



Axon Enterprise, Inc.
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Q-779433-46001JG

Issued: 12/10/2025

Quote Expiration: 03/01/2026

Estimated Contract Start Date: 04/15/2026

Account Number: 109208

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Orlando Police Dept. - FL 1250 W South St Orlando, FL 32805-2546 USA	Orlando Police Dept. - FL 400 S Orange Ave Orlando FL 32801-3360 USA Email: bradley.vilmer@cityoforlando.net 59-6000396

SALES REPRESENTATIVE	PRIMARY CONTACT
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Quote Summary

Program Length	108 Months
TOTAL COST	\$985,000.00
ESTIMATED TOTAL W/ TAX	\$985,000.00

Discount Summary

Average Savings Per Year	\$43,846.78
TOTAL SAVINGS	\$394,621.05

Payment Summary

Date	Subtotal	Tax	Total
Mar 2026	\$985,000.00	\$0.00	\$985,000.00
Total	\$985,000.00	\$0.00	\$985,000.00

Quote Unbundled Price:	\$1,379,654.40
Quote List Price:	\$1,120,368.00
Quote Subtotal:	\$985,000.00

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									
80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	40	12		\$108.00	\$108.00	\$51,840.00	\$0.00	\$51,840.00
Fleet3A10Yr	Fleet 3 Advanced 10 Year	40	108	\$303.42	\$243.40	\$211.20	\$912,384.00	\$0.00	\$912,384.00
A la Carte Software									
11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	108		\$213.00	\$255.28	\$10,211.20	\$0.00	\$10,211.20
11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	108		\$213.00	\$264.12	\$10,564.80	\$0.00	\$10,564.80
Total							\$985,000.00	\$0.00	\$985,000.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Advanced 10 Year	101675	AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD	40	1	03/15/2026
Fleet 3 Advanced 10 Year	101924	AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT	40	1	03/15/2026
Fleet 3 Advanced 10 Year	70112	AXON SIGNAL - VEHICLE	40	1	03/15/2026
Fleet 3 Advanced 10 Year	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	40	1	03/15/2026
Fleet 3 Advanced 10 Year	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	1	1	03/15/2026
Fleet 3 Advanced 10 Year	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	1	1	03/15/2031
Fleet 3 Advanced 10 Year	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	40	1	03/15/2031
Fleet 3 Advanced 10 Year	100092	AXON FLEET - TAP REFRESH 2 - 2 CAMERA KIT	40	1	03/15/2035
Fleet 3 Advanced 10 Year	100092	AXON FLEET - TAP REFRESH 2 - 2 CAMERA KIT	1	1	03/15/2035

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced 10 Year	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	40	04/15/2026	04/14/2035
Fleet 3 Advanced 10 Year	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	40	04/15/2026	04/14/2035
Fleet 3 Advanced 10 Year	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	40	04/15/2026	04/14/2035
Fleet 3 Advanced 10 Year	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	80	04/15/2026	04/14/2035
A la Carte	11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	04/15/2026	04/14/2035
A la Carte	11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	04/15/2026	04/14/2035

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced 10 Year	73391	AXON FLEET 3 - DEPLOYMENT PER VEHICLE - NOT OVERSIZED	40
Fleet 3 Advanced 10 Year	73392	AXON FLEET 3 - INSTALLATION - UPGRADE (PER VEHICLE)	40

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced 10 Year	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	40	03/15/2027	04/14/2035
Fleet 3 Advanced 10 Year	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	40	03/15/2027	04/14/2035
Fleet 3 Advanced 10 Year	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	03/15/2027	04/14/2035

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1250 W South St	Orlando	FL	32805-2546	USA

Payment Details

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Payment	11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	\$10,211.20	\$0.00	\$10,211.20
Upfront Payment	11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	40	\$10,564.80	\$0.00	\$10,564.80
Upfront Payment	80462	TRUE UP - FLEET 3 ADVANCED WITH TAP	40	\$51,840.00	\$0.00	\$51,840.00
Upfront Payment	Fleet3A10Yr	Fleet 3 Advanced 10 Year	40	\$912,384.00	\$0.00	\$912,384.00
Total				\$985,000.00	\$0.00	\$985,000.00

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.

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 <https://www.axon.com/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

12/10/2025

