

Non-Binding Budgetary Estimate

Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
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Q-472317-45015.638DP

Issued: 03/30/2023

Quote Expiration: 06/30/2023

Estimated Contract Start Date: 04/01/2024

Account Number: 322558

Payment Terms:

Delivery Method:

SHIP TO	BILL TO
385 E Main St 385 E Main St Dahlonega, GA 30533-0504 USA	Lumpkin County Sheriff's Office - GA 99 Courthouse HI Dahlonega, GA 30533-0541 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Drew Patterson Phone: +1 5132038037 Email: dpatterson@axon.com Fax:	Deanna Williams Phone: (706) 864-0414 Email: deanna.williams@lumpkincounty.gov Fax: (706) 864-1032

Quote Summary

Program Length	60 Months
TOTAL COST	\$381,855.00
ESTIMATED TOTAL W/ TAX	\$381,855.00

Discount Summary

Average Savings Per Year	\$11,190.00
TOTAL SAVINGS	\$55,950.00

Payment Summary

Date	Subtotal	Tax	Total
Mar 2024	\$76,371.00	\$0.00	\$76,371.00
Mar 2025	\$76,371.00	\$0.00	\$76,371.00
Mar 2026	\$76,371.00	\$0.00	\$76,371.00
Mar 2027	\$76,371.00	\$0.00	\$76,371.00
Mar 2028	\$76,371.00	\$0.00	\$76,371.00
Total	\$381,855.00	\$0.00	\$381,855.00

2024 for just in-car cameras

25

Quote Unbundled Price: \$437,805.00
 Quote List Price: \$381,855.00
 Quote Subtotal: \$381,855.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
Fleet3A	Fleet 3 Advanced	25	60	\$291.87	\$254.57	\$254.57	\$381,855.00	\$0.00	\$381,855.00
Total							\$381,855.00	\$0.00	\$381,855.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	25	04/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	25	04/01/2024
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	25	04/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	25	04/01/2024
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	25	04/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	25	04/01/2024	03/31/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	25	04/01/2024	03/31/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	25	04/01/2024	03/31/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	50	04/01/2024	03/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	25

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	25	04/01/2024	03/31/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	25	04/01/2025	03/31/2029

Payment Details

Mar 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3A	Fleet 3 Advanced	25	\$76,371.00	\$0.00	\$76,371.00
Total				\$76,371.00	\$0.00	\$76,371.00

Apr 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	Fleet3A	Fleet 3 Advanced	25	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Mar 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3A	Fleet 3 Advanced	25	\$76,371.00	\$0.00	\$76,371.00
Total				\$76,371.00	\$0.00	\$76,371.00

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3A	Fleet 3 Advanced	25	\$76,371.00	\$0.00	\$76,371.00
Total				\$76,371.00	\$0.00	\$76,371.00

Mar 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3A	Fleet 3 Advanced	25	\$76,371.00	\$0.00	\$76,371.00
Total				\$76,371.00	\$0.00	\$76,371.00

Mar 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3A	Fleet 3 Advanced	25	\$76,371.00	\$0.00	\$76,371.00
Total				\$76,371.00	\$0.00	\$76,371.00

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.

