

## MEMORANDUM

DATE: December 9, 2021

TO: \*\*\*ORIGINAL\*\*\*  
City Clerk's Office

FROM: Robyn Holder, CPPB   
Procurement Management Division

SUBJECT: Record Retention

CONTRACT: #20220014  
CONTRACT TITLE: Public Safety Video Surveillance Equipment – Body  
Cameras for the Police Department

VENDOR NAME: Axon Enterprises, Inc.  
VENDOR ADDRESS: 17800 N. 85<sup>th</sup> Street  
CITY & STATE: Scottsdale, Arizona 85255

COUNCIL APPROVED: 12/6/2021  
Purchase Body Cameras in the amount of \$3,925,242.16 over the next 5 years. The  
annual payment will be \$785,048.43.

CONTRACT TERM: December 1, 2021 – November 1, 2025





**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-351551-44503.109JS**  
Issued: 11/02/2021  
**Quote Expiration: 12/31/2021**  
EST Contract Start Date: 01/15/2022  
Account Number: 110487  
Payment Terms: N30  
Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Business: Delivery; Invoice; Other-121 SW Port St Lucie Blvd 121 SW Port St Lucie Blvd Port Saint Lucie, FL 34984-5042 USA	Port St. Lucie Police Dept - FL 121 SW Port St Lucie Blvd Port Saint Lucie, FL 34984-5042 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Josh Sudbeck Phone: +1 4806620093 Email: jsudbeck@axon.com Fax:	Phone: (772) 344-4061 Email: jsparks@cityofpsl.com Fax: (772) 871-7671

Program Length	60 Months
TOTAL COST	\$3,925,242.16
ESTIMATED TOTAL W/ TAX	\$3,925,242.16

Bundle Savings	\$1,600,909.61
Additional Savings	\$823,702.88
TOTAL SAVINGS	\$2,424,612.49

PAYMENT PLAN		
PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 1	Dec, 2021	\$785,048.43
Year 2	Dec, 2022	\$785,048.43
Year 3	Dec, 2023	\$785,048.43
Year 4	Dec, 2024	\$785,048.43
Year 5	Dec, 2025	\$785,048.43

# BILLED ON FULFILLMENT

PLAN NAME	INVOICE DATE	AMOUNT DUE
None	As Fulfilled	\$0.00

## Quote Details

### Bundle Summary

Item	Description	QTY
AB3C	AB3 Camera Bundle	296
Fleet3A	Fleet 3 Advanced	5
AB3MBD	AB3 Multi Bay Dock Bundle	27
AB31BD	AB3 1-Bay Dock Bundle	216
BWCamsBDTAP	Body Worn Camera Single-Bay Dock TAP Bundle	136
DynamicBundle	Dynamic Bundle	1
ProLicense	Pro License Bundle	25
AB3C	AB3 Camera Bundle	20
BWCamTAP	Body Worn Camera TAP Bundle	20
OSP7+	2021 - OFFICER SAFETY PLAN 7 PLUS (Formerly SKU 73811)	296

Bundle: AB3 Camera Bundle    Quantity: 296    Start: 1/15/2022    End: 1/14/2027    Total: 196558.8 USD

Category	Item	Description	QTY
Camera	73202	AXON BODY 3 - NA10	296
Spare Camera	73202	AXON BODY 3 - NA10	9
Camera Mount	74028	WING CLIP MOUNT, AXON RAPIDLOCK	326
USB	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	326

Bundle: Fleet 3 Advanced    Quantity: 5    Start: 5/1/2022    End: 1/14/2027    Total: 0 USD

Category	Item	Description	QTY
Storage	80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, LICENSE	10
E.com License	80400	FLEET, VEHICLE LICENSE, LICENSE	5
ALPR License	80401	FLEET 3, ALPR LICENSE, 1 CAMERA, LICENSE	5
Respond License	80402	RESPOND DEVICE LICENSE - FLEET 3 - LICENSE	5

Camera Kit & Warranty	72036	FLEET 3 STANDARD 2 CAMERA KIT	5
SIM	72034	FLEET SIM, VZW	5
Router	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	5
Router Antenna	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	5
Ethernet Cable	74110	FLEET ETHERNET CABLE, CAT6, 25 FT	5
Vehicle Installation	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	5
Camera Refresh	72040	FLEET REFRESH, 2 CAMERA KIT	5
Axon Signal Unit	70112	AXON SIGNAL UNIT	5
Cable Assembly	70117	AXON SIGNAL UNIT, CABLE ASSEMBLY	5
Other	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	5
Other	80379	EXT WARRANTY, FLEET 2 SIGNAL UNIT	5

<b>Bundle: AB3 Multi Bay Dock Bundle    Quantity: 27    Start: 1/15/2022    End: 1/14/2027    Total: 41134.8 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Dock	74210	AXON BODY 3 - 8 BAY DOCK	27
Power Cord	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	27
Wall Mount	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	27

<b>Bundle: AB3 1-Bay Dock Bundle    Quantity: 216    Start: 1/15/2022    End: 1/14/2027    Total: 41904 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
1-Bay Dock	74211	AXON BODY 3 - 1 BAY DOCK	216
1-Bay Power Cord	71104	NORTH AMER POWER CORD FOR AB3 1-BAY DOCK	216

<b>Bundle: Body Worn Camera Single-Bay Dock TAP Bundle    Quantity: 136    Start: 1/15/2022    End: 1/14/2027    Total: 73440 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Dock Warranty	80466	EXT WARRANTY, SINGLE-BAY DOCK (TAP)	136
Single-bay Dock Refresh 1	73313	1-BAY DOCK AXON CAMERA REFRESH ONE	136
Single-bay Dock Refresh 2	73314	1-BAY DOCK AXON CAMERA REFRESH TWO	136

<b>Bundle: Dynamic Bundle    Quantity: 1    Start: 1/15/2022    End: 1/14/2027    Total: 506339.75 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Other	70112	AXON SIGNAL UNIT	300
Other	85055	AXON FULL SERVICE	1
Other	85760	Auto-Transcribe Unlimited Service	296
Other	80379	EXT WARRANTY, FLEET 2 SIGNAL UNIT	300
Other	11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	296

Other	73687	EVIDENCE.COM VIEWER LICENSE	2
Other	11609	SMART WEAPON TRANSITION SERVICE	1
Other	85150	CEW ADD-ON SERVICES	1
Other	85147	CEW STARTER	1

<b>Bundle: Pro License Bundle    Quantity: 25    Start: 1/15/2022    End: 1/14/2027    Total: 0 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
E.com License	73746	PROFESSIONAL EVIDENCE.COM LICENSE (Formerly SKU 73746)	25
A La Carte Storage	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	75

<b>Bundle: AB3 Camera Bundle    Quantity: 20    Start: 1/15/2022    End: 1/14/2027    Total: 0 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Camera	73202	AXON BODY 3 - NA10	20
Camera Mount	74028	WING CLIP MOUNT, AXON RAPIDLOCK	22
USB	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	22

<b>Bundle: Body Worn Camera TAP Bundle    Quantity: 20    Start: 1/15/2022    End: 1/14/2027    Total: 0 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Camera Warranty	80464	EXT WARRANTY, CAMERA (TAP)	20
Camera Refresh 1 with Spares	73309	AXON CAMERA REFRESH ONE	20
Camera Refresh 2 with Spares	73310	AXON CAMERA REFRESH TWO	20

<b>Bundle: 2021 - OFFICER SAFETY PLAN 7 PLUS (Formerly SKU 73811)    Quantity: 296    Start: 1/15/2022    End: 1/14/2027    Total: 3065864.81 USD</b>			
<b>Category</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
Holsters	20062	TASER 7 HOLSTER - BLACKHAWK, RIGHT HAND	276
HALT Suit	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	4
Handle License	20248	TASER 7 EVIDENCE.COM LICENSE	296
Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	888
Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	888
Handles	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	296
Inert Cartridges	22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS	50
Inert Cartridges	22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	50
Admin License	20248	TASER 7 EVIDENCE.COM LICENSE	2
Taser 7 Target	80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	4
Spare Handles	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	9
Taser 7 Target Frame	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	4



Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	592
Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	592
Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	592
Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	592
Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	592
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	592
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	592
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	592
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	592
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	592
Batteries	20018	TASER 7 BATTERY PACK, TACTICAL	355
Master Instructor Course Vouchers	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Master Instructor Course Vouchers	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Master Instructor Course Vouchers	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Master Instructor Course Vouchers	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Training Halt Cartridges	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	592
Training Halt Cartridges	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	592
Training Halt Cartridges	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	592
Training Halt Cartridges	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	592
Instructor Course Vouchers	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	3
Instructor Course Vouchers	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	3
Instructor Course Vouchers	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	3
Instructor Course Vouchers	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	3
Instructor Course Vouchers	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	3
Docks	74200	TASER 7 6-BAY DOCK AND CORE	3
Dock Mount	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	3
Dock Power Cord	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	3
Duty Cartridge Replenishment Program	20246	TASER 7 DUTY CARTRIDGE REPLACEMENT LICENSE	296
E.com License	73746	PROFESSIONAL EVIDENCE.COM LICENSE (Formerly SKU 73746)	296
Viewer License	73687	EVIDENCE.COM VIEWER LICENSE	2
Device Storage	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	296
A La Carte Storage	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	8880
Respond Plus	73680	RESPOND DEVICE PLUS LICENSE	296
Records	73681	AXON RECORDS FULL	296
Citizen	73618	CITIZEN FOR COMMUNITIES USER LICENSE	296
Redaction	73478	REDACTION ASSISTANT USER LICENSE	296
Auto Tagging	73682	AUTO TAGGING LICENSE	296
Performance	73739	PERFORMANCE LICENSE	296
3rd Party Video	11642	THIRD-PARTY VIDEO SUPPORT LICENSE	296

Auto Tagging Implementation	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1
Signal Sidearm Kit	75015	SIGNAL SIDEARM KIT	296
Signal Sidearm Batteries	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	592
Camera Warranty	80464	EXT WARRANTY, CAMERA (TAP)	296
Camera Refresh 1 with Spares	73309	AXON CAMERA REFRESH ONE	305
Camera Refresh 2 with Spares	73310	AXON CAMERA REFRESH TWO	305
Warranty	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	27
Multi-bay Dock Refresh 1	73689	MULTI-BAY BWC DOCK 1ST REFRESH	27
Multi-bay Dock Refresh 2	73688	MULTI-BAY BWC DOCK 2ND REFRESH	27
Warranty	80466	EXT WARRANTY, SINGLE-BAY DOCK (TAP)	80
Single-bay Dock Refresh 1	73313	1-BAY DOCK AXON CAMERA REFRESH ONE	80
Single-bay Dock Refresh 2	73314	1-BAY DOCK AXON CAMERA REFRESH TWO	80
Spare Camera Warranty	80464	EXT WARRANTY, CAMERA (TAP)	9
Other	80395	EXT WARRANTY, TASER 7 HANDLE	296
Other	80395	EXT WARRANTY, TASER 7 HANDLE	9
Other	80374	EXT WARRANTY, TASER 7 BATTERY PACK	355
Other	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	3
Holsters	20067	TASER 7 HOLSTER - BLACKHAWK, LEFT HAND	20

**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 Sourcwell Contract #010720-AXN 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](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. 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](http://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.



## Exceptions to Standard Terms and Conditions

Execution of this quote will terminate contracts associated with Q-318915 (executed contract #00047702) with Axon and will start a new 60 month contract.

The parties agree that Axon is charging a debit of \$48,988.80 (applied to Year 1 license) to capture the remaining value owed from previously deployed CEW hardware. This debit is based on a ship date range of 12/15/2021-1/01/2022, resulting in a 1/15/2022 contract start date. Any change in this ship date and resulting contract start date will result in modification of this debit's value which may result in additional fees due to or from Axon.

Agency will return 162 X2 TASERS, batteries, cartridges & holsters to AXON as part of cancellation of T60 Unlimited contract. Current duty cartridge replenishment program is unlimited. 8.9 TB of non Axon storage included.

Caroline Prings

Signature

12/10/2024

Date Signed

11/2/2021