



# City of Margate Police Department

ACCREDITED LAW ENFORCEMENT AGENCY



## MEMORANDUM

TO: Laura Sudman, Captain

FROM: Ryan McCarthy, Lieutenant *RM*

DATE: August 22, 2018

### SUBJECT: Axon – Taser Assurance Plan

I met with our representative for Axon (formerly Taser) who stated that the Taser Assurance Plan (TAP) will be eliminated after September of 2018 for the X2 Taser unless we enter into a new agreement. Currently, we have two different TAP programs which cover 100 and 15 Tasers respectively.

The TAP program affords the department the ability to pay for the Tasers in an installment plan versus funding a large expenditure at one time. The Tasers are also warrantied during the TAP program, thus affording us the ability to return damaged or malfunctioning Tasers at any time during the five year program. The department will also receive new Tasers at the term of the TAP.

The representative was asked to provide a combined TAP program for all 115 Tasers that we currently have and to add four additional Tasers into the TAP reflective of the addition of four new officers hired under the COPS grant.

For Fiscal Year 2019, I proposed allocating \$26,500 in anticipation yearly payments for both TAP programs and without the knowledge that the TAP program would be eliminated after September of this year. Additionally, this budget proposal was submitted prior to the award of four officers under the COPS grant. The (attached) proposal is summarized below:

Year 1 – 4 Tasers (including holster and battery pack)	\$5,756.00
Year 1 – 115 Tasers (TAP renewal)	<u>\$25,385.35</u>
Year 1 Total	\$31,141.35
Year 2 – 119 Tasers	\$27,406.10
Year 3 – 119 Tasers	\$27,406.10
Year 4 – 104 Tasers (+ 15 new Tasers)	\$25,220.60
Year 5 – 104 Tasers	\$24,128.00

**Total Tap Investment over 5 years** **\$135,302.15**

*08/22/18 - I agree with this purchase consolidation and expenditures.*  
*Capt. Laura Sudman*

5790 Margate Boulevard, Margate, FL 33063 • Phone: (954) 972-7111 • Fax: (954) 935-5476

TOT Chief Shaw *www.margatefl.com • mpd@margatefl.com*

*Reviewed/Approved: A.C. Jones 08/23/18*



**Axon Enterprise, Inc.**  
17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
Phone: (800) 978-2737

**Q-178327-43334.678GL**

Issued: 08/22/2018



Quote Expiration: 09/21/2018

Account Number: 107156

Start Date: 10/19/2018

Payment Terms: Net 30

Delivery Method: Fedex - Ground

**SHIP TO**

Ryan McCarthy  
Margate Police Dept. - FL  
5790 MARGATE BLVD.  
Margate, FL 33063  
US

**BILL TO**

Margate Police Dept. - FL  
5790 MARGATE BLVD.  
Margate, FL 33063  
US

**SALES REPRESENTATIVE**

Georgia Leacox  
Phone: 480-490-4221  
Email: georgia@taser.com  
Fax: 480-991-0791

**PRIMARY CONTACT**

Ryan McCarthy  
Phone: (954) 935-5498  
Email: rmccarthy@margatefl.com

**Year 1 - New Users (Est. Ship Date 9/16/2018)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	4	232.00	232.00	928.00
<b>Hardware</b>					
22002	BLACK X2 CEW, HANDLE	4	1,170.00	1,070.00	4,280.00
85047	TASER ASSURANCE PLAN CEW, X2	4	0.00	0.00	0.00
22501	RIGHT-HAND HOLSTER, X2, BLACKHAWK	4	75.00	75.00	300.00
22012	TPPM, TACTICAL BATTERY PACK, PINKY EXTENDER, X2/X26P	4	62.00	62.00	248.00
Subtotal					5,756.00
Estimated Shipping					0.00
Estimated Tax					0.00
Total					5,756.00

**Year 1 - Renewal + Existing Users (Est. Ship Date 9/16/2018)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	100	232.00	232.00	23,200.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	15	232.00	145.69	2,185.35
<b>Hardware</b>					
22002	BLACK X2 CEW, HANDLE	100	1,170.00	0.00	0.00
85047	TASER ASSURANCE PLAN CEW, X2	100	0.00	0.00	0.00



## Year 1 - Renewal + Existing Users (Est. Ship Date 9/16/2018) (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
22012	TPPM, TACTICAL BATTERY PACK, PINKY EXTENDER, X2/X26P	100	62.00	0.00	0.00
Subtotal					25,385.35
Estimated Tax					0.00
Total					25,385.35

## Spares (Est. Ship Date 9/16/2018)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
22002	BLACK X2 CEW, HANDLE	4	1,170.00	0.00	0.00
85047	TASER ASSURANCE PLAN CEW, X2	4	0.00	0.00	0.00
22012	TPPM, TACTICAL BATTERY PACK, PINKY EXTENDER, X2/X26P	4	62.00	0.00	0.00
Subtotal					0.00
Estimated Tax					0.00
Total					0.00

## Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	104	232.00	232.00	24,128.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	15	232.00	218.54	3,278.10
Subtotal					27,406.10
Estimated Tax					0.00
Total					27,406.10

## Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	104	232.00	232.00	24,128.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	15	232.00	218.54	3,278.10
Subtotal					27,406.10
Estimated Tax					0.00
Total					27,406.10

## Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	104	232.00	232.00	24,128.00
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	15	232.00	72.84	1,092.60
				Subtotal	25,220.60
				Estimated Tax	0.00
				Total	25,220.60

## Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85049	TASER ASSURANCE PLAN CEW ANNUAL PAYMENT, X2	104	232.00	232.00	24,128.00
				Subtotal	24,128.00
				Estimated Tax	0.00
				Total	24,128.00

<b>Grand Total</b>	<b>135,302.15</b>
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## Discounts (USD)

Quote Expiration: 09/21/2018

List Amount	267,916.00
Discounts	132,613.85
<b>Total</b>	<b>135,302.15</b>

*\*Total excludes applicable taxes and shipping*

## Summary of Payments

Payment	Amount (USD)
Year 1 - New Users (Est. Ship Date 9/16/2018)	5,756.00
Year 1 - Renewal + Existing Users (Est. Ship Date 9/16/2018)	25,385.35
Spares (Est. Ship Date 9/16/2018)	0.00
Year 2	27,406.10
Year 3	27,406.10
Year 4	25,220.60
Year 5	24,128.00
<b>Grand Total</b>	<b>135,302.15</b>



## Notes

Execution of this quote will terminate quote Q-86358 (executed contract #00009726) with Axon and transfer 15 X2 Taser Assurance Plan payments to this new contract. TAP for X2 handles on Q-86358 will run through 2/14/2022 (Year 4) and will be eligible for replacement at that time. 4 X2 handles in "Year 1 - New Users" and 100 renewed X2 handles in "Year 1 - Renewal + Existing Users" will be covered under the Taser Assurance Plan and will be eligible for 1 replacement.

The parties agree that Axon is granting a discount of \$1,092.70 (applied to Year 1 TAP) to refund paid, but undelivered services. This discount is based on a ship date range of 9/16/2018-9/30/2018, resulting in a 10/15/2018 license date. Any change in this ship date and resulting license start date will result in modification of this discount value which may result in additional fees due to or from Axon.

## Axon's Sales Terms and Conditions

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. 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:	_____
Name (Print):	<u>Samuel A. May</u>	Title:	<u>City Manager</u>
PO# (Or write N/A):	<u>N/A</u>		

Please sign and email to Georgia Leacox at [georgia@taser.com](mailto:georgia@taser.com) or fax to 480-991-0791

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store [buy.axon.com](http://buy.axon.com)

Quote: Q-178327-43334.678GL

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