
DATE: January 13, 2025
TO: Committee of the Whole
FROM: Martin J. Shanahan
SUBJECT: A Resolution Approving And Authorizing The Execution Of A Five (5) Year Agreement With Axon To Purchase New Tasers

PURPOSE

Review and discuss an Agreement With Axon Enterprise to purchase ten (10) Taser 7 devices including cartridges, holsters, and extended warranties.

BACKGROUND

For over 20 years, members of the Plano Police Department have had the ability to carry tasers from Axon Enterprise as a way to protect citizens, themselves, and offer another option for de-escalation in volatile situations. The tasers that are currently used are no longer supported by Axon and it is the recommendation of Axon to replace the current tasers so we have a dependable device to deploy when necessary.

DISCUSSION

In a study conducted by Axon Enterprises it should be noted the findings declared, "Taser energy weapons have been used over 5 million times in the field, and in 1,201 field cases of use, 99.75% resulted in no serious injury." Tasers offer members of the Plano Police Department a reliable less than lethal alternative and it is imperative we offer this tool for our police officers to use if necessary. Over the last 5 years, tasers have been deployed on an average of less than 2 times per year but the preparedness factor significantly outweighs the lack of use.

In the FY25 budget, we allocated \$13,200 for year one of a 5 year payment plan. To be fiscally responsible, we have sought out a quote for a 5 year plan as opposed to paying the total bill upfront. The quote equates to \$73,321.23 over 5 years (**\$13,200 for year one and \$15,030.30 the next 4 years**). This price includes ten (10) tasers, batteries, multiple cartridges, equipment, and an extended warranty for each taser. The tasers will be shared amongst the patrol division (once again to be fiscally responsible.) The reason we are requesting to purchase from Axon is they have been our vendor since the implementation of our taser program and are a leader in this industry. The proposed Agreement received a positive recommendation from the Administrative Health and Safety Committee.

Martin J. Shanahan Jr.
City Administrator
Phone: 630-552-8275 x 3004
mshanahan@cityofplanoil.org



RECOMMENDATION

It is recommended that the proposed Agreement With Axon Enterprise to purchase ten (10) Taser 7 devices including cartridges, holsters, and extended warranties, be presented for review and passage at an upcoming City Council meeting.

Respectfully submitted

A handwritten signature in black ink, appearing to read "M. Shanahan".

Martin J. Shanahan Jr.
City Administrator

CONCURRENCE:

Norman Allison

Norm Allison
Chief of Police



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-547411-45657.725MM
 Issued: 12/31/2024
 Quote Expiration: 01/31/2025
 Estimated Contract Start Date: 04/01/2025
 Account Number: 108370
 Payment Terms: N30
 Delivery Method:

SHIP TO	BILL TO
Plano Police Dept. - IL 111 E Main St Plano, IL 60545-1523 USA	Plano Police Dept. - IL 111 E Main St Plano IL 60545-1523 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Matthew Moore Phone: (480) 905-2068 Email: mmoore@axon.com Fax: (480) 905-2068	John Beery Phone: 13317583414 Email: jbeery@plano.police.il.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$73,321.23
ESTIMATED TOTAL W/ TAX	\$73,321.23

Discount Summary

Average Savings Per Year	\$3,886.80
TOTAL SAVINGS	\$19,434.00

Payment Summary

Date	Subtotal	Tax	Total
Feb 2025	\$13,200.00	\$0.00	\$13,200.00
Feb 2026	\$15,030.31	\$0.00	\$15,030.31
Feb 2027	\$15,030.31	\$0.00	\$15,030.31
Feb 2028	\$15,030.31	\$0.00	\$15,030.31
Feb 2029	\$15,030.30	\$0.00	\$15,030.30
Total	\$73,321.23	\$0.00	\$73,321.23

Quote Unbundled Price: \$92,755.23
 Quote List Price: \$80,815.23
 Quote Subtotal: \$73,321.23

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									
C00018	BUNDLE - TASER 7 CERTIFICATION	10	60	\$91.75	\$80.16	\$74.33	\$44,598.00	\$0.00	\$44,598.00
C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	60	\$38.04	\$32.50	\$28.06	\$25,254.00	\$0.00	\$25,254.00
A la Carte Hardware									
71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1			\$11.77	\$11.77	\$11.77	\$0.00	\$11.77
70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1			\$43.90	\$43.90	\$43.90	\$0.00	\$43.90
20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15			\$84.25	\$84.25	\$1,263.75	\$0.00	\$1,263.75
74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1			\$1,748.50	\$1,748.50	\$1,748.50	\$0.00	\$1,748.50
A la Carte Warranties									
80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY 7/11/10	1	49		\$8.19	\$8.19	\$401.31	\$0.00	\$401.31
Total							\$73,321.23	\$0.00	\$73,321.23

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 7 CERTIFICATION	100891	AXON TASER - CLEANING KIT	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	100823	AXON TASER - TRAINING - ENHANCED HALT SUIT V2	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	20008	AXON TASER 7 - HANDLE - HIGH VIS GRN LASER CLASS 3R YLW	10		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	12		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	10		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	50		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	50		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22177	AXON TASER 7 - CARTRIDGE - HALT STANDOFF NS	20		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22178	AXON TASER 7 - CARTRIDGE - HALT CLOSE QUART NS	20		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22179	AXON TASER 7 - CARTRIDGE - INERT STANDOFF (3.5-DEGREE) NS	10		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22181	AXON TASER 7 - CARTRIDGE - INERT CLOSE QUART (12-DEGREE) NS	10		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	80087	AXON TASER - TARGET - CONDUCTIVE PROFESSIONAL RUGGEDIZED	1		03/01/2025
BUNDLE - TASER 7 CERTIFICATION	80090	AXON TASER - TARGET FRAME - PROFESSIONAL 27.5 IN X 7.5 IN	1		03/01/2025

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	75	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	75	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	22177	AXON TASER 7 - CARTRIDGE - HALT STANDOFF NS	30	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	22178	AXON TASER 7 - CARTRIDGE - HALT CLOSE QUART NS	30	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	22179	AXON TASER 7 - CARTRIDGE - INERT STANDOFF (3.5-DEGREE) NS	15	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	22181	AXON TASER 7 - CARTRIDGE - INERT CLOSE QUART (12-DEGREE) NS	15	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	80087	AXON TASER - TARGET - CONDUCTIVE PROFESSIONAL RUGGEDIZED	1	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION ADD ON	80090	AXON TASER - TARGET FRAME - PROFESSIONAL 27.5 IN X 75 IN	1	1	03/01/2025
A la Carte	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	1	03/01/2025
A la Carte	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	1	03/01/2025
A la Carte	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	1	03/01/2025
A la Carte	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	1	03/01/2025
BUNDLE - TASER 7 CERTIFICATION	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	20	1	03/01/2026
BUNDLE - TASER 7 CERTIFICATION	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	20	1	03/01/2026
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	30	1	03/01/2026
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	30	1	03/01/2026
BUNDLE - TASER 7 CERTIFICATION	22177	AXON TASER 7 - CARTRIDGE - HALT STANDOFF NS	20	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION	22178	AXON TASER 7 - CARTRIDGE - HALT CLOSE QUART NS	20	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	30	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	30	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION ADD ON	22177	AXON TASER 7 - CARTRIDGE - HALT STANDOFF NS	30	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION ADD ON	22178	AXON TASER 7 - CARTRIDGE - HALT CLOSE QUART NS	30	1	03/01/2027
BUNDLE - TASER 7 CERTIFICATION	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	20	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	20	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	30	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	30	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	20	1	03/01/2029
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	30	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	30	1	03/01/2028
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	20	1	03/01/2029
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	20	1	03/01/2029
BUNDLE - TASER 7 CERTIFICATION ADD ON	22175	AXON TASER 7 - CARTRIDGE - LIVE STANDOFF (3.5-DEGREE) NS	30	1	03/01/2029
BUNDLE - TASER 7 CERTIFICATION ADD ON	22176	AXON TASER 7 - CARTRIDGE - LIVE CLOSE QUART (12-DEGREE) NS	30	1	03/01/2029

Software

Bundle	Description	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 7 CERTIFICATION		101180	AXON TASER - DATA SCIENCE PROGRAM	10	04/01/2025	03/31/2030
BUNDLE - TASER 7 CERTIFICATION		20248	AXON TASER - EVIDENCE COM LICENSE	10	04/01/2025	03/31/2030
BUNDLE - TASER 7 CERTIFICATION		20248	AXON TASER - EVIDENCE COM LICENSE	1	04/01/2025	03/31/2030
BUNDLE - TASER 7 CERTIFICATION ADD ON		101180	AXON TASER - DATA SCIENCE PROGRAM	15	04/01/2025	03/31/2030
BUNDLE - TASER 7 CERTIFICATION ADD ON		20248	AXON TASER - EVIDENCE COM LICENSE	15	04/01/2025	03/31/2030

Services

Bundle	Description	Item	Description	QTY
BUNDLE - TASER 7 CERTIFICATION		101193	AXON TASER - ON DEMAND CERTIFICATION	1
BUNDLE - TASER 7 CERTIFICATION		20246	AXON TASER 7 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	10
BUNDLE - TASER 7 CERTIFICATION ADD ON		101193	AXON TASER - ON DEMAND CERTIFICATION	1
BUNDLE - TASER 7 CERTIFICATION ADD ON		20246	AXON TASER 7 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	15

Warranties

Bundle	Description	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 7 CERTIFICATION		80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	12	03/01/2026	03/31/2030
BUNDLE - TASER 7 CERTIFICATION		80395	AXON TASER 7 - EXT WARRANTY - HANDLE	10	03/01/2026	03/31/2030
BUNDLE - TASER 7 CERTIFICATION		80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	1	03/01/2026	03/31/2030
A la Carte		80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	1	03/01/2026	03/31/2030

Shipping Locations

Location Number	Street	City	State	ZIP	Country
1	111 E Main St	Plano	IL	60545-1523	USA

Payment Details

Feb 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	\$227.51	\$0.00	\$227.51
Year 1	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	\$7.90	\$0.00	\$7.90
Year 1	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	\$2.12	\$0.00	\$2.12
Year 1	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	\$314.78	\$0.00	\$314.78
Year 1	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY 17/17/10	1	\$72.25	\$0.00	\$72.25
Year 1	C00018	BUNDLE - TASER 7 CERTIFICATION	10	\$8,029.04	\$0.00	\$8,029.04
Year 1	C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	\$4,546.40	\$0.00	\$4,546.40
Total				\$13,200.00	\$0.00	\$13,200.00

Feb 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	\$259.06	\$0.00	\$259.06
Year 2	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	\$9.00	\$0.00	\$9.00
Year 2	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	\$2.41	\$0.00	\$2.41
Year 2	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	\$358.43	\$0.00	\$358.43
Year 2	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY 17/17/10	1	\$82.27	\$0.00	\$82.27
Year 2	C00018	BUNDLE - TASER 7 CERTIFICATION	10	\$9,142.23	\$0.00	\$9,142.23
Year 2	C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	\$5,176.91	\$0.00	\$5,176.91
Total				\$15,030.31	\$0.00	\$15,030.31

Feb 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	\$259.06	\$0.00	\$259.06
Year 3	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	\$9.00	\$0.00	\$9.00
Year 3	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	\$2.41	\$0.00	\$2.41
Year 3	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	\$368.43	\$0.00	\$368.43
Year 3	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY 17/17/10	1	\$82.27	\$0.00	\$82.27
Year 3	C00018	BUNDLE - TASER 7 CERTIFICATION	10	\$9,142.23	\$0.00	\$9,142.23
Year 3	C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	\$5,176.91	\$0.00	\$5,176.91
Total				\$15,030.31	\$0.00	\$15,030.31

Feb 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	\$259.06	\$0.00	\$259.06
Year 4	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	\$9.00	\$0.00	\$9.00
Year 4	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	\$2.41	\$0.00	\$2.41
Year 4	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	\$358.43	\$0.00	\$358.43
Year 4	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY 17/17/10	1	\$82.27	\$0.00	\$82.27

Feb 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	C00018	BUNDLE - TASER 7 CERTIFICATION	10	\$9,142.23	\$0.00	\$9,142.23
Year 4	C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	\$5,176.91	\$0.00	\$5,176.91
Total				\$15,030.31	\$0.00	\$15,030.31

Feb 2029						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	20063	AXON TASER 7 - HOLSTER - SAFARILAND RH	15	\$259.06	\$0.00	\$259.06
Year 5	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	\$9.00	\$0.00	\$9.00
Year 5	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1	\$2.41	\$0.00	\$2.41
Year 5	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1	\$358.43	\$0.00	\$358.43
Year 5	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7T710	1	\$82.27	\$0.00	\$82.27
Year 5	C00018	BUNDLE - TASER 7 CERTIFICATION	10	\$9,142.22	\$0.00	\$9,142.22
Year 5	C00027	BUNDLE - TASER 7 CERTIFICATION ADD ON	15	\$5,176.91	\$0.00	\$5,176.91
Total				\$15,030.30	\$0.00	\$15,030.30

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.

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 <https://www.axon.com/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), 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.

Signature

Date Signed

12/31/2024

