

**SALES REPRESENTATIVE**

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**PRIMARY CONTACT**

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**Axon Enterprise, Inc.**  
17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
Phone: (800) 978-2737

**SHIP TO**

Troy Schulze  
Lake Wales Police Dept.-FL  
133 E. Tillman Ave.  
Lake Wales, FL 33853  
US

**BILL TO**

Lake Wales Police Dept.-FL  
133 E. Tillman Ave.  
Lake Wales, FL 33853  
US

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	32	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	32	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	128	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	9	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	3	0.00	0.00	0.00
73680	AWARE PLUS LICENSE	60	32	0.00	0.00	0.00
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		32	699.00	699.00	22,368.00
74210	AXON BODY 3 - 8 BAY DOCK		4	1,495.00	1,495.00	5,980.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		4	43.90	43.90	175.60
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		32	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		37	0.00	0.00	0.00
70112	AXON SIGNAL UNIT		32	279.00	279.00	8,928.00
75015	SIGNAL SIDEARM KIT		32	249.00	249.00	7,968.00
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		64	0.00	0.00	0.00

## Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	32	1,068.00	818.00	26,176.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
73666	AWARE PLUS PAYMENT	12	32	300.00	300.00	9,600.00
73827	AB3 CAMERA TAP WARRANTY	60	32	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	4	0.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		4	0.00	0.00	0.00
<b>Services</b>						
85144	AXON STARTER		1	2,750.00	2,750.00	2,750.00
80129	SIGNAL ONLY OR ROUTER ONLY INSTALLATION PER VEHICLE		32	250.00	250.00	8,000.00
					Subtotal	93,349.60
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	93,349.60

## Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		1	699.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		1	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		1	0.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	1	336.00	0.00	0.00
<b>Other</b>						
73827	AB3 CAMERA TAP WARRANTY	12	1	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	32	1,068.00	1,068.00	34,176.00
73666	AWARE PLUS PAYMENT	12	32	300.00	300.00	9,600.00
					Subtotal	43,776.00
					Estimated Tax	0.00
					Total	43,776.00

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	32	1,068.00	1,068.00	34,176.00
73309	AXON BODY CAMERA REFRESH ONE		32	0.00	0.00	0.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
73666	AWARE PLUS PAYMENT	12	32	300.00	300.00	9,600.00
73689	MULTI-BAY BWC DOCK MID REFRESH		4	0.00	0.00	0.00
73309	AXON BODY CAMERA REFRESH ONE		1	0.00	0.00	0.00
					Subtotal	46,584.00
					Estimated Tax	0.00
					Total	46,584.00

## Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	32	1,068.00	1,068.00	34,176.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00

## Year 4 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other (Continued)</b>						
73666	AWARE PLUS PAYMENT	12	32	300.00	300.00	9,600.00
					Subtotal	45,180.00
					Estimated Tax	0.00
					Total	45,180.00

## Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	32	1,068.00	1,068.00	34,176.00
73310	AXON BODY CAMERA REFRESH TWO		32	0.00	0.00	0.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
73666	AWARE PLUS PAYMENT	12	32	300.00	300.00	9,600.00
73688	MULTI-BAY BWC DOCK FINAL REFRESH		4	0.00	0.00	0.00
73310	AXON BODY CAMERA REFRESH TWO		1	0.00	0.00	0.00
					Subtotal	45,180.00
					Estimated Tax	0.00
					Total	45,180.00

**Grand Total** 274,069.60

## Discounts (USD)

Quote Expiration: 09/30/2020

List Amount	283,104.60
Discounts	9,035.00
<b>Total</b>	<b>274,069.60</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	93,349.60
Spares	0.00
Year 2	43,776.00
Year 3	46,584.00
Year 4	45,180.00
Year 5	45,180.00
<b>Grand Total</b>	<b>274,069.60</b>

Tax is subject to change at order processing with valid exemption.

## Axon's Sales Terms and Conditions

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](http://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. 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:** \_\_\_\_\_  
**Name (Print):** \_\_\_\_\_ **Title:** \_\_\_\_\_  
**PO# (Or write N/A):** \_\_\_\_\_

Please sign and email to Shawn Montagna at [smontagna@axon.com](mailto:smontagna@axon.com) or fax to

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### \*\*\*Axon Internal Use Only\*\*\*

		SFDC Contract #:  Order Type: RMA #: Address Used: SO #:
Review 1	Review 2	
Comments:		