



# Huntsville, Alabama

308 Fountain Circle  
Huntsville, AL 35801

## Cover Memo

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**Meeting Type:** City Council Regular Meeting **Meeting Date:** 4/13/2023

**File ID:** TMP-2784

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**Department:** Municipal Court

**Subject:**

**Type of Action:** Approval/Action

Resolution authorizing the Mayor to enter into a Sales Agreement between the City of Huntsville and AXON Enterprise, Inc.

**Type of Document:** Resolution No.

**Finance Information:**

**Account Number:** TBD

**City Cost Amount:** \$3,563.62 annually/5years

**Total Cost:** \$17,818.20

**Special Circumstances:**

**Grant Funded:** NA

**Grant Title - CFDA or granting Agency:** NA

**Resolution #:** NA

**Location: (list below)**

**Address:** NA

**District:** District 1 ☐ District 2 ☐ District 3 ☐ District 4 ☐ District 5 ☐

**Additional Comments:**



**RESOLUTION NO. 23 -**

**BE IT RESOLVED** by the City Council of the City of Huntsville, Alabama that the Mayor is hereby authorized to enter into an Sales Agreement between AXON Enterprise, Inc. and the City of Huntsville, a municipal corporation in the State of Alabama, which said Agreement is substantially in words and figures similar to the certain document attached hereto and identified as “Sales Agreement between the City of Huntsville and AXON Enterprise, Inc.” consisting of seven (7) pages, and the date of April 13, 2023 appearing on the first page, together with the signature of the President or President Pro Tern of the City Council, an executed copy of said document being permanently kept on file in the Office of the City Clerk of the City of Huntsville, Alabama.

**ADOPTED** this the 13th day of April, 2023.

\_\_\_\_\_  
President of the City Council of  
the City of Huntsville, Alabama

**APPROVED** this the 13th day of April, 2023.

\_\_\_\_\_  
Mayor of the City of Huntsville,  
Alabama



**Axon Enterprise, Inc.**  
17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
VAT: 86-0741227  
Domestic: (800) 978-2737  
International: +1.800.978.2737

Q-434758-45008.585KT

Issued: 03/23/2023

Quote Expiration: 04/28/2023

Estimated Contract Start Date: 06/15/2023

Account Number: 500567  
Payment Terms: N30  
Delivery Method:

SHIP TO	BILL TO
Delivery-815 Wheeler Ave NW 815 Wheeler Ave NW Huntsville, AL 35801-5821 USA	Municipal Court City of Huntsville - AL PO Box 308 Huntsville, AL 35804-0308 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyla Thompson-Boykin Phone: Email: kthompson-boykin@axon.com Fax:	Anquetta Smith Phone: (256) 427-7803 Email: anquetta.smith@huntsvilleal.gov Fax:

## Quote Summary

Program Length	60 Months
TOTAL COST	\$17,818.20
ESTIMATED TOTAL W/ TAX	\$17,818.20

## Discount Summary

Average Savings Per Year	\$715.49
TOTAL SAVINGS	\$3,577.44

## Payment Summary

Date	Subtotal	Tax	Total
May 2023	\$3,563.72	\$0.00	\$3,563.72
May 2024	\$3,563.62	\$0.00	\$3,563.62
May 2025	\$3,563.62	\$0.00	\$3,563.62
May 2026	\$3,563.62	\$0.00	\$3,563.62
May 2027	\$3,563.62	\$0.00	\$3,563.62
Total	\$17,818.20	\$0.00	\$17,818.20

Pro-Term  
President of the City Council of the City of  
Huntsville, Alabama

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

Quote Unbundled Price: \$21,395.64  
 Quote List Price: \$17,940.00  
 Quote Subtotal: \$17,818.20

## Pricing

### All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
T7Basic	2021 Taser 7 Basic Bundle	6	58	\$55.93	\$46.00	\$45.65	\$15,886.20	\$0.00	\$15,886.20
<b>A la Carte Hardware</b>									
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12			\$40.25	\$40.25	\$483.00	\$0.00	\$483.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	12			\$40.25	\$40.25	\$483.00	\$0.00	\$483.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	12			\$40.25	\$40.25	\$483.00	\$0.00	\$483.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	12			\$40.25	\$40.25	\$483.00	\$0.00	\$483.00
<b>Total</b>							<b>\$17,818.20</b>	<b>\$0.00</b>	<b>\$17,818.20</b>

# Delivery Schedule

## Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
2021 Taser 7 Basic Bundle	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	6	05/15/2023
2021 Taser 7 Basic Bundle	20018	TASER 7 BATTERY PACK, TACTICAL	7	05/15/2023
2021 Taser 7 Basic Bundle	20160	TASER 7 HOLSTER - SAFARILAND, RH+CARD CARRIER	3	05/15/2023
2021 Taser 7 Basic Bundle	20161	TASER 7 HOLSTER - SAFARILAND, LH+CARD CARRIER	3	05/15/2023
2021 Taser 7 Basic Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	05/15/2023
2021 Taser 7 Basic Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	05/15/2023
2021 Taser 7 Basic Bundle	74200	TASER 7 6-BAY DOCK AND CORE	1	05/15/2023
2021 Taser 7 Basic Bundle	80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	05/15/2023
2021 Taser 7 Basic Bundle	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	05/15/2023
A la Carte	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	12	05/15/2023
A la Carte	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	05/15/2023
A la Carte	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	12	05/15/2023
A la Carte	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	12	05/15/2023

## Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
2021 Taser 7 Basic Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	6	06/15/2023	04/14/2028
2021 Taser 7 Basic Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	1	06/15/2023	04/14/2028

## Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
2021 Taser 7 Basic Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	7	05/15/2024	04/14/2028
2021 Taser 7 Basic Bundle	80395	EXT WARRANTY, TASER 7 HANDLE	6	05/15/2024	04/14/2028
2021 Taser 7 Basic Bundle	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	05/15/2024	04/14/2028

## Payment Details

<b>May 2023</b>				
<b>Invoice Plan</b>		<b>Item</b>	<b>Description</b>	<b>Qty Subtotal Tax Total</b>
Year 1	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 1	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 1	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		12 \$96.60 \$0.00 \$96.60
Year 1	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		12 \$96.60 \$0.00 \$96.60
Year 1	T7Basic	2021 Taser 7 Basic Bundle		6 \$3,177.32 \$0.00 \$3,177.32
<b>Total</b>				<b>\$3,563.72 \$0.00 \$3,563.72</b>

<b>May 2024</b>				
<b>Invoice Plan</b>		<b>Item</b>	<b>Description</b>	<b>Qty Subtotal Tax Total</b>
Year 2	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 2	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 2	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		12 \$96.60 \$0.00 \$96.60
Year 2	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		12 \$96.60 \$0.00 \$96.60
Year 2	T7Basic	2021 Taser 7 Basic Bundle		6 \$3,177.22 \$0.00 \$3,177.22
<b>Total</b>				<b>\$3,563.62 \$0.00 \$3,563.62</b>

<b>May 2025</b>				
<b>Invoice Plan</b>		<b>Item</b>	<b>Description</b>	<b>Qty Subtotal Tax Total</b>
Year 3	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 3	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 3	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		12 \$96.60 \$0.00 \$96.60
Year 3	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		12 \$96.60 \$0.00 \$96.60
Year 3	T7Basic	2021 Taser 7 Basic Bundle		6 \$3,177.22 \$0.00 \$3,177.22
<b>Total</b>				<b>\$3,563.62 \$0.00 \$3,563.62</b>

<b>May 2026</b>				
<b>Invoice Plan</b>		<b>Item</b>	<b>Description</b>	<b>Qty Subtotal Tax Total</b>
Year 4	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 4	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 4	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		12 \$96.60 \$0.00 \$96.60
Year 4	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		12 \$96.60 \$0.00 \$96.60
Year 4	T7Basic	2021 Taser 7 Basic Bundle		6 \$3,177.22 \$0.00 \$3,177.22
<b>Total</b>				<b>\$3,563.62 \$0.00 \$3,563.62</b>

<b>May 2027</b>				
<b>Invoice Plan</b>		<b>Item</b>	<b>Description</b>	<b>Qty Subtotal Tax Total</b>
Year 5	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 5	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12 \$96.60 \$0.00 \$96.60
Year 5	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		12 \$96.60 \$0.00 \$96.60
Year 5	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		12 \$96.60 \$0.00 \$96.60

May 2027							
Invoice Plan		Item	Description	Qty	Subtotal	Tax	Total
Year 5		T7Basic	2021 Taser 7 Basic Bundle	6	\$3,177.22	\$0.00	\$3,177.22
Total					\$3,563.62	\$0.00	\$3,563.62

**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 Sourcewell Contract #010720-AXN 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.

## 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 [www.axon.com/legal/sales-terms-and-conditions](http://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. 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](http://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.

April 13, 2023

Signature Tommy Battle, Mayor

Date Signed

3/23/2023

