



Sheriff Bob Gualtieri

Pinellas County Sheriff's Office

"Leading The Way For A Safer Pinellas"

January 8, 2021

Mr. Barry Burton
Pinellas County Administrator
315 Court Street
Clearwater, FL 33756

Dear Mr. Burton:

Community input and evolving industry standards compel that we equip all law enforcement deputies (approximately 875 deputies) with body worn cameras (BWC). We explored several BWC options and conducted a field trial involving 30 deputies with the Axon Enterprises, Inc. BWC system. We aggressively negotiated pricing with Axon to obtain the most cost effective option. Body worn cameras were not included in our FY21 budget and we need additional FY21 funding from the County to implement the BWC program.

The funding needs are outlined in the enclosed documents and they include hardware costs for the cameras and integrated in-car camera video systems, recurring monthly per-deputy costs, PCSO technology expenses, and new PCSO personnel costs to administer the program. The total cost for the six year contract with Axon is \$19.9 million, PCSO costs for six years are \$4.9 million, for a six year total of \$24.8 million. The first year costs (balance of this fiscal year) are \$3.8 million and the costs for years two through five average approximately \$4.5 million per year, and the year six cost, for approximately nine months of the year, is \$3 million. For the current fiscal year's request of \$3.8 million, \$254,090 is personnel services and \$3,575,412 is operating expense. Our base budget for subsequent fiscal years will also need to be increased to reflect these costs.

I am requesting the current fiscal year funding in the amount of \$3,829,502 as soon as possible so that we can equip every deputy with a BWC before March 2020. Please let me know if you have any questions or need an explanation of the attached proposal.

Sincerely,

Sheriff Bob Gualtieri
Pinellas County, Florida

BG/sj

Enclosure

Body Worn Camera / Fleet System Program Overall Costs (2/1/2021 - 6/30/2026)

Billing Schedule - Axon	
	Total
FY 20/21 (8 months)	\$ 3,321,722.80
FY 21/22	\$ 3,568,776.00
FY 22/23	\$ 3,568,776.00
FY 23/24	\$ 3,568,776.00
FY 24/25	\$ 3,568,776.00
FY 25/26 (9 months)	\$ 2,319,232.00
Total:	\$ 19,916,058.80

PCSO Additional Costs	
	Total
FY 20/21 (8 months)	\$ 507,780.04
FY 21/22	\$ 902,241.19
FY 22/23	\$ 914,017.93
FY 23/24	\$ 926,147.97
FY 24/25	\$ 938,641.91
FY 25/26 (9 months)	\$ 713,633.00
Total:	\$ 4,902,462.04

Total Program Cost	
	Total
FY 20/21 (8 months)	\$ 3,829,502.84
FY 21/22	\$ 4,471,017.19
FY 22/23	\$ 4,482,793.93
FY 23/24	\$ 4,494,923.97
FY 24/25	\$ 4,507,417.91
FY 25/26 (9 months)	\$ 3,032,865.00
Total:	\$ 24,818,520.84



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

Q-281780-44196.677AM

Issued: 12/31/2020

Quote Expiration: 12/31/2020

Account Number: 112474

Payment Terms: Net 30
 Delivery Method: Fedex - Ground

SHIP TO

Deanna Carey
 Pinellas County Sheriff's Office - FL
 OFFICE SUPPLY14400 49TH ST NDOOR FPW
 4
 Clearwater, FL 33762
 US

BILL TO

Pinellas County Sheriff's Office - FL
 ATTN: FISCAL AFFAIRS DIVISION
 PO DRAWER 2500
 LARGO, FL 33779
 US

SALES REPRESENTATIVE

Andrew Grayson
 Phone: 602-350-8111
 Email: agrayson@axon.com
 Fax:

PRIMARY CONTACT

Deanna Carey
 Phone: (727) 580-2325
 Email: dcarey@pcsonet.com

Year 1 - OSP7+ - (2/1/2021 - 1/31/2022)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	65	2	0.00	0.00	0.00
73687	EVIDENCE.COM VIEWER LICENSE	65	17	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	65	875	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	65	875	0.00	0.00	0.00
73680	RESPOND DEVICE PLUS LICENSE	65	875	0.00	0.00	0.00
73681	AXON RECORDS FULL	65	875	0.00	0.00	0.00
73739	PERFORMANCE LICENSE	65	875	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	875	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	875	0.00	0.00	0.00
73682	AUTO TAGGING LICENSE	65	875	0.00	0.00	0.00
73736	REDACTION ASSISTANT 351-1000 SW AGENCY-WIDE LICENSE	65	1	0.00	0.00	0.00
73696	CITIZEN FOR COMMUNITIES 351-1000 SWORN AGENCY-WIDE LICENSE	65	1	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	65	44	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	65	44	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	65	111	0.00	0.00	0.00

Year 1 - OSP7+ - (2/1/2021 - 1/31/2022) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
73746	PROFESSIONAL EVIDENCE.COM LICENSE	65	37	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	65	37	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	65	4,375	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	65	26,250	0.00	0.00	0.00
73685	EVIDENCE.COM CHANNEL SERVICES SMA	60	3	0.00	0.00	0.00
85760	AUTO-TRANSCRIBE ON DEMAND SERVICE	66	875	0.00	0.00	0.00
Hardware						
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		775	0.00	0.00	0.00
75015	SIGNAL SIDEARM KIT		875	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		20	0.00	0.00	0.00
20161	TASER 7 HOLSTER - SAFARILAND, LH+CART CARRIER		100	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		2,625	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		2,625	0.00	0.00	0.00
73202	AXON BODY 3 - NA10		875	699.00	699.00	611,625.00
22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS		50	0.00	0.00	0.00
22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		50	0.00	0.00	0.00
80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7		20	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		875	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		875	0.00	0.00	0.00
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		1,750	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		1,750	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		1,750	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		1,750	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		1,750	0.00	0.00	0.00

Year 1 - OSP7+ - (2/1/2021 - 1/31/2022) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
20018	TASER 7 BATTERY PACK, TACTICAL		1,050	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		1,050	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		9	0.00	0.00	0.00
74200	TASER 7 6-BAY DOCK AND CORE		9	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR		9	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		875	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR		11	300.00	300.00	3,300.00
74200	TASER 7 6-BAY DOCK AND CORE		11	1,500.00	1,500.00	16,500.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		11	43.90	43.90	482.90
74210	AXON BODY 3 - 8 BAY DOCK		35	1,495.00	1,495.00	52,325.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		35	43.90	43.90	1,536.50
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	35	354.00	336.00	11,760.00
74211	AXON BODY 3 - 1 BAY DOCK		875	250.00	225.00	196,875.00
87060	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK WARRANTY	60	875	0.00	0.00	0.00
71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK		875	0.00	0.00	0.00
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK		450	31.30	31.30	14,085.00
Other						
73820	OFFICER SAFETY PLAN 7 PLUS	60	875	0.00	0.00	0.00
73821	OFFICER SAFETY PLAN 7 PLUS PAYMENT	12	875	2,748.00	2,268.00	1,984,500.00
20247	TASER 7 ONLINE TRAINING CONTENT ACCESS LICENSE	60	875	0.00	0.00	0.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	12	875	240.00	60.00	52,500.00
73827	AB3 CAMERA TAP WARRANTY	60	875	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		9	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)		20	0.00	0.00	0.00

Year 1 - OSP7+ - (2/1/2021 - 1/31/2022) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
Not Eligible for VR Headset	Not Eligible for VR Headset		1	0.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		35	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	35	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	44	180.00	180.00	7,920.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	37	468.00	468.00	17,316.00
71104	NORTH AMER POWER CORD FOR AB3 1-BAY DOCK		875	0.00	0.00	0.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	65	37	26.00	0.00	0.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	65	26,250	26.00	0.00	0.00
73831	10 GB EVIDENCE.COM A-LA-CART STORAGE PAYMENT	65	4,375	26.00	0.00	0.00
80190	Evidence.com Channel Services		3	0.00	0.00	0.00
Services						
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE		1	0.00	0.00	0.00
85055	AXON FULL SERVICE		1	17,000.00	15,000.00	15,000.00
85055	AXON FULL SERVICE		1	17,000.00	0.00	0.00
85147	CEW STARTER		1	2,750.00	0.00	0.00
					Subtotal	2,985,725.40
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	2,985,725.40

Year 1 - Fleet 2 (A) - (2/1/2021 - 6/30/2021)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
11642	5-YEAR NET CLOUD MOBILE ADVANCED PLAN	60	60	0.00	0.00	0.00
11643	5-YEAR NETCLOUD MOBILE ADVANCED LICENSE PAYMENT	60	60	600.00	449.25	26,955.00

Year 1 - Fleet 2 (A) - (2/1/2021 - 6/30/2021) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)	
Hardware							
11635	CRADLEPOINT IBR1700-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		60	2,159.00	0.00	0.00	
11613	MODEM, FIRSTNET/BAND 14		60	550.00	449.99	26,999.40	
71204	FLEET ANTENNA, 9-IN-1, 4 LTE, 4 WIFI, 1 GPS		60	399.00	0.00	0.00	
71088	AXON FLEET 2 KIT		60	0.00	0.00	0.00	
80214	FLEET EVIDENCE.COM UNLIMITED STORAGE	5	60	0.00	0.00	0.00	
80215	FLEET EVIDENCE.COM UNLIMITED STORAGE PAYMENT	5	60	845.00	845.00	50,700.00	
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		60	270.00	202.50	12,150.00	
Other							
No Custom Triggers	No Custom Triggers (Declined)		60	0.00	0.00	0.00	
87050	FLEET VIEW XL ACCESS LICENSE	5	60	0.00	0.00	0.00	
87051	FLEET VIEW XL LICENSE PAYMENT	5	60	0.00	0.00	0.00	
Services							
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		60	1,200.00	0.00	0.00	
						Subtotal	116,804.40
						Estimated Tax	0.00
						Total	116,804.40

Year 1 - Fleet 2 Transition to Fleet 3 (A)- (7/1/2021 - 6/30/2022)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, ACCESS	60	120	0.00	0.00	0.00
80400	FLEET, VEHICLE LICENSE, ACCESS	60	60	0.00	0.00	0.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA, ACCESS	60	60	0.00	0.00	0.00
80402	RESPOND DEVICE LICENSE - FLEET 3- ACCESS	60	60	0.00	0.00	0.00
Hardware						
72036	FLEET 3 STANDARD 2 CAMERA KIT		60	0.00	0.00	0.00
72034	FLEET SIM		60	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		60	0.00	0.00	0.00

Year 1 - Fleet 2 Transition to Fleet 3 (A)- (7/1/2021 - 6/30/2022) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)	
Other							
80425	TAP, FLEET 3, 2 CAMERA KIT, 1 REFRESH ACCESS		60	0.00	0.00	0.00	
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	60	2,496.00	2,388.00	143,280.00	
No Custom Triggers	No Custom Triggers (Declined)		60	0.00	0.00	0.00	
Services							
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		60	0.00	0.00	0.00	
						Subtotal	143,280.00
						Estimated Tax	0.00
						Total	143,280.00

Year 1 - Fleet 3 (B) - (7/1/2021 - 6/30/2022)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, ACCESS	60	1,000	0.00	0.00	0.00
80400	FLEET, VEHICLE LICENSE, ACCESS	60	500	0.00	0.00	0.00
80401	FLEET 3, ALPR LICENSE, 1 CAMERA, ACCESS	60	500	0.00	0.00	0.00
80402	RESPOND DEVICE LICENSE - FLEET 3 - ACCESS	60	500	0.00	0.00	0.00
11642	5-YEAR NETCLOUD MOBILE ADVANCED PLAN	60	500	0.00	0.00	0.00
11643	5-YEAR NETCLOUD MOBILE ADVANCED LICENSE PAYMENT	1	500	600.00	449.25	224,625.00
Hardware						
72036	FLEET 3 STANDARD 2 CAMERA KIT		500	0.00	0.00	0.00
72034	FLEET SIM		500	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		500	0.00	0.00	0.00
11635	CRADLEPOINT IBR1700-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		500	2,159.00	0.00	0.00
11613	MODEM, FIRSTNET/BAND 14		500	550.00	449.99	224,995.00
71204	FLEET ANTENNA, 9-IN-1, 4 LTE, 4 WIFI, 1 GPS		500	399.00	0.00	0.00
11635	CRADLEPOINT IBR1700-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		10	2,159.00	1,619.25	16,192.50
71204	FLEET ANTENNA, 9-IN-1, 4 LTE, 4 WIFI, 1 GPS		10	399.00	299.25	2,992.50

Year 1 - Fleet 3 (B) - (7/1/2021 - 6/30/2022) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)	
Hardware (Continued)							
11613	MODEM, FIRSTNET/BAND 14		10	550.00	412.50	4,125.00	
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		500	270.00	202.50	101,250.00	
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		10	270.00	202.50	2,025.00	
Other							
80425	TAP, FLEET 3, 2 CAMERA KIT, 1 REFRESH ACCESS		500	0.00	0.00	0.00	
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	500	2,496.00	2,388.00	1,194,000.00	
No Custom Triggers	No Custom Triggers (Declined)		500	0.00	0.00	0.00	
Services							
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		500	0.00	0.00	0.00	
						Subtotal	1,770,205.00
						Estimated Tax	0.00
						Total	1,770,205.00

Year 1 - Trade-In Credit

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)	
Other							
20104	TASER 7 TRADE-IN UPFRONT PURCHASE		875	0.00	0.00	0.00	
						Subtotal	0.00
						Estimated Tax	0.00
						Total	0.00

Spares - BWC

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
73202	AXON BODY 3 - NA10		18	699.00	0.00	0.00
74211	AXON BODY 3 - 1 BAY DOCK		87	200.00	0.00	0.00
87060	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK WARRANTY	60	87	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		18	0.00	0.00	0.00
73202	AXON BODY 3 - NA10		29	0.00	0.00	0.00

Spares - BWC (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		29	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		29	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		29	0.00	0.00	0.00
71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK		18	0.00	0.00	0.00
71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK		25	0.00	0.00	0.00
Other						
73827	AB3 CAMERA TAP WARRANTY	60	18	0.00	0.00	0.00
71104	NORTH AMER POWER CORD FOR AB3 1-BAY DOCK		87	0.00	0.00	0.00
73827	AB3 CAMERA TAP WARRANTY	60	29	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Spares - Fleet

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
72036	FLEET 3 STANDARD 2 CAMERA KIT		15	2,405.00	0.00	0.00
71088	AXON FLEET 2 KIT		2	1,560.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 2 - OSP7+ - (2/1/2022 - 1/31/2023)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		1,750	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		1,750	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	35	354.00	336.00	11,760.00
Other						
73821	OFFICER SAFETY PLAN 7 PLUS PAYMENT	12	875	2,748.00	2,448.00	2,194,500.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	12	875	240.00	60.00	52,500.00

Year 2 - OSP7+ - (2/1/2022 - 1/31/2023) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		9	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	44	180.00	180.00	7,920.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	37	468.00	468.00	17,316.00
					Subtotal	2,231,496.00
					Estimated Tax	0.00
					Total	2,231,496.00

Year 3 - Fleet 3 (A) - (7/1/2022 - 6/30/2023)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	60	2,496.00	2,388.00	143,280.00
					Subtotal	143,280.00
					Estimated Tax	0.00
					Total	143,280.00

Year 2 - Fleet 3 (B) - (7/1/2022 - 6/30/2023)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	500	2,496.00	2,388.00	1,194,000.00
					Subtotal	1,194,000.00
					Estimated Tax	0.00
					Total	1,194,000.00

Year 3 - OSP7+ - (2/1/2023 - 1/31/2024)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		1,750	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		1,750	0.00	0.00	0.00

Year 3 - OSP7+ - (2/1/2023 - 1/31/2024) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		1,750	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		1,750	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	35	354.00	336.00	11,760.00
Other						
73309	AXON CAMERA REFRESH ONE		875	0.00	0.00	0.00
73821	OFFICER SAFETY PLAN 7 PLUS PAYMENT	12	875	2,748.00	2,448.00	2,142,000.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		9	0.00	0.00	0.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	12	875	240.00	60.00	52,500.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		35	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	44	180.00	180.00	7,920.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	37	468.00	468.00	17,316.00
73313	1-BAY DOCK AXON CAMERA REFRESH ONE		875	0.00	0.00	0.00
					Subtotal	2,231,496.00
					Estimated Tax	0.00
					Total	2,231,496.00

Year 3 - Fleet 3 (A) - (7/1/2023 - 6/30/2024)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	60	2,496.00	2,388.00	143,280.00
					Subtotal	143,280.00
					Estimated Tax	0.00
					Total	143,280.00

Year 3 - Fleet 3 (B) - (7/1/2023 - 6/30/2024)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	500	2,496.00	2,388.00	1,194,000.00
					Subtotal	1,194,000.00
					Estimated Tax	0.00
					Total	1,194,000.00

Year 4 - OSP7+ - (2/1/2024 - 1/31/2025)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		1,750	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		1,750	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	35	354.00	336.00	11,760.00
Other						
73821	OFFICER SAFETY PLAN 7 PLUS PAYMENT	12	875	2,748.00	2,448.00	2,142,000.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	12	875	240.00	60.00	52,500.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		9	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	44	180.00	180.00	7,920.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	37	468.00	468.00	17,316.00
					Subtotal	2,231,496.00
					Estimated Tax	0.00
					Total	2,231,496.00

Year 4 - Fleet 3 (A) - (7/1/2024 - 6/30/2025)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	60	2,496.00	2,388.00	143,280.00
					Subtotal	143,280.00
					Estimated Tax	0.00
					Total	143,280.00

Year 4 - Fleet 3 (B) - (7/1/2024 - 6/30/2025)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	500	2,496.00	2,388.00	1,194,000.00
					Subtotal	1,194,000.00
					Estimated Tax	0.00
					Total	1,194,000.00

Year 5 - OSP7+ - (2/1/2025 - 1/31/2026)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		1,750	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		1,750	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	35	354.00	336.00	11,760.00
Other						
73310	AXON CAMERA REFRESH TWO		875	0.00	0.00	0.00
73821	OFFICER SAFETY PLAN 7 PLUS PAYMENT	12	875	2,748.00	2,508.00	2,142,000.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	12	875	240.00	60.00	52,500.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		9	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		35	0.00	0.00	0.00

Year 5 - OSP7+ - (2/1/2025 - 1/31/2026) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	44	180.00	180.00	7,920.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	37	468.00	468.00	17,316.00
73314	1-BAY DOCK AXON CAMERA REFRESH TWO		875	0.00	0.00	0.00
					Subtotal	2,231,496.00
					Estimated Tax	0.00
					Total	2,231,496.00

Year 5 - Fleet 3 (A) - (7/1/2025 - 6/30/2026)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73335	FLEET CAMERA REFRESH (ONE FRONT AND ONE REAR)		60	0.00	0.00	0.00
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	60	2,496.00	2,451.00	147,060.00
					Subtotal	147,060.00
					Estimated Tax	0.00
					Total	147,060.00

Year 5 - Fleet 3 (B) - (7/1/2025 - 6/30/2026)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73335	FLEET CAMERA REFRESH (ONE FRONT AND ONE REAR)		500	0.00	0.00	0.00
80459	FLEET 3 ADVANCED BUNDLE WITH TAP PAYMENT	12	500	2,496.00	2,388.00	1,194,000.00
					Subtotal	1,194,000.00
					Estimated Tax	0.00
					Total	1,194,000.00

Year 6 - Extension of BWC Licenses - (2/1/2026 - 6/30/2026)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	5	875	195.00	170.00	148,750.00
85761	AUTO-TRANSCRIBE ON DEMAND PAYMENT	5	875	100.00	25.00	21,875.00

Year 6 - Extension of BWC Licenses - (2/1/2026 - 6/30/2026) (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	5	875	120.00	120.00	105,000.00
73835	AUTO TAGGING LICENSE PAYMENT	5	875	75.00	75.00	65,625.00
73834	EVIDENCE.COM VIEWER LICENSE PAYMENT	5	17	25.00	25.00	425.00
73517	REDACTION ASSISTANT 351-1000 SWORN PAYMENT	5	1	27,000.00	27,000.00	27,000.00
73597	CITIZEN FOR COMMUNITIES 351-1000 SWORN PAYMENT	5	1	27,000.00	27,000.00	27,000.00
73666	RESPOND DEVICE PLUS PAYMENT	5	875	125.00	125.00	109,375.00
73836	PERFORMANCE LICENSE PAYMENT	5	875	125.00	125.00	109,375.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	5	37	195.00	195.00	7,215.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	5	44	75.00	75.00	3,300.00
					Subtotal	624,940.00
					Estimated Tax	0.00
					Total	624,940.00

Grand Total 19,919,838.80

Discounts (USD)

Quote Expiration: 12/31/2020

List Amount	23,717,363.40
Discounts	3,797,524.60
Total	19,919,838.80

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - OSP7+ - (2/1/2021 - 1/31/2022)	2,985,725.40
Year 1 - Fleet 2 (A) - (2/1/2021 - 6/30/2021)	116,804.40
Year 1 - Fleet 2 Transition to Fleet 3 (A)- (7/1/2021 - 6/30/2022)	143,280.00
Year 1 - Fleet 3 (B) - (7/1/2021 - 6/30/2022)	1,770,205.00
Year 1 - Trade-In Credit	0.00
Spares - BWC	0.00
Spares - Fleet	0.00
Year 2 - OSP7+ - (2/1/2022 - 1/31/2023)	2,231,496.00
Year 3 - Fleet 3 (A) - (7/1/2022 - 6/30/2023)	143,280.00
Year 2 - Fleet 3 (B) - (7/1/2022 - 6/30/2023)	1,194,000.00



Summary of Payments (Continued)

Payment	Amount (USD)
Year 3 - OSP7+ - (2/1/2023 - 1/31/2024)	2,231,496.00
Year 3 - Fleet 3 (A) - (7/1/2023 - 6/30/2024)	143,280.00
Year 3 - Fleet 3 (B) - (7/1/2023 - 6/30/2024)	1,194,000.00
Year 4 - OSP7+ - (2/1/2024 - 1/31/2025)	2,231,496.00
Year 4 - Fleet 3 (A) - (7/1/2024 - 6/30/2025)	143,280.00
Year 4 - Fleet 3 (B) - (7/1/2024 - 6/30/2025)	1,194,000.00
Year 5 - OSP7+ - (2/1/2025 - 1/31/2026)	2,231,496.00
Year 5 - Fleet 3 (A) - (7/1/2025 - 6/30/2026)	147,060.00
Year 5 - Fleet 3 (B) - (7/1/2025 - 6/30/2026)	1,194,000.00
Year 6 - Extension of BWC Licenses - (2/1/2026 - 6/30/2026)	624,940.00
Delete	0.00
Grand Total	19,919,838.80

Notes

This OSP7+ bundle within this quote contains Axon Channel Services, the ability to migrate third party systems to your Axon DEMS, from up to 3 inactive channels. This bundle includes 300 GB of storage per user to be migrated. Anything above this 300 GB for the term of the contract would be subject to additional fees. A review by an Axon engineer and the creation of a Statement of Work must be completed to determine the exact requirements, capabilities and dependencies for the agency to implement Channel Services.

Purchase of TASER 7 are governed by the TASER 7 Agreement located at <https://www.axon.com/legal/sales-terms-and-conditions> and not the Master Services and Purchasing Agreement referenced below.

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), 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 Andrew Grayson at agrayson@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

The trademarks referenced above are the property of their respective owners.

Axon Internal Use Only

SFDC Contract#:

Order Type:

RMA#:

Address Used:

SO#:

Review 1

Review 2

Comments:



ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	

Axon - PCSO Fiscal Year Breakout

Fiscal Year 1 2/1/2021 - 9/30/2021

		Year 1 - OSP7+				2/1/2021 - 9/30/2021	
Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total		
OSP7+ Payment	875	8	\$ 189.00	\$ 1,512.00	\$	1,323,000.00	
Axon Body 3 Camera	875			\$ 699.00	\$	611,625.00	
Molle Mount, Single	450			\$ 31.30	\$	14,085.00	
Axon Body 3 1-Bay Dock	875			\$ 225.00	\$	196,875.00	
Taser 7 Dock & Core Warranty	11			\$ 300.00	\$	3,300.00	
Taser 7 Dock & Core	11			\$ 1,500.00	\$	16,500.00	
Wall Mount Bracket	11			\$ 43.90	\$	482.90	
Axon Body 3 8-Bay Dock	35			\$ 1,495.00	\$	52,325.00	
Wall Mount Bracket	35			\$ 43.90	\$	1,536.50	
8-Bay Dock TAP	35	8	\$ 28.00	\$ 224.00	\$	7,840.00	
Basic Evidence.com License	44	8	\$ 15.00	\$ 120.00	\$	5,280.00	
Pro Evidence.com	37	8	\$ 39.00	\$ 312.00	\$	11,544.00	
Axon Full Service	1			\$ 15,000.00	\$	15,000.00	
Auto Transcription	875	8	\$ 5.00	\$ 40.00	\$	35,000.00	
Total					\$	2,294,393.40	
Year 1 - Fleet 2 (A)							
Product	Quantity			Net Unit	Total	2/1/2021 - 6/30/2021	
Modem Firstnet/Band 14	60			\$ 449.99	\$	26,999.40	
NetCloud Mobile Advanced (5-Year)	60			\$ 449.25	\$	26,955.00	
Fleet Unlimited Storage	60	5	\$ 169.00	\$ 845.00	\$	50,700.00	
Fleet Router Antenna 5-in-1	60			\$ 202.50	\$	12,150.00	
Total					\$	116,804.40	
Year 1 - Transition to Fleet 3 (A)							
Product	Quantity			Net Unit	Total	7/1/2021 - 9/30/2021	
Fleet 3 Advanced with TAP	60	3	\$ 199.00	\$ 597.00	\$	35,820.00	
Total					\$	35,820.00	
Year 1 - Fleet 3 (B)							
						7/1/2021 - 9/30/2021	

Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total
Fleet 3 Advanced with TAP	500	3	\$ 199.00	\$ 597.00	\$ 298,500.00
NetCloud Mobile Advanced (5-Year)	500			\$ 449.25	\$ 224,625.00
Modem Firstnet/Band 14	500			\$ 449.99	\$ 224,995.00
Cradlepoint IBR1700 Router	10			\$ 1,619.25	\$ 16,192.50
Modem Firstnet/Band 14	10			\$ 412.50	\$ 4,125.00
Fleet Antenna 9-in-1	10			\$ 299.25	\$ 2,992.50
Fleet Router Antenna 5-in-1	500			\$ 202.50	\$ 101,250.00
Fleet Router Antenna 5-in-1	10			\$ 202.50	\$ 2,025.00
Total					\$ 874,705.00

Fiscal Year 1 Total \$ 3,321,722.80

Fiscal Year 2 10/1/2021 - 9/30/2022

Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total
Year 2 - OSP7+					10/1/2021 - 9/30/2022
OSP7+ Payment	875	12	\$ 204.00	\$ 2,448.00	\$ 2,142,000.00
8-Bay Dock TAP	35	12	\$ 28.00	\$ 336.00	\$ 11,760.00
Basic Evidence.com License	44	12	\$ 15.00	\$ 180.00	\$ 7,920.00
Pro Evidence.com	37	12	\$ 39.00	\$ 468.00	\$ 17,316.00
Auto Transcription	875	12	\$ 5.00	\$ 60.00	\$ 52,500.00
Total					\$ 2,231,496.00

Year 2 - Transition to Fleet 3 (A) 10/1/2021 - 9/30/2022

Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total
Fleet 3 Advanced with TAP	60	12	\$ 199.00	\$ 2,388.00	\$ 143,280.00
Total					\$ 143,280.00

Year 2 - Fleet 3 (B) 10/1/2021 - 9/30/2022

Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total
Fleet 3 Advanced with TAP	500	12	\$ 199.00	\$ 2,388.00	\$ 1,194,000.00
Total					\$ 1,194,000.00

Fiscal Year 2 Total \$ 3,568,776.00

Fiscal Year 3 10/1/2022 - 9/30/2023

Year 3 - OSP7+						10/1/2022 - 9/30/2023	
Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total		
OSP7+ Payment	875	12	\$ 204.00	\$ 2,448.00	\$	2,142,000.00	
8-Bay Dock TAP	35	12	\$ 28.00	\$ 336.00	\$	11,760.00	
Basic Evidence.com License	44	12	\$ 15.00	\$ 180.00	\$	7,920.00	
Pro Evidence.com	37	12	\$ 39.00	\$ 468.00	\$	17,316.00	
Auto Transcription	875	12	\$ 5.00	\$ 60.00	\$	52,500.00	
Total					\$	2,231,496.00	

Year 3 - Fleet 3 (A)						10/1/2022 - 9/30/2023	
Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total		
Fleet 3 Advanced with TAP	60	12	\$ 199.00	\$ 2,388.00	\$	143,280.00	
Total					\$	143,280.00	

Year 3 - Fleet 3 (B)						10/1/2022 - 9/30/2023	
Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total		
Fleet 3 Advanced with TAP	500	12	\$ 199.00	\$ 2,388.00	\$	1,194,000.00	
Total					\$	1,194,000.00	

Fiscal Year 3 Total \$ 3,568,776.00

Fiscal Year 4 10/1/2023 - 9/30/2024

Year 4 - OSP7+						10/1/2023 - 9/30/2024	
Product	Quantity	Fiscal Term	Monthly Unit P	Net Unit	Total		
OSP7+ Payment	875	12	\$ 204.00	\$ 2,448.00	\$	2,142,000.00	
8-Bay Dock TAP	35	12	\$ 28.00	\$ 336.00	\$	11,760.00	
Basic Evidence.com License	44	12	\$ 15.00	\$ 180.00	\$	7,920.00	
Pro Evidence.com	37	12	\$ 39.00	\$ 468.00	\$	17,316.00	
Auto Transcription	875	12	\$ 5.00	\$ 60.00	\$	52,500.00	
Total					\$	2,231,496.00	

Year 4 - Fleet 3 (A) 10/1/2023 - 9/30/2024

Product	Quantity	Net Unit	Total
Fleet 3 Advanced with TAP	60	12 \$ 199.00 \$	2,388.00 \$
Total			143,280.00 \$

Year 4 - Fleet 3 (B)			10/1/2023 - 9/30/2024
Product	Quantity	Net Unit	Total
Fleet 3 Advanced with TAP	500	12 \$ 199.00 \$	2,388.00 \$
Total			1,194,000.00 \$

Fiscal Year 4 Total			3,568,776.00 \$
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Fiscal Year 5 10/1/2024 - 9/30/2025

Year 5 - OSP7+			10/1/2024 - 9/30/2025
Product	Quantity	Fiscal Term	Monthly Unit P
OSP7+ Payment	875	12 \$	204.00 \$
8-Bay Dock TAP	35	12 \$	28.00 \$
Basic Evidence.com License	44	12 \$	15.00 \$
Pro Evidence.com	37	12 \$	39.00 \$
Auto Transcription	875	12 \$	5.00 \$
Total			2,231,496.00 \$

Year 5 - Fleet 3 (A)			10/1/2024 - 9/30/2025
Product	Quantity	Net Unit	Total
Fleet 3 Advanced with TAP	60	12 \$ 199.00 \$	2,388.00 \$
Total			143,280.00 \$

Year 5 - Fleet 3 (B)			10/1/2024 - 9/30/2025
Product	Quantity	Net Unit	Total
Fleet 3 Advanced with TAP	500	12 \$ 199.00 \$	2,388.00 \$
Total			1,194,000.00 \$

Fiscal Year 5 Total			3,568,776.00 \$
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Fiscal Year 6 10/1/2025 - 9/30/2026

Year 6 - OSP7+										10/1/2025 - 1/31/2026
Product	Quantity	Fiscal Term	Monthly	Unit P	Net Unit	Total				
OSP7+ Payment	875	4	\$	189.00	\$	756.00	\$			661,500.00
8-Bay Dock TAP	35	4	\$	28.00	\$	112.00	\$			3,920.00
Basic Evidence.com License	44	4	\$	15.00	\$	60.00	\$			2,640.00
Pro Evidence.com	37	4	\$	39.00	\$	156.00	\$			5,772.00
Auto Transcription	875	4	\$	5.00	\$	20.00	\$			17,500.00
Total										691,332.00
Year 6 - Fleet 3 (A)										10/1/2025 - 6/30/2026
Product	Quantity				Net Unit	Total				
Fleet 3 Advanced with TAP	60	9	\$	199.00	\$	1,791.00	\$			107,460.00
Total										107,460.00
Year 6 - Fleet 3 (B)										10/1/2025 - 6/30/2026
Product	Quantity				Net Unit	Total				
Fleet 3 Advanced with TAP	500	9	\$	199.00	\$	1,791.00	\$			895,500.00
Total										895,500.00
Year 6 - Extension of BWC Licenses										2/1/2025 - 6/30/2026
Product	Quantity	Fiscal Term	Monthly	Unit P	Net Unit	Total				
Pro Evidence.com	875	5	\$	34.00	\$	170.00	\$			148,750.00
Unlimited Storage	875	5	\$	24.00	\$	120.00	\$			105,000.00
Auto Tagging License	875	5	\$	15.00	\$	75.00	\$			65,625.00
Evidence.com Viewer License	17	5	\$	5.00	\$	25.00	\$			425.00
Redaction Assistant	1	5	\$	5,400.00	\$	27,000.00	\$			27,000.00
Citizen for Communities	1	5	\$	5,400.00	\$	27,000.00	\$			27,000.00
Respond + License	875	5	\$	25.00	\$	125.00	\$			109,375.00
Performance License	875	5	\$	25.00	\$	125.00	\$			109,375.00
Basic Evidence.com License	44	5	\$	15.00	\$	75.00	\$			3,300.00
Pro Evidence.com	37	5	\$	39.00	\$	195.00	\$			7,215.00
Auto Transcription	875	5	\$	5.00	\$	25.00	\$			21,875.00
Total										624,940.00
Fiscal Year 6 Total										\$ 2,319,232.00

Contract Grand Total

\$

19,916,058.80

Axon Bundle Pricing

Officer Safety Plan 7+ (BWC) & Fleet System Bundle Pricing		
Bundle Price Per Month		
Per Deputy	\$ 408.00	\$ 209.00
Cost Per Deputy Per Year		
	\$ 4,896.00	\$ 2,508.00
Number of Deputies	560	315
Cost per Year Total		
	\$ 2,741,760.00	\$ 790,020.00

Axon Quote - Line Item Description

Officer Safety Plan (OSP) 7+		Additional Information
Item #	Description	
Axon Plans and Packages		
20248	Taser 7 Evidence.com Access License	Ability to download audit trail for Taser 7
73687	Evidence.com Viewer License	
73746	Professional Evidence.com License	Access to Evidence.com for 875 deputies with BWC
73686	Evidence.com Unlimited Axon Device Storage	Unlimited storage for BWC video for 875 deputies with a BWC
73683	10 GB Evidence.com A-La-Cart Storage	3rd party data storage (no cost)
73680	Respond Device Plus License	Live Streaming
73681	Axon Full Records	RMS; Not using
73739	Performance License	Axon Performance; Supervisor auditing tool
20246	Taser 7 duty Cartridge Replacement Access License	Unlimited replacement for used duty Taser 7+ cartridges
73682	Auto Tagging License	RMS/CAD integration to tag videos
73736	Redaction Assistant Agency-wide license	Ability to redact videos
73696	Citizen for Communities Sworn Agency-wide license	Allows citizen to upload videos / photos into Evidence.com
Hardware		
20160 / 20161	Taser 7 Holsters	
75015	Signal Sidearm	
20050	Hook-and-Loop Training Suit	Used for Taser 7+ training scenarios
22175	Taser 7 Live Cartridge (3.5 degree)	
22176	Taser 7 Live Cartridge (12 degree)	
73202	Axon Body 3	Body worn camera
22179	Taser 7 Inert Cartridge (3.5 degree)	
22181	Taser 7 Inert Cartridge (12 degree)	
80090	Target Frame Taser 7	Used for Taser 7+ training scenarios
20008	Taser 7 Handle w/Laser	
20040	Taser 7 Handle Warranty (4 years)	
71044	Signal Sidearm Battery	
22177 / 22178	Taser 7 Hook-and Loop Training Cartridges	Used for Taser 7+ training scenarios

20018	Taser 7 Battery Pack	
20041	Taser 7 Battery Pack Warranty (4 years)	
70033	Wall Mount Bracket	
74200	Taser 7 6-Bay Dock and Core	For Taser 7+ 6-Bay and BWC 8-Bay docking stations
20042	Taser 7 6-Bay Dock and Core Warranty (4 years)	
71026	Magnet Mount	Body worn camera
11507	Molle Mount	Body worn camera
11534	USB-C to USB-A Cable for AB3 (BWC)	
74210	Axon Body 3 8-Bay Dock	
87062	Tech Assurance Plan (TAP) 8-Bay Body 3 Dock Warranty	Warranty / Replacement for 8-Bay BWC docking stations
74211	Axon Body 3 1-Bay Dock	
87060	Tech Assurance Plan (TAP) 1-Bay Body 3 Dock Warranty	Warranty / Replacement for 1-Bay BWC docking stations
Other		
73821	Officer Safety Plan 7 Plus	BWC Bundle, to include Signal Sidearm and Taser 7+
20247	Taser 7 Online Training Content Access License	
85761	Auto-Transcribe on demand	Added by Axon at no cost; For both BWC and Fleet videos; OSP 7+ (73821) adjusted to zero out \$5 per month per deputy cost on quote
73827	AB3 Camera Tap Warranty	Warranty / Replacement for body worn camera
20120	Taser 7 Instructor Course Voucher	
20119	Taser 7 Master Instructor School Voucher	
80087	Taser 7 Target	Used for Taser 7+ training scenarios
71019	North Amer Power Cord for AB3 8-Bay Dock	
73841	Evidence.com Basic License Payment	Access for members to Evidence.com who do not have a BWC assigned
73837	Evidence.com Professional License Payment	Access for members to Evidence.com who do not have a BWC assigned; Includes redaction
71104	North Amer Power Cord for AB3 1-Bay Dock	
Services		
79999	Auto Tagging / Performance Implementation Service	RMS/CAD integration to tag videos (Already completed during trial program)

85055	Axon Full Service	4 hour deputy BWC training: 1 week no cost
85147	CEW Starter	Unpackage and function test Taser 7 and related equipment

Fleet 2 System		Additional Information
Item #	Description	
Axon Plan and Packages		
11642 / 11643	5-year Netcloud Mobile Advanced Plan / Licenses	For routers; Advanced routing protocols, integrated content filtering, traffic analytics, CP Secure Threat Management security, etc.

Hardware		
Item #	Description	
11635	Cradlepoint IBR1700 5-year Netcloud Essential	Router
11613	Modem, Firstnet	2nd Modem
71204	Fleet Antenna 9-in-1	For router
71200	Fleet router antenna 5-in-1	For 2nd router
71088	Axon Fleet 2 Kit	
80214	Fleet Evidence.com Unlimited Storage	Unlimited storage for BWC video for 560 Fleet Systems
80215	Fleet Evidence.com Unlimited Storage Payment	Fleet 2 Bundle

Other		
Item #	Description	
87050 / 87051	Fleet View XL Access License	View Fleet videos
80462	Fleet 3 Advanced Bundle w/Tap True Up	Warranty / Replacement for Fleet System

Services		
Item #	Description	
74063	Standard Fleet Installation	

Fleet 3		Additional Information
Item #	Description	
Axon Plans & Packages		
80410	Fleet, Evidence License, Camera Storage Access	Evidence.com storage
80400	Fleet, Vehicle Access, License	
80401	Fleet 3, ALPR License, 1 Camera	ALPR
80402	Respond Device License	Live Streaming

11642 / 11643 5-year Netcloud Mobile Advanced Plan / Licenses

For routers; Advanced routing protocols, integrated content filtering, traffic analytics, CP Secure Threat Management security, etc.

Hardware

72036 Fleet 3 Standard 2 Camera Kit

72034 Fleet SIM

74110 25ft Ethernet Cable

Other

80425 TAP, Fleet 3, 2 Camera Kit, Refresh

80459 Fleet 3 Advanced Bundle with TAP Payment

60 month Fleet camera replacement

Fleet 3 Bundle

PCSO Additional Costs (2/1/2021 - 6/30/2026) - Fiscal Year

Personnel Services Costs Projection				
	Lieutenant	Public Records Spec x 2	Admin Asst (Records) x2	Total
Annual Salary:	\$ 90,508.08	\$ 89,370.00	\$ 79,438.00	\$ 259,316.08
Hourly:	\$ 43.51	\$ 21.48	\$ 19.10	\$ 84.10
Benefits:				\$ -
(Medical, Dental, Vision, EAP, Life, LTD Pension FICA Workers Comp Total Benefits	18,240.48 22,129.23 6,923.87 1,320.00	19,060.00 8,937.00 6,836.81 2,640.00	19,060.00 7,943.80 6,077.00 2,640.00	\$ 56,360.48 \$ 39,010.03 \$ 19,837.67 \$ 6,600.00
Total Annual Cost (avg)	\$ 48,613.57	\$ 37,473.81	\$ 35,720.80	\$ 121,808.18
	\$ 139,121.65	\$ 126,843.81	\$ 115,158.80	\$ 381,124.26

Note:

Assumes average benefits and w/c, and FRS rate of 24.45% for Sworn & 10% for Non-Sworn effective 07-01-20.

GPSGate Splitter - Year 1 Only		
Cost per Unit	Number of Units	Total
\$ 31.89	560	\$ 17,858.40

Allows laptop to receive GPS data from router

USB 8+ Ports - Year 1 Only		
Cost per Unit	Number of Units	Total
\$ 90.00	560	\$ 50,400.00

RJ45 Adapter - Year 1 Only		
Cost per Unit	Number of Units	Total
\$ 25.00	560	\$ 14,000.00

Required to connect laptop to Cradlepoint

Cradlepoint Mount - Year 1 Only		
Cost Per Unit	Number	Total
\$ 30.00	560	\$ 16,800.00

Netmotion Policy Management Module	
	Cost
FY 20/21 (8 months)	\$ 8,000.00
FY 21/22	\$ 12,000.00
FY 22/23	\$ 12,000.00
FY 23/24	\$ 12,000.00
FY 24/25	\$ 12,000.00
FY 25/26 (9 months)	\$ 9,000.00
Total	\$ 65,000.00

Required to route vehicle network traffic to bypass Netmotion

AT&T SIMS			
	Cost	Number	Total
FY 20/21 (8 months)*	\$ 455.88	560	\$ 75,220.20
FY 21/22	\$ 455.88	560	\$ 255,292.80
FY 22/23	\$ 455.88	560	\$ 255,292.80
FY 23/24	\$ 455.88	560	\$ 255,292.80
FY 24/25	\$ 455.88	560	\$ 255,292.80
FY 25/26 (9 months)	\$ 455.88	560	\$ 191,469.60
Total			\$ 1,287,861.00

*8 months for 60 vehicles and 3 months for 500 vehicles

Verizon SIMS			
	Cost	Number	Total
FY 20/21 (8 months)*	\$ 432.84	560	\$ 71,418.60
FY 21/22	\$ 432.84	560	\$ 242,390.40
FY 22/23	\$ 432.84	560	\$ 242,390.40
FY 23/24	\$ 432.84	560	\$ 242,390.40
FY 24/25	\$ 432.84	560	\$ 242,390.40
FY 25/26 (9 months)	\$ 432.84	560	\$ 181,792.80
Total			\$ 1,222,773.00

*8 months for 60 vehicles and 3 months for 500 vehicles

Total PCSO Additional Costs										
	Personnel Services	GPSGate Splitter	USB 8+ Ports	RJ45 Adapter	Netmotion Policy	Verizon SIMS	AT&T SIMS	Cradlepoint Mounts	Yearly Total	
FY 20/21 (8 months)	\$ 254,082.84	\$ 17,858.40	\$ 50,400.00	\$ 14,000.00	\$ 8,000.00	\$ 71,418.60	\$ 75,220.20	\$ 16,800.00	\$ 507,780.04	
FY 21/22	\$ 392,557.99	-	-	-	\$ 12,000.00	\$ 242,390.40	\$ 255,292.80	-	\$ 902,241.19	
FY 22/23	\$ 404,334.73	-	-	-	\$ 12,000.00	\$ 242,390.40	\$ 255,292.80	-	\$ 914,017.93	
FY 23/24	\$ 416,464.77	-	-	-	\$ 12,000.00	\$ 242,390.40	\$ 255,292.80	-	\$ 926,147.97	
FY 24/25	\$ 428,958.71	-	-	-	\$ 12,000.00	\$ 242,390.40	\$ 255,292.80	-	\$ 938,641.91	
FY 25/26 (9 months)	\$ 331,370.60	-	-	-	\$ 9,000.00	\$ 181,792.80	\$ 191,469.60	-	\$ 713,633.00	
Total	\$ 2,227,769.64	\$ 17,858.40	\$ 50,400.00	\$ 14,000.00	\$ 65,000.00	\$ 1,222,773.00	\$ 1,287,861.00	\$ 16,800.00	\$ 4,902,462.04	