



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-476256-45188.958MA
 Issued: 09/19/2023
 Quote Expiration: 09/29/2023
 Estimated Contract Start Date: 12/01/2023

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:	Jared Lemoine Phone: Email: jlemoine@cityofkeller.com Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$850,727.20
ESTIMATED TOTAL W/ TAX	\$850,727.20

Discount Summary

Average Savings Per Year	\$11,874.83
TOTAL SAVINGS	\$59,374.15

Payment Summary

Date	Subtotal	Tax	Total
Nov 2023	\$170,145.44	\$0.00	\$170,145.44
Nov 2024	\$170,145.44	\$0.00	\$170,145.44
Nov 2025	\$170,145.44	\$0.00	\$170,145.44
Nov 2026	\$170,145.44	\$0.00	\$170,145.44
Nov 2027	\$170,145.44	\$0.00	\$170,145.44
Total	\$850,727.20	\$0.00	\$850,727.20

Quote Unbundled Price: \$910,101.35
 Quote List Price: \$875,871.35
 Quote Subtotal: \$850,727.20

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									
BWCUM/TAP	BWC Unlimited with TAP	70	60	\$106.73	\$98.58	\$98.58	\$414,036.00	\$0.00	\$414,036.00
A la Carte Hardware									
100859	HIGH RETENTION BELT CLIP RAPIDLOCK	3			\$41.75	\$0.00	\$0.00	\$0.00	\$0.00
H00001	AB4 Camera Bundle	70			\$849.00	\$749.00	\$52,430.00	\$0.00	\$52,430.00
H00002	AB4 Multi Bay Dock Bundle	8			\$1,638.90	\$1,638.90	\$13,111.20	\$0.00	\$13,111.20
H00002	AB4 Multi Bay Dock Bundle	1			\$1,638.90	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Software									
73746	PROFESSIONAL EVIDENCE.COM LICENSE	7	60		\$39.00	\$0.00	\$0.00	\$0.00	\$0.00
80227	RESPOND VIEW-ONLY ACCESS	1	60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
73478	REDACTION ASSISTANT USER LICENSE	70	60		\$9.00	\$9.00	\$37,800.00	\$0.00	\$37,800.00
73680	RESPOND DEVICE PLUS LICENSE	70	60		\$19.00	\$19.00	\$79,800.00	\$0.00	\$79,800.00
85760	Auto-Transcribe Unlimited Service	70	60		\$20.00	\$20.00	\$84,000.00	\$0.00	\$84,000.00
100165	UNLIMITED 3RD-PARTY STORAGE	70	60		\$29.00	\$29.00	\$121,800.00	\$0.00	\$121,800.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	60		\$9.00	\$9.00	\$37,800.00	\$0.00	\$37,800.00
Total							\$850,727.20	\$0.00	\$850,727.20

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	70	11/01/2023
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	2	11/01/2023
AB4 Camera Bundle	100466	USB-C to USB-C CABLE FOR AB4	77	11/01/2023
AB4 Camera Bundle	100859	HIGH RETENTION BELT CLIP RAPIDLOCK	17	11/01/2023
AB4 Camera Bundle	11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	40	11/01/2023
AB4 Camera Bundle	71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK	20	11/01/2023
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	8	11/01/2023
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	1	11/01/2023
AB4 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	8	11/01/2023
AB4 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	11/01/2023
AB4 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	8	11/01/2023
AB4 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	11/01/2023
AB4 Multi Bay Dock Bundle	100859	HIGH RETENTION BELT CLIP RAPIDLOCK	3	11/01/2023
Ala Carte	73309	AXON CAMERA RERESH ONE	72	05/01/2026
BWC Unlimited with TAP	73689	MULTI-BAY BWC DOCK 1ST RERESH	9	05/01/2026
BWC Unlimited with TAP	73310	AXON CAMERA RERESH TWO	72	11/01/2028
BWC Unlimited with TAP	73688	MULTI-BAY BWC DOCK 2ND RERESH	9	11/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	70	12/01/2023	11/30/2028
BWC Unlimited with TAP	73746	PROFESSIONAL EVIDENCE.COM LICENSE	70	12/01/2023	11/30/2028
Ala Carte	100165	UNLIMITED 3RD-PARTY STORAGE	70	12/01/2023	11/30/2028
Ala Carte	73478	REDACTION ASSISTANT USER LICENSE	70	12/01/2023	11/30/2028
Ala Carte	73680	RESPOND DEVICE PLUS LICENSE	70	12/01/2023	11/30/2028
Ala Carte	73746	PROFESSIONAL EVIDENCE.COM LICENSE	7	12/01/2023	11/30/2028
Ala Carte	80227	RESPOND VIEW-ONLY ACCESS	1	12/01/2023	11/30/2028
Ala Carte	85760	Auto-Transcribe Unlimited Service	70	12/01/2023	11/30/2028

Services

Bundle	Item	Description	QTY
Ala Carte	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70
Ala Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	70	11/01/2024	11/30/2028

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BWC Unlimited with TAP	80464	EXT WARRANTY, CAMERA (TAP)	2	11/01/2024	11/30/2028
BWC Unlimited with TAP	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	9	11/01/2024	11/30/2028

Payment Details

Nov 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100165	UNLIMITED 3RD-PARTY STORAGE	70	\$24,360.00	\$0.00	\$24,360.00
Year 1	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 1	73478	REDACTION ASSISTANT USER LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 1	73680	RESPOND DEVICE PLUS LICENSE	70	\$15,960.00	\$0.00	\$15,960.00
Year 1	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 1	85760	Auto-Transcribe Unlimited Service	70	\$16,800.00	\$0.00	\$16,800.00
Year 1	BWCUwTAP	BWC Unlimited with TAP	70	\$82,807.20	\$0.00	\$82,807.20
Year 1	H00001	AB4 Camera Bundle	70	\$10,486.00	\$0.00	\$10,486.00
Year 1	H00002	AB4 Multi Bay Dock Bundle	8	\$2,622.24	\$0.00	\$2,622.24
Invoice Upon Fulfillment	100859	HIGH RETENTION BELT CLIP RAPIDLOCK	3	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	H00001	AB4 Camera Bundle	70	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	H00002	AB4 Multi Bay Dock Bundle	1	\$0.00	\$0.00	\$0.00
Total				\$170,145.44	\$0.00	\$170,145.44

Dec 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	73746	PROFESSIONAL EVIDENCE COM LICENSE	7	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	80227	RESPOND VIEW-ONLY ACCESS	1	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Nov 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100165	UNLIMITED 3RD-PARTY STORAGE	70	\$24,360.00	\$0.00	\$24,360.00
Year 2	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 2	73478	REDACTION ASSISTANT USER LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 2	73680	RESPOND DEVICE PLUS LICENSE	70	\$15,960.00	\$0.00	\$15,960.00
Year 2	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 2	85760	Auto-Transcribe Unlimited Service	70	\$16,800.00	\$0.00	\$16,800.00
Year 2	BWCUwTAP	BWC Unlimited with TAP	70	\$82,807.20	\$0.00	\$82,807.20
Year 2	H00001	AB4 Camera Bundle	70	\$10,486.00	\$0.00	\$10,486.00
Year 2	H00002	AB4 Multi Bay Dock Bundle	8	\$2,622.24	\$0.00	\$2,622.24
Total				\$170,145.44	\$0.00	\$170,145.44

Nov 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100165	UNLIMITED 3RD-PARTY STORAGE	70	\$24,360.00	\$0.00	\$24,360.00
Year 3	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 3	73478	REDACTION ASSISTANT USER LICENSE	70	\$7,560.00	\$0.00	\$7,560.00
Year 3	73680	RESPOND DEVICE PLUS LICENSE	70	\$15,960.00	\$0.00	\$15,960.00
Year 3	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 3	85760	Auto-Transcribe Unlimited Service	70	\$16,800.00	\$0.00	\$16,800.00

Nov 2025				
Invoice Plan	Item	Description	Qty	Total
	BWCUW/TAP	BWC Unlimited with TAP	70	\$82,807.20
Year 3	H00001	AB4 Camera Bundle	70	\$10,486.00
Year 3	H00002	AB4 Multi Bay Dock Bundle	8	\$2,622.24
Total				\$170,145.44

Nov 2026				
Invoice Plan	Item	Description	Qty	Total
	100165	UNLIMITED 3RD-PARTY STORAGE	70	\$24,360.00
Year 4	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	\$7,560.00
Year 4	73478	REDACTION ASSISTANT USER LICENSE	70	\$7,560.00
Year 4	73680	RESPOND DEVICE PLUS LICENSE	70	\$15,960.00
Year 4	85144	AXON STARTER	1	\$1,990.00
Year 4	85760	Auto-Transcribe Unlimited Service	70	\$16,800.00
Year 4	BWCUW/TAP	BWC Unlimited with TAP	70	\$82,807.20
Year 4	H00001	AB4 Camera Bundle	70	\$10,486.00
Year 4	H00002	AB4 Multi Bay Dock Bundle	8	\$2,622.24
Total				\$170,145.44

Nov 2027				
Invoice Plan	Item	Description	Qty	Total
	100165	UNLIMITED 3RD-PARTY STORAGE	70	\$24,360.00
Year 5	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	70	\$7,560.00
Year 5	73478	REDACTION ASSISTANT USER LICENSE	70	\$7,560.00
Year 5	73680	RESPOND DEVICE PLUS LICENSE	70	\$15,960.00
Year 5	85144	AXON STARTER	1	\$1,990.00
Year 5	85760	Auto-Transcribe Unlimited Service	70	\$16,800.00
Year 5	BWCUW/TAP	BWC Unlimited with TAP	70	\$82,807.20
Year 5	H00001	AB4 Camera Bundle	70	\$10,486.00
Year 5	H00002	AB4 Multi Bay Dock Bundle	8	\$2,622.24
Total				\$170,145.44

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

TASER 10 Webinar: Here

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,

Matthew Appelbaum
Account Executive – TX

Direct Line/ (480) 795-3972
Customer Service/ 1 (800) 978-2737

TASER 10 Webinar: Here

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

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

AXON.COM

Scottsdale, AZ

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

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

From: Matt Appelbaum <mappelbaum@axon.com>
Sent: Tuesday, September 19, 2023 4:42 PM
To: Jared Lemoine <jlemoine@cityofkeller.com>
Subject: Cooperative Contract for Quotes

Good Afternoon Captain,

It was a pleasure getting to walk through the Axon Air demo today and see everyone. Something I quickly wanted to ask about the Fleet and Body Camera programs. We are looking to have there on BuyBoard correct? If so, I just need to re-update the quotes I sent you for signature. Apologies about that!

Let me know so I can get this squared away. '

Best,

Matthew Appelbaum
Account Executive – TX

Direct Line/ (480) 795-3972
Customer Service/ 1 (800) 978-2737

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

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