



Axon Enterprise, Inc.  
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Scottsdale, Arizona 85255  
United States  
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**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                                                                               | SALES REPRESENTATIVE                                           | PRIMARY CONTACT                                                                      |
|----------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|----------------------------------------------------------------|--------------------------------------------------------------------------------------|
| Laredo Police Dept. - TX<br>4712 Maher Ave<br>Laredo,<br>TX<br>78041-3856<br>USA | Laredo Police Dept. - TX<br>PO Box 210<br>Laredo<br>TX<br>78042-0210<br>USA<br>Email: | Matt Appelbaum<br>Phone:<br>Email: mappelbaum@axon.com<br>Fax: | Nicolas Gonzalez<br>Phone: 956-795-3112<br>Email: ngonzalez1@ci.laredo.tx.us<br>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 |
| Total    | \$606,877.40 | \$0.00 | \$606,877.40 |

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

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date Signed

1/27/2026

