



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-497340-45188.995MA

Issued: 09/19/2023

Quote Expiration: 09/29/2023

Estimated Contract Start Date: 03/01/2024

Account Number: 129365

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business: Delivery; Invoice; Other-330 Rufe Snow Dr 330 Rufe Snow Dr Keller, TX 76248-2102 USA	Keller Police Dept - TX 330 Rufe Snow Dr Keller TX 76248-2102 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Matt Appelbaum Phone: Email: mappelbaum@axon.com Fax:	Chad Allen Phone: 817-743-4541 Email: callen@cityofkeller.com Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$223,929.64
ESTIMATED TOTAL W/ TAX	\$223,929.64

Discount Summary

Average Savings Per Year	\$12,648.72
TOTAL SAVINGS	\$63,243.60

Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$44,785.92	\$0.00	\$44,785.92
Feb 2025	\$44,785.93	\$0.00	\$44,785.93
Feb 2026	\$44,785.93	\$0.00	\$44,785.93
Feb 2027	\$44,785.93	\$0.00	\$44,785.93
Feb 2028	\$44,785.93	\$0.00	\$44,785.93
Total	\$223,929.64	\$0.00	\$223,929.64

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	14	60	\$274.88	\$254.57	\$231.57	\$194,518.80	\$0.00	\$194,518.80
A la Carte Hardware									
72036	FLEET 3 STANDARD 2 CAMERA KIT	1			\$2,695.00	\$2,695.00	\$2,695.00	\$0.00	\$2,695.00
72040	FLEET REFRESH, 2 CAMERA KIT	1			\$3,058.00	\$3,058.00	\$3,058.00	\$0.00	\$3,058.00
R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14			\$3,363.00	\$1,444.20	\$20,218.80	\$0.00	\$20,218.80
A la Carte Services									
100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1			\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
A la Carte Warranties									
80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	49		\$8.96	\$8.96	\$439.04	\$0.00	\$439.04
Total							\$223,929.64	\$0.00	\$223,929.64

Quote Unbundled Price: \$287,173.24
 Quote List Price: \$270,112.84
 Quote Subtotal: \$223,929.64

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
GRADLEPOINT R1900 SINGLE MODEM KIT	100146	GRADLEPOINT R1900-5GB-GA-5YR NETCLOUD	14	02/01/2024
GRADLEPOINT R1900 SINGLE MODEM KIT	71203	FLEET ANT, AIRGAIN, 7-IN-1, 4LTE5G, 2WIFI, 1GNSS, BL	14	02/01/2024
GRADLEPOINT R1900 SINGLE MODEM KIT	72034	FLEET SIM INSERTION, VZW	14	02/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	14	02/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	14	02/01/2024
A la Carte	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	02/01/2024
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	14	02/01/2029
A la Carte	72040	FLEET REFRESH, 2 CAMERA KIT	1	02/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	14	03/01/2024	02/28/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	14	03/01/2024	02/28/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	14	03/01/2024	02/28/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	28	03/01/2024	02/28/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	14
A la Carte	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	14	02/01/2025	02/28/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	14	02/01/2025	02/28/2029
A la Carte	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	02/01/2025	02/28/2029

Payment Details

Feb 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 1	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	\$539.00	\$0.00	\$539.00
Year 1	72040	FLEET REFRESH, 2 CAMERA KIT	1	\$611.60	\$0.00	\$611.60
Year 1	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	\$87.81	\$0.00	\$87.81
Year 1	Fleet3A	Fleet 3 Advanced	14	\$38,903.75	\$0.00	\$38,903.75
Year 1	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14	\$4,043.76	\$0.00	\$4,043.76
Total				\$44,785.92	\$0.00	\$44,785.92

Feb 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 2	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	\$539.00	\$0.00	\$539.00
Year 2	72040	FLEET REFRESH, 2 CAMERA KIT	1	\$611.60	\$0.00	\$611.60
Year 2	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	\$87.81	\$0.00	\$87.81
Year 2	Fleet3A	Fleet 3 Advanced	14	\$38,903.76	\$0.00	\$38,903.76
Year 2	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14	\$4,043.76	\$0.00	\$4,043.76
Total				\$44,785.93	\$0.00	\$44,785.93

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 3	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	\$539.00	\$0.00	\$539.00
Year 3	72040	FLEET REFRESH, 2 CAMERA KIT	1	\$611.60	\$0.00	\$611.60
Year 3	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	\$87.81	\$0.00	\$87.81
Year 3	Fleet3A	Fleet 3 Advanced	14	\$38,903.76	\$0.00	\$38,903.76
Year 3	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14	\$4,043.76	\$0.00	\$4,043.76
Total				\$44,785.93	\$0.00	\$44,785.93

Feb 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 4	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	\$539.00	\$0.00	\$539.00
Year 4	72040	FLEET REFRESH, 2 CAMERA KIT	1	\$611.60	\$0.00	\$611.60
Year 4	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	\$87.81	\$0.00	\$87.81
Year 4	Fleet3A	Fleet 3 Advanced	14	\$38,903.76	\$0.00	\$38,903.76
Year 4	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14	\$4,043.76	\$0.00	\$4,043.76
Total				\$44,785.93	\$0.00	\$44,785.93

Feb 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 5	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	\$539.00	\$0.00	\$539.00
Year 5	72040	FLEET REFRESH, 2 CAMERA KIT	1	\$611.60	\$0.00	\$611.60
Year 5	80495	EXT WARRANTY, FLEET 3; 2 CAMERA KIT	1	\$87.81	\$0.00	\$87.81
Year 5	Fleet3A	Fleet 3 Advanced	14	\$38,903.76	\$0.00	\$38,903.76
Year 5	R1900Kit	CRADLEPOINT R1900 SINGLE MODEM KIT	14	\$4,043.76	\$0.00	\$4,043.76
Total				\$44,785.93	\$0.00	\$44,785.93

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.

Contract BuyBoard Contract 648-21 is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

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 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. 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), 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.

Signature

Date Signed

9/19/2023



Kathy Huckabee

From: Brad Fortune
Sent: Wednesday, September 20, 2023 8:42 AM
To: Jared Lemoine
Cc: Kathy Huckabee
Subject: RE: Cooperative Contract for Quotes

Approved

v/r

Brad G. Fortune, Chief of Police
Keller Police Department
330 Rufe Snow Dr.
City of Keller, Texas 76248
P: 817-743-4502
bfortune@cityofkeller.com

SERVICE ~ JUSTICE ~ FAIRNESS

Keller, Texas – Ranked as a top 100 “Best Places to Live” by CNN Money Magazine.



From: Jared Lemoine <jlemoine@cityofkeller.com>
Sent: Wednesday, September 20, 2023 8:24 AM
To: Brad Fortune <bfortune@cityofkeller.com>
Subject: FW: Cooperative Contract for Quotes

Chief Fortune,

Attached are the quotes for Axon.

Jared Lemoine #140 | Captain
Keller Police Department
P: 817-743-4507 | F: 817-743-4594
Email: jlemoine@cityofkeller.com
Service ~ Justice ~ Fairness

From: Matt Appelbaum <mappelbaum@axon.com>
Sent: Tuesday, September 19, 2023 6:55 PM
To: Jared Lemoine <jlemoine@cityofkeller.com>
Subject: Re: Cooperative Contract for Quotes

Sorry to blow up your inbox but somehow the BuyBoard did not get on the Fleet quote. Please see attached for the REAL final quotes with BuyBoard referenced on page 7 for the BWC and 6 for the Fleet.

Enjoy the night,

Matthew Appelbaum

Account Executive – TX

Direct Line/ (480) 795-3972

Customer Service/ 1 (800) 978-2737

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Check Out Our The New Axon Virtual Reality Simulator [HERE](#)

Check Out Our Officer Safety Plan [HERE](#)

AXON.COM

Scottsdale, AZ

From: Matt Appelbaum <mappelbaum@axon.com>

Date: Tuesday, September 19, 2023 at 5:07 PM

To: Jared Lemoine <jlemoine@cityofkeller.com>

Subject: Re: Cooperative Contract for Quotes

I had thought so! The pricing was all set for BuyBoard, it just wasn't mentioned on the bottom of the quote. Please see attached for the new correct ones for signatures.

Also, if you could please fill out these shipment questions for me, that would be great! Finally, per BuyBoard needs, we will just need you to send the signed quotes to info@buyboard.com with me CC'ed saying that you plan to move forwards after 10/1, then we will be all set!

FREIGHT SHIPPING:

1. Who is the receiving contact and what is the contact phone number for this shipment?
2. What is the delivery address for this shipment?
3. What are the receiving hours of operation?
4. Is a loading dock available for this incoming shipment? If yes, are you able to unload pallets from the trailer or will the driver need to assist with unload?
5. Do you have a forklift and/or pallet jack to transport pallets into your facility?
6. Are there any delivery restrictions (no 53' trailers, no box trucks, etc.)?

Best,

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From: Jared Lemoine <jlemoine@cityofkeller.com>
Date: Tuesday, September 19, 2023 at 3:50 PM
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Subject: RE: Cooperative Contract for Quotes

Yes, we will need BuyBoard, or similar for pricing.

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