



Axon Enterprise, Inc.  
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 International: +1.800.978.2737

**Q-793084-46049MA**

Issued: 01/27/2026

Quote Expiration: 03/31/2026

Estimated Contract Start Date: 05/01/2026

Account Number: 106281

Payment Terms: N30

Delivery Method:

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Laredo Police Dept. - TX 4712 Maher Ave Laredo, TX 78041-3856 USA	Laredo Police Dept. - TX PO Box 210 Laredo TX 78042-0210 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Matt Appelbaum Phone: Email: mappelbaum@axon.com Fax:	Nicolas Gonzalez Phone: 956-795-3112 Email: ngonzaez1@ci.laredo.tx.us Fax:

**Quote Summary**

Program Length	50 Months
<b>TOTAL COST</b>	<b>\$606,877.40</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$606,877.40</b>

**Discount Summary**

Average Savings Per Year	\$37,617.49
<b>TOTAL SAVINGS</b>	<b>\$156,739.54</b>

# Payment Summary

Date	Subtotal	Tax	Total
Apr 2026	\$279,053.93	\$0.00	\$279,053.93
Oct 2026	\$109,274.49	\$0.00	\$109,274.49
Oct 2027	\$109,274.49	\$0.00	\$109,274.49
Oct 2028	\$109,274.49	\$0.00	\$109,274.49
<b>Total</b>	<b>\$606,877.40</b>	<b>\$0.00</b>	<b>\$606,877.40</b>

Quote List Price:  
Quote Subtotal:

\$763,616.94  
\$606,877.40

## Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Term	Qty	List Price	Net Price	Subtotal	Tax	Total
<b>Fleet 3 Basic</b>								
72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT		1	\$2,695.00	\$2,641.58	\$2,641.58	\$0.00	\$2,641.58
101924	AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT		52	\$149.00	\$146.05	\$7,594.60	\$0.00	\$7,594.60
70112	AXON SIGNAL - VEHICLE		52	\$279.00	\$273.47	\$14,220.44	\$0.00	\$14,220.44
80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	50m	52	\$1,109.00	\$1,087.02	\$56,525.04	\$0.00	\$56,525.04
72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT		52	\$2,695.00	\$1,206.78	\$62,752.56	\$0.00	\$62,752.56
80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	50m	104	\$943.50	\$909.80	\$94,619.20	\$0.00	\$94,619.20
101675	AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD		52	\$1,899.00	\$1,861.36	\$96,790.72	\$0.00	\$96,790.72
80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	39m	1	\$381.42	\$373.86	\$373.86	\$0.00	\$373.86
80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	39m	52	\$51.09	\$50.08	\$2,604.16	\$0.00	\$2,604.16
80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	39m	52	\$381.42	\$373.86	\$19,440.72	\$0.00	\$19,440.72
<b>Individual Items</b>								
101424	AXON FUSUS - CORE - EXTENDED WARRANTY	38m	3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101391	AXON FUSUS - CORE - ELITE AI 2.0 44TB HDD		3	\$5,000.00	\$0.00	\$0.00	\$0.00	\$0.00
101424	AXON FUSUS - CORE - EXTENDED WARRANTY	38m	8	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101386	AXON FUSUS - CORE - PRO 2.0 4TB HDD		8	\$600.00	\$0.00	\$0.00	\$0.00	\$0.00
101424	AXON FUSUS - CORE - EXTENDED WARRANTY	38m	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101408	AXON FUSUS - CORE - CAD		1	\$600.00	\$0.00	\$0.00	\$0.00	\$0.00
101424	AXON FUSUS - CORE - EXTENDED WARRANTY	38m	10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
101382	AXON FUSUS - CORE - LITE 512GB		10	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00
80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	10m	52	\$780.00	\$0.00	\$0.00	\$0.00	\$0.00
80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	50m	52	\$799.50	\$799.50	\$41,574.00	\$0.00	\$41,574.00
100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	50m	52	\$1,020.00	\$850.01	\$44,200.52	\$0.00	\$44,200.52
80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	50m	52	\$3,145.00	\$3,145.00	\$163,540.00	\$0.00	\$163,540.00
<b>Total</b>						<b>\$606,877.40</b>	<b>\$0.00</b>	<b>\$606,877.40</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Basic	101675	AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD	52	1	04/01/2026
Fleet 3 Basic	101924	AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT	52	1	04/01/2026
Fleet 3 Basic	70112	AXON SIGNAL - VEHICLE	52	1	04/01/2026
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	52	1	04/01/2026
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	1	1	04/01/2026
A la Carte	101382	AXON FUSUS - CORE - LITE 512GB	10	1	05/01/2026
A la Carte	101386	AXON FUSUS - CORE - PRO 2.0 4TB HDD	8	1	05/01/2026
A la Carte	101391	AXON FUSUS - CORE - ELITE AI 2.0 44TB HDD	3	1	05/01/2026
A la Carte	101408	AXON FUSUS - CORE - CAD	1	1	05/01/2026

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	52	05/01/2026	06/30/2030
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	104	05/01/2026	06/30/2030
A la Carte	100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	52	05/01/2026	06/30/2030
A la Carte	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	52	05/01/2026	06/30/2030
A la Carte	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	52	05/01/2026	06/30/2030

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	52	04/01/2027	06/30/2030
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	04/01/2027	06/30/2030
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	52	04/01/2027	06/30/2030
A la Carte	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	10	05/01/2027	06/30/2030
A la Carte	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	3	05/01/2027	06/30/2030
A la Carte	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	8	05/01/2027	06/30/2030
A la Carte	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	1	05/01/2027	06/30/2030

## Shipping Locations

Location Number	Street	City	State	Zip	Country
1	4712 Maher Ave	Laredo	TX	78041-3856	USA

## Payment Details

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	101675	AXON FLEET - ERICSSON CRADLEPOINT R980-5GD-A+5YR NETCLOUD	52	\$96,790.72	\$0.00	\$96,790.72
Annual Payment 1	101924	AXON FLEET - TAOGLAS ANT - 7-IN-1 4CELL 2WIFI 1GNSS INT	52	\$7,594.60	\$0.00	\$7,594.60
Annual Payment 1	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	52	\$62,752.56	\$0.00	\$62,752.56
Annual Payment 1	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	1	\$2,641.58	\$0.00	\$2,641.58
Annual Payment 2	100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	52	\$11,050.13	\$0.00	\$11,050.13
Annual Payment 2	70112	AXON SIGNAL - VEHICLE	52	\$3,555.11	\$0.00	\$3,555.11
Annual Payment 2	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	52	\$651.04	\$0.00	\$651.04
Annual Payment 2	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	52	\$14,131.26	\$0.00	\$14,131.26
Annual Payment 2	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	52	\$40,884.99	\$0.00	\$40,884.99
Annual Payment 2	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	52	\$10,393.50	\$0.00	\$10,393.50
Annual Payment 2	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	104	\$23,654.80	\$0.00	\$23,654.80
Annual Payment 2	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	52	\$0.00	\$0.00	\$0.00
Annual Payment 2	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	52	\$4,860.18	\$0.00	\$4,860.18
Annual Payment 2	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	\$93.46	\$0.00	\$93.46
<b>Total</b>				<b>\$279,053.93</b>	<b>\$0.00</b>	<b>\$279,053.93</b>

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	101382	AXON FUSUS - CORE - LITE 512GB	10	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101386	AXON FUSUS - CORE - PRO 2.0 4TB HDD	8	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101391	AXON FUSUS - CORE - ELITE AI 2.0 44TB HDD	3	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101408	AXON FUSUS - CORE - CAD	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	1	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	3	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	8	\$0.00	\$0.00	\$0.00
Invoice Upon Fulfillment	101424	AXON FUSUS - CORE - EXTENDED WARRANTY	10	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	52	\$11,050.13	\$0.00	\$11,050.13
Annual Payment 3	70112	AXON SIGNAL - VEHICLE	52	\$3,555.11	\$0.00	\$3,555.11

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	52	\$651.04	\$0.00	\$651.04
Annual Payment 3	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	52	\$14,131.26	\$0.00	\$14,131.26
Annual Payment 3	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	52	\$40,885.01	\$0.00	\$40,885.01
Annual Payment 3	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	52	\$10,393.50	\$0.00	\$10,393.50
Annual Payment 3	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	104	\$23,654.80	\$0.00	\$23,654.80
Annual Payment 3	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	52	\$0.00	\$0.00	\$0.00
Annual Payment 3	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	\$93.46	\$0.00	\$93.46
Annual Payment 3	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	52	\$4,860.18	\$0.00	\$4,860.18
<b>Total</b>				<b>\$109,274.49</b>	<b>\$0.00</b>	<b>\$109,274.49</b>

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	52	\$11,050.13	\$0.00	\$11,050.13
Annual Payment 4	70112	AXON SIGNAL - VEHICLE	52	\$3,555.11	\$0.00	\$3,555.11
Annual Payment 4	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	52	\$651.04	\$0.00	\$651.04
Annual Payment 4	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	52	\$14,131.26	\$0.00	\$14,131.26
Annual Payment 4	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	52	\$40,885.01	\$0.00	\$40,885.01
Annual Payment 4	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	52	\$10,393.50	\$0.00	\$10,393.50
Annual Payment 4	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	104	\$23,654.80	\$0.00	\$23,654.80
Annual Payment 4	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	52	\$0.00	\$0.00	\$0.00
Annual Payment 4	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	52	\$4,860.18	\$0.00	\$4,860.18
Annual Payment 4	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	\$93.46	\$0.00	\$93.46
<b>Total</b>				<b>\$109,274.49</b>	<b>\$0.00</b>	<b>\$109,274.49</b>

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	100984	AXON FLEET - CRADLEPOINT NETCLOUD PERF ADVANCED UPGRADE - 5Y	52	\$11,050.13	\$0.00	\$11,050.13
Annual Payment 5	70112	AXON SIGNAL - VEHICLE	52	\$3,555.11	\$0.00	\$3,555.11
Annual Payment 5	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	52	\$651.04	\$0.00	\$651.04
Annual Payment 5	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	52	\$14,131.26	\$0.00	\$14,131.26
Annual Payment 5	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	52	\$40,885.01	\$0.00	\$40,885.01
Annual Payment 5	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	52	\$10,393.50	\$0.00	\$10,393.50
Annual Payment 5	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	104	\$23,654.80	\$0.00	\$23,654.80
Annual Payment 5	80460	TRUE UP - FLEET 3 BUNDLE TRUE UP	52	\$0.00	\$0.00	\$0.00
Annual Payment 5	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	\$93.46	\$0.00	\$93.46
Annual Payment 5	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	52	\$4,860.18	\$0.00	\$4,860.18
<b>Total</b>				<b>\$109,274.49</b>	<b>\$0.00</b>	<b>\$109,274.49</b>

**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 743-24 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.

## Exceptions to Standard Terms and Conditions

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Signature

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Date Signed

1/27/2026

