



Axon Enterprise, Inc.
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Q-346057-45264.932KP

Issued: 12/04/2023

Quote Expiration: 12/22/2023

Estimated Contract Start Date: 05/01/2024

Account Number: 108570

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Delivery;Invoice-901 E 14th St 901 E 14th St San Leandro, CA 94577-3729 USA	San Leandro Police Dept. - CA 901 E 14th St San Leandro CA 94577-3729 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
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Quote Summary

Program Length	60 Months
TOTAL COST	\$522,976.80
ESTIMATED TOTAL W/ TAX	\$544,315.75

Discount Summary

Average Savings Per Year	\$30,798.24
TOTAL SAVINGS	\$153,991.20

Payment Summary

Date	Subtotal	Tax	Total
Apr 2024	\$104,595.36	\$4,267.80	\$108,863.16
Apr 2025	\$104,595.36	\$4,267.80	\$108,863.16
Apr 2026	\$104,595.36	\$4,267.80	\$108,863.16
Apr 2027	\$104,595.36	\$4,267.80	\$108,863.16
Apr 2028	\$104,595.36	\$4,267.75	\$108,863.11
Total	\$522,976.80	\$21,338.95	\$544,315.75

Quote Unbundled Price:\$676,968.00

Quote List Price:\$584,833.20

Quote Subtotal:\$522,976.80

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									
Fleet3A	Fleet 3 Advanced	38	60	\$294.98	\$254.57	\$227.44	\$518,563.20	\$21,186.97	\$539,750.17
A la Carte Hardware									
71210	FLEET DOOR TRIGGER HARDWARE, US	76			\$18.60	\$18.60	\$1,413.60	\$151.98	\$1,565.58
A la Carte Services									
100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1			\$3,000.00	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00
Total							\$522,976.80	\$21,338.95	\$544,315.75

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	38	04/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	38	04/01/2024
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	38	04/01/2024
Fleet 3 Advanced	72034	FLEET SIM INSERTION, VZW	38	04/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	38	04/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	1	04/01/2024
A la Carte	71210	FLEET DOOR TRIGGER HARDWARE, US	76	04/01/2024
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	38	04/01/2029
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	1	04/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	38	05/01/2024	04/30/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	38	05/01/2024	04/30/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	38	05/01/2024	04/30/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	76	05/01/2024	04/30/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 DEPLOYMENT (PER VEHICLE)	38
A la Carte	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	38	05/01/2024	04/30/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	38	04/01/2025	04/30/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	1	04/01/2025	04/30/2029

Payment Details

Apr 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 1	71210	FLEET DOOR TRIGGER HARDWARE, US	76	\$282.72	\$30.40	\$313.12
Year 1	Fleet3A	Fleet 3 Advanced	38	\$103,712.64	\$4,237.40	\$107,950.04
Total				\$104,595.36	\$4,267.80	\$108,863.16

Apr 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 2	71210	FLEET DOOR TRIGGER HARDWARE, US	76	\$282.72	\$30.40	\$313.12
Year 2	Fleet3A	Fleet 3 Advanced	38	\$103,712.64	\$4,237.40	\$107,950.04
Total				\$104,595.36	\$4,267.80	\$108,863.16

Apr 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 3	71210	FLEET DOOR TRIGGER HARDWARE, US	76	\$282.72	\$30.40	\$313.12
Year 3	Fleet3A	Fleet 3 Advanced	38	\$103,712.64	\$4,237.40	\$107,950.04
Total				\$104,595.36	\$4,267.80	\$108,863.16

Apr 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 4	71210	FLEET DOOR TRIGGER HARDWARE, US	76	\$282.72	\$30.40	\$313.12
Year 4	Fleet3A	Fleet 3 Advanced	38	\$103,712.64	\$4,237.40	\$107,950.04
Total				\$104,595.36	\$4,267.80	\$108,863.16

Apr 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$600.00	\$0.00	\$600.00
Year 5	71210	FLEET DOOR TRIGGER HARDWARE, US	76	\$282.72	\$30.38	\$313.10
Year 5	Fleet3A	Fleet 3 Advanced	38	\$103,712.64	\$4,237.37	\$107,950.01
Total				\$104,595.36	\$4,267.75	\$108,863.11



EXHIBIT A
ORDER FORM

Customer: CA - San Leandro PD
Legal Entity Name: CA - San Leandro PD
Accounts Payable Email: apridgen@sanleandro.org
Address: 901 E 14th St San Leandro, California 94577

Initial Term: 60 Months
Renewal Term: 24 Months
Payment Terms: Net 30
Billing Frequency: Annual - First Year at Signing.
Retention Period: 30 Days

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			\$210,000.00
Flock Safety Flock OS			
FlockOS TM	Included	1	Included
Flock Safety LPR Products			
Flock Safety Falcon ®	Included	82	Included
Flock Safety FlockOS Add Ons			
Flock Safety Advanced Search	\$5,000.00	1	\$5,000.00

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Standard Implementation Fee	\$650.00	2	\$1,300.00
Professional Services - Existing Infrastructure Implementation Fee	\$150.00	39	\$5,850.00
Subtotal Year 1:			\$217,150.00
Annual Recurring Subtotal:			\$210,000.00
Discounts:			\$205,000.00
Estimated Tax:			\$0.00
Contract Total:			\$1,057,150.00

*Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This Agreement will automatically renew for successive renewal terms of the greater of one year or the length set forth on the Order Form (each, a "**Renewal Term**") unless either Party gives the other Party notice of non-renewal at least thirty (30) days prior to the end of the then-current term.*

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$205,000.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$0.00

Product and Services Description

Flock Safety Platform Items	Product Description	Terms
Flock Safety Falcon ®	An infrastructure-free license plate reader camera that utilizes Vehicle Fingerprint® technology to capture vehicular attributes.	The Term shall commence upon first installation and validation of Flock Hardware.
One-Time Fees	Service Description	
Installation on existing infrastructure	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.	
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.	
Professional Services - Advanced Implementation Fee	One-time Professional Services engagement. Includes site & safety assessment, camera setup & testing, and shipping & handling in accordance with the Flock Safety Advanced Implementation Service Brief.	

FlockOS Features & Description

Package: Essentials

FlockOS Features	Description
Community Cameras (Full Access)	Access to all privately owned Flock devices within your jurisdiction that have been shared with you.
Unlimited Users	Unlimited users for FlockOS
State Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the statewide Flock network.
Nationwide Network (LP Lookup Only)	Allows agencies to look up license plates on all cameras opted in to the nationwide Flock network.
Time & Location Based Search	Search full, partial, and temporary plates by time at particular device locations
License Plate Lookup	Look up specific license plate location history captured on Flock devices
Vehicle Fingerprint Search	Search footage using Vehicle Fingerprint™ technology. Access vehicle type, make, color, license plate state, missing / covered plates, and other unique features like bumper stickers, decals, and roof racks.
Flock Insights/Analytics page	Reporting tool to help administrators manage their LPR program with device performance data, user and network audits, plate read reports, hot list alert reports, event logs, and outcome reports.
ESRI Based Map Interface	Flock Safety’s maps are powered by ESRI, which offers the ability for 3D visualization, viewing of floor plans, and layering of external GIS data, such as City infrastructure (i.e., public facilities, transit systems, utilities), Boundary mapping (i.e., precincts, county lines, beat maps), and Interior floor plans (i.e., hospitals, corporate campuses, universities)
Real-Time NCIC Alerts on Flock ALPR Cameras	Alert sent when a vehicle entered into the NCIC crime database passes by a Flock camera
Unlimited Custom Hot Lists	Ability to add a suspect’s license plate to a custom list and get alerted when it passes by a Flock camera
Direct Share - Surrounding Jurisdiction (Full Access)	Access to all Flock devices owned by law enforcement that have been directly shared with you. Have ability to search by vehicle fingerprint, receive hot list alerts, and view devices on the map.