\$190.60	\$3,198.11
<b>Total</b>				<b>\$284,754.13</b>	<b>\$18,220.96</b>	<b>\$302,975.09</b>

<b>Mar 2027</b>						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	85147	CEW STARTER	1	\$1,466.78	\$0.00	\$1,466.78
Year 4	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,002.43	\$0.00	\$1,002.43
Year 4	T10Cert	TASER 10 Certification Bundle	460	\$279,029.35	\$18,014.53	\$297,043.88
Year 4	T7Dock	T7 Dock	2	\$248.06	\$15.83	\$263.89
Year 4	T7Dock	T7 Dock	10	\$3,007.51	\$190.60	\$3,198.11
<b>Total</b>				<b>\$284,754.13</b>	<b>\$18,220.96</b>	<b>\$302,975.09</b>

**Non-Binding Budgetary Estimate**

<b>Mar 2028</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 5	85147	CEW STARTER	1	\$1,466.79	\$0.00	\$1,466.79
Year 5	85149	CEW 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$1,002.43	\$0.00	\$1,002.43
Year 5	T10Cert	TASER 10 Certification Bundle	460	\$279,031.13	\$18,014.69	\$297,045.82
Year 5	T7Dock	T7 Dock	2	\$248.06	\$15.85	\$263.91
Year 5	T7Dock	T7 Dock	10	\$3,007.54	\$190.58	\$3,198.12
<b>Total</b>				<b>\$284,755.95</b>	<b>\$18,221.12</b>	<b>\$302,977.07</b>

## **Non-Binding Budgetary Estimate**

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

**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.**

## **Exceptions to Standard Terms and Conditions**

Agency has existing contract(s) 00027580 originated via Quote(s): Q-211226.

Agency is terminating those contracts effective 3/31/2024. Any change in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Net Transfer Debit of \$7,857.00 to the quote for delivered but unpaid items. The parties agree that \$76,000 of the total discounted amount is for a Trade In Credit of current devices.

Any credits contained in this quote are contingent upon payment in full of the following amounts: \$8,465.92 INUS169922



