



Rapid City Police Dept. - SD

4/25/2018

Q-164620-43215.716SS

1

Axon Sales Representative  
Stefan Schurman

[sschurman@axon.com](mailto:sschurman@axon.com)



**QUOTE: Q-164620-43215.716SS**

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

Issue Date: 04/25/2018

➔ Quote Expiration: 05/31/2019

Account Number: 144121

Start Date: 06/01/2019  
 Payment Terms: Net 30  
 Delivery Method: Fedex - Ground

**Sales Representative:**

Stefan Schurman  
 Phone:  
 Email: sschurman@axon.com  
 Fax:

**Primary Contact:**

Jennie Clabo  
 6053944117  
 jennie.clabo@rcgov.org

**BILL TO:**

Rapid City Police Dept. - SD  
 300 KANSAS CITY STE. 200  
 Rapid City, SD 57701  
 US

**SHIP TO:**

Jennie Clabo  
 Rapid City Police Dept. - SD  
 300 KANSAS CITY STE. 200  
 Rapid City, SD 57701  
 US

**Year 1 (6/1/2019-5/31/2020)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	33	1,548.00	0.00	0.00
<b>Hardware</b>					
71079	CAMERA SYSTEM, FRONT, FLEET 2	33	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	33	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	33	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	33	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	33	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	33	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	66	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	66	0.00	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	66	0.00	0.00	0.00
74027	Axon Fleet Dongle	33	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	33	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	33	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	33	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	33	880.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	33	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	33	270.00	0.00	0.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	33	550.00	0.00	0.00

**Year 1 (6/1/2019-5/31/2020) (Continued)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Services</b>					
80131	TRAIN INSTALLER OR INSTALLATION FACILITY, PER DAY, PER SITE	1	2,500.00	0.00	0.00
<b>WiFi Offload</b>					
74074	WI-FI OFFLOAD SERVER HARDWARE	2	3,500.00	0.00	0.00
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	2	600.00	0.00	0.00
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	2	0.00	0.00	0.00
				Subtotal	0.00
				Estimated Shipping	0.00
				Estimated Tax	0.00
				Total	0.00

**Spares**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>					
71079	CAMERA SYSTEM, FRONT, FLEET 2	1	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	1	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	1	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	1	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	1	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	1	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	2	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	2	0.00	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	2	0.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

**Year 2**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	33	1,548.00	1,396.48	46,083.84

## Year 2 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload</b>					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	2	600.00	600.00	1,200.00
				Subtotal	47,283.84
				Estimated Tax	0.00
				Total	47,283.84

## Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	33	1,548.00	1,396.48	46,083.84
<b>WiFi Offload</b>					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	2	600.00	600.00	1,200.00
				Subtotal	47,283.84
				Estimated Tax	0.00
				Total	47,283.84

## Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	33	1,548.00	1,396.48	46,083.84
<b>WiFi Offload</b>					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	2	600.00	600.00	1,200.00
				Subtotal	47,283.84
				Estimated Tax	0.00
				Total	47,283.84

## Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	33	1,548.00	1,457.09	48,083.97

**Year 5 (Continued)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload</b>					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	2	600.00	600.00	1,200.00
				Subtotal	49,283.97
				Estimated Tax	0.00
				Total	49,283.97
				<b>Grand Total</b>	<b>191,135.49</b>



## Discounts (USD)

Quote Expiration: 05/31/2019

List Amount	327,020.00
Discounts	135,884.51
<b>Total</b>	<b>191,135.49</b>

*\*Total excludes applicable taxes and shipping*

## Summary of Payments

Payment	Amount (USD)
Year 1 (6/1/2019-5/31/2020)	0.00
Spares	0.00
Year 2	47,283.84
Year 3	47,283.84
Year 4	47,283.84
Year 5	49,283.97
<b>Grand Total</b>	<b>191,135.49</b>

## Notes

Year 1 Axon Fleet discount expires after 5/31/18 and must be purchased with body cameras to qualify for discount.

Agency is using National IPA Contract #151809 for pricing and purchasing justification.

Changes to the scope of this Quote must be documented and agreed upon by the Parties in a change order. If the changes cause an increase or decrease in any charges or cause a scheduling change from that originally agreed upon, an equitable adjustment in the charges or schedule will be agreed upon by the Parties and included in the change order, signed by both Parties.

This device has not been authorized as required by the rules of the Federal Communications Commission. The sale of this device is therefore subject and conditional to the approval of the Federal Communications Commission. The device will comply with the appropriate rules upon sale and before delivery or distribution of the device.

## Axon's Sales Terms and Conditions

By signing this document, you certify that you have read and agree to the provisions set forth in this document and Axon's Master Services and Purchasing Agreement (MSPA), posted at <https://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. You represent that you are legally authorized to sign this Agreement on behalf of your entity. If you do not have this authority, please do not sign this document.

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Name (Print):** \_\_\_\_\_

**Title:** \_\_\_\_\_

**PO# (Or write  
N/A):** \_\_\_\_\_

Please sign and email to Stefan Schurman at [sschurman@axon.com](mailto:sschurman@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](http://buy.axon.com)

Quote: Q-164620-43215.716SS

'Protect Life'® and TASER® are registered trademarks of Axon Enterprise, Inc, registered in the U.S. © 2013  
Axon Enterprise, Inc. All rights reserved.