

1/25/24

City of Santa Fe New Mexico

Memo

DATE: January 23, 2024

* SUBMITTED FROM
AXON CONTRACT # SFPD

TO: Ben Valdez 1/25/24
Ben Valdez, Deputy Chief of Police

Approved Disapproved

VIA: Matthew Champlin 1/23/24
Matthew Champlin, Deputy Chief of Police

Approved Disapproved

FROM: Anthony Sweeny
Anthony Sweeny, UAS Commander

SUBJECT: Purchase Request for Hardware

This memo is to request the purchase of Axon Air - DN DJI Care Refresh 2-Year Plans for our newly purchased DJI Avatas.


Currently, our DJI Avatas have not been activated and are not being utilized due to a lack of coverage (DJI Care Plan). Once the DJI Avatas are activated, there is a 48-hour window to attach the DJI Care plan. If the 48-hour window closes without attaching a DJI Care Plan, it cannot be added without a lengthy validation process that DJI requires. The validation process must be reviewed by DJI before they will allow any UAS to have a DJI Care plan attached to it.

The Axon Air - DN DJI Care Refresh 2-Year Plan will provide coverage for the two (2) Avata UASs if they are damaged and need repairs. DJI Care also allows for two product replacements in the extreme event a UAS is damaged beyond repair.

AXON was able to provide quotes for two (2) Axon Air - DN DJI Care Refresh 2-Year Plans.

Hardware

Axon Air - DN DJI Care Refresh 2-Year Plan:	\$129.00 (each) x2	\$258.00
Tax:		\$21.12
		Total: \$279.12

AXON is listed within the State of New Mexico, General Service Department, Purchasing Division, Statewide Price Agreement Amendment. Axon's contract number is 80-000-18-00048AF which expired on December 3, 2023. I have spoken with The State of New Mexico Procurement Specialist, Theresa Mendibles who explained Axon is expected to have a valid Statewide Price Agreement within the month.  May 16, 2024

Attachments:

- AXON Quote
- New Mexico Statewide Price Agreement (80-000-18-00048AF)
*For Reference

RICO, TARA R.

From: Tamiko Sianen <tsianen@axon.com>
Sent: Thursday, May 2, 2024 11:25 AM
To: RICO, TARA R.
Cc: Brian Moutinho; SWEENY, ANTHONY R.
Subject: Re: Avata DJI Care Quote + Axon Contract | Santa Fe PD - NM
Attachments: Axon with CoSF Signature Page[90].pdf

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Tara,

Just to confirm, the attached signed quote is still valid and we can still use it to submit the order.

Thank you,
Tamiko

Tamiko Sianen
Account Executive, RTA

Real-Time Awareness Team
Axon Air, DEDrone, FUSUS

M / 628 502 7875
AXON.COM
Book a Meeting: <https://calendly.com/tsianen>
[LinkedIn](#)

From: RICO, TARA R. <trrico@santafenm.gov>
Date: Thursday, May 2, 2024 at 10:10 AM
To: Tamiko Sianen <tsianen@axon.com>
Cc: Brian Moutinho <bmoutinho@axon.com>, SWEENY, ANTHONY R. <arsweeny@santafenm.gov>
Subject: RE: Avata DJI Care Quote + Axon Contract | Santa Fe PD - NM

Thank you for the signed contract. I left you a voicemail, can you please call me? Thank you

From: Tamiko Sianen <tsianen@axon.com>
Sent: Thursday, May 2, 2024 10:47 AM
To: RICO, TARA R. <trrico@santafenm.gov>
Cc: Brian Moutinho <bmoutinho@axon.com>; SWEENY, ANTHONY R. <arsweeny@santafenm.gov>
Subject: Re: Avata DJI Care Quote + Axon Contract | Santa Fe PD - NM

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Tara,



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-544598-45314.721TS

Issued: 01/23/2024

Quote Expiration: 02/29/2024

Estimated Contract Start Date: 02/01/2024

Account Number: 106844

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Santa Fe Police Dept. - NM 2515 Camino Entrada Santa Fe, NM 87507-4808 USA	Santa Fe Police Dept. - NM PO Box 909 Santa Fe NM 87504-0909 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Brian Moutinho Phone: +1 9168062275 Email: bmoutinho@axon.com Fax:	Anthony Sweeny Phone: (505) 955-5080 Email: Fax: (505) 955-5052

Quote Summary

Program Length	24 Months
TOTAL COST	\$258.00
ESTIMATED TOTAL W/ TAX	\$279.12

Discount Summary

Average Savings Per Year	\$0.00
TOTAL SAVINGS	\$0.00

Payment Summary

Date	Subtotal	Tax	Total
Feb 2024	\$258.00	\$21.12	\$279.12
Total	\$258.00	\$21.12	\$279.12

Quote Unbundled Price:	\$258.00
Quote List Price:	\$258.00
Quote Subtotal:	\$258.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
A la Carte Warranties									
100913	AXON AIR - DN DJI CARE REFRESH 2-YEAR PLAN (DJI AVATA) NA	2			\$129.00	\$129.00	\$258.00	\$21.12	\$279.12
Total							\$258.00	\$21.12	\$279.12

Delivery Schedule

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	100913	AXON AIR - DN DJI CARE REFRESH 2-YEAR PLAN (DJI AVATA) NA	2	02/01/2024	01/31/2026

Payment Details

Feb 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100913	AXON AIR - DN DJI CARE REFRESH 2-YEAR PLAN (DJI AVATA) NA	2	\$258.00	\$21.12	\$279.12
Total				\$258.00	\$21.12	\$279.12

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 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), 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.

See Next Page

Signature

1/23/2024

Date Signed



IN WITNESS WHEREOF, the City of Santa Fe has agreed to this Axon Contract as of the date of the signature of the required approval authorities below.

CITY OF SANTA FE:

John Blair
John Blair (May 24, 2024 10:35 MDT)

JOHN BLAIR, CITY MANAGER

DATE: May 24, 2024

AXON ENTERPRISES

DocuSigned by:
[Signature]
55DAEBB131A4424...

NAME: Robert Driscoll

TITLE: Deputy General Counsel

DATE: 4/24/2024 | 1:54 PM MST

CSR#: 03368463004-GRT

Registration #: 5292190

ATTEST:

[Signature]

GERALYN CARDENAS, INTERIM CITY CLERK
XIV

CITY ATTORNEY'S OFFICE:

Christopher W. Ryan
Christopher W. Ryan (Apr 22, 2024 11:55 MDT)

SENIOR ASSISTANT CITY ATTORNEY

FINANCE:

Emily K. Oster
EMILY OSTER, FINANCE DIRECTOR



State of New Mexico General Services Department

Statewide Price Agreement

Awarded Vendor:
0000054836
AXON Enterprise, Inc.
PO Box 29661-2018
Phoenix, AZ 85038

Contact: Sean Lake
Email: slake@axon.com
Telephone No.: (623) 225-9909

Price Agreement Number: **40-00000-23-00004AE**

Payment Terms: **See Contract**

F.O.B.: **Destination**

Delivery: **See Contract**

Ship To:
All State of New Mexico agencies, commissions,
institutions, political subdivisions and local public
bodies allowed by law.

Procurement Specialist: **Theresa Mendibles** *TM*

Telephone No.: **(505) 795-1894**

Email: **theresa.mendibles@gsd.nm.gov**

Invoice:
As Requested at Time of Order

Title: Public Safety Video Systems

Term: February 16, 2024 thru June 30, 2025

This Statewide Price Agreement is made subject to the “terms and conditions” as indicated on subsequent pages.

Every state agency, unless exempted from the authority of the State Purchasing Agent pursuant to Section 13-1-99 NMSA 1978, that utilizes this Statewide Price Agreement for professional services over \$5,000 must process the professional services agreement template and accompanying documents through GSD’s Contracts Review Bureau. If procuring goods only, no determination of service is required.

NASPO ValuePoint: <https://www.naspovaluepoint.org/portfolio/public-safetv-video-systems-2023-2028/axon-enterprise-inc/>

Accepted for the State of New Mexico

Date: 2/21/2024

Dorothy Mendonca

New Mexico State Purchasing Agent

Purchasing Division: 1100 St. Francis Drive, Santa Fe, NM 87505; PO Box 6850, Santa Fe, NM 87502 (505) 827-0473

This has been signed on behalf of the State Purchasing Agent

MS



US DOMESTIC PRICEBOOK - 1/4/2024
NASPO OK-MA-145-15

Hardware Equipment Volume	Discount Percentage	Axon manufactured hardware items
1	0%	base on quantity. These discounts do not apply to third-party manufactured items or to Axon services, including Axon Evidence
2-99	1%	
100-249	3%	
250-499	5%	
500-999	7%	
1000+	10%	

*Product Names are subject to change without notice

*Annual pricing for bundles, warranties and licenses may reflect a 4% YOY inflation escalator

*SKU 101283 AI-Assisted Report Writing feature. Axon Enterprise, Inc. may impose usage restrictions if a single user generates more than one hundred (100) reports per month for two or more consecutive months.

ProductCode	Product Name	List Price Currency	MAX END USER PRICE (23 TAS LE USD)	Sales Bundle?	Monthly Subscription	Category
100886	AXON AIR - SKY-HERO NARFI POLE CAMERA	USD	\$5,400.00	No		CATEGORY 5 - OPT
100887	AXON AIR - SKY-HERO LED PAYLOAD	USD	\$1,900.00	No		CATEGORY 5 - OPT
100888	AXON AIR - SIGYN MKI REPLACEMENT DRIVE ASSEMBLY	USD	\$935.00	No		CATEGORY 5 - OPT
100889	AXON AIR - SKY-HERO SIGYN REFRESH KIT	USD	\$325.00	No		CATEGORY 5 - OPT
100890	AXON AIR - SKY-HERO FIRMWARE UPDATE KIT	USD	\$50.00	No		CATEGORY 5 - OPT
100891	AXON AIR - SKY-HERO LOKI 2 INSERT DUCT SET (4 PCS)	USD	\$50.00	No		CATEGORY 5 - OPT
100892	AXON AIR - SKY-HERO LOKI 2 PROPELLER SET (4 PCS)	USD	\$20.00	No		CATEGORY 5 - OPT
100893	AXON AIR - SKY-HERO LOKI 2 MOTOR SET (4 PCS)	USD	\$150.00	No		CATEGORY 5 - OPT
100894	AXON AIR - SKY-HERO LOKI 2 REFRESH KIT	USD	\$175.00	No		CATEGORY 5 - OPT
100895	AXON AIR - SKY-HERO LOKI 2 LIPO DUAL HUB FAST CHARGER	USD	\$225.00	No		CATEGORY 5 - OPT
100896	AXON AIR - SKY-HERO SIGYN/NARFI LION CHARGER	USD	\$70.00	No		CATEGORY 5 - OPT
100897	AXON AIR - SKY-HERO SIGYN/NARFI LION BATTERY	USD	\$80.00	No		CATEGORY 5 - OPT
100898	AXON AIR - SKY-HERO GCS / TACTICAL SCREEN CHARGER	USD	\$50.00	No		CATEGORY 5 - OPT
100899	AXON AIR - SKY-HERO LIPO CHARGER HUB FOR LOKI 2	USD	\$90.00	No		CATEGORY 5 - OPT
100900	AXON AIR - SKY-HERO LIPO BATTERY FOR LOKI 2	USD	\$600.00	No		CATEGORY 5 - OPT
100901	AXON AIR - SKY-HERO P7 SIGYN LEG SHROUD	USD	\$200.00	No		CATEGORY 5 - OPT
100902	AXON AIR - SKY-HERO P7 GCS HOLDER	USD	\$150.00	No		CATEGORY 5 - OPT
100903	AXON AIR - SKY-HERO P7 UTILITY POUCH	USD	\$75.00	No		CATEGORY 5 - OPT
100904	AXON AIR - SKY-HERO P7 LIPO BATTERY POUCH	USD	\$75.00	No		CATEGORY 5 - OPT
100905	AXON AIR - SKY-HERO P7 SIGYN POUCH	USD	\$75.00	No		CATEGORY 5 - OPT
100906	AXON AIR - SKY-HERO P7 LOKI 2 POUCH	USD	\$75.00	No		CATEGORY 5 - OPT
100907	AXON AIR - SKY-HERO P7 TACTICAL BAG KIT	USD	\$850.00	No		CATEGORY 5 - OPT
100909	AXON AIR - SKY-HERO TACTICAL SCREEN STARTER KIT	USD	\$2,800.00	No		CATEGORY 5 - OPT
100910	AXON AIR - SKY-HERO SIGYN PAYLOAD ATTACHMENT SYSTEM	USD	\$250.00	No		CATEGORY 5 - OPT
100911	AXON AIR - DN DJI GOGGLES 2 BATTERY	USD	\$39.00	No		CATEGORY 5 - OPT
100912	AXON AIR - DN DJI AVATA BATTERY CHARGING HUB	USD	\$59.00	No		CATEGORY 5 - OPT
100913	AXON AIR - DN DJI CARE REFRESH 2-YEAR PLAN (DJI AVATA) NA	USD	\$129.00	No	1	CATEGORY 5 - OPT
100915	AXON AIR - DN DJI AVATA PROPELLERS GUARD	USD	\$19.00	No		CATEGORY 5 - OPT
100916	AXON AIR - DN DJI AVATA UPPER FRAME	USD	\$19.00	No		CATEGORY 5 - OPT
100917	AXON AIR - DN DJI AVATA PROPELLERS	USD	\$9.00	No		CATEGORY 5 - OPT
100919	AXON VR - PLACEHOLDER - HOLSTER T7 CONTROLLER	USD	\$100.00	No		CATEGORY 5 - OPT
100921	AXON VR - PLACEHOLDER - HOLSTER T10 CONTROLLER	USD	\$100.00	No		CATEGORY 5 - OPT
100930	AXON BODY - USB- C WALL POWER SUPPLY (AB3 AB4)	USD	\$20.00	No		CATEGORY 1 - OPT
100931	AXON BODY 4 - CABLE ADAPTER - USB-A MALE TO USB-C FEMALE	USD	\$5.00	No		CATEGORY 5 - OPT
100933	AXON AIR - DN CZI M300 DRONE SPOTLIGHT SEARCHLIGHT GL60 PLUS	USD	\$2,199.00	No		CATEGORY 5 - OPT
100934	SAFARILAND T7 HOLSTER RH W HOOD GUARD SLS 6000	USD	\$93.60	No		CATEGORY 5 - OPT
100935	SAFARILAND T7 HOLSTER LH W HOOD GUARD SLS 6000	USD	\$93.60	No		CATEGORY 5 - OPT
100936	AXON FLEET 3 - ZOLL AED 3	USD	\$2,640.00	No		CATEGORY 5 - OPT
100937	AXON FLEET 3 - ZOLL POWERHEART G5	USD	\$2,400.00	No		CATEGORY 5 - OPT
100938	AXON FLEET 3 - ZOLL THIRD PARTY PROVIDED HARDWARE	USD	\$1.00	No		CATEGORY 5 - OPT
100939	AXON BODY 3 - EXT WARRANTY - DEVICE POOLING	USD	\$2.99	No	1	CATEGORY 1 - OPT


24-0444 AXON

Final Audit Report

2024-05-28

Created:	2024-05-24
By:	XAVIER VIGIL (xivigil@santafenm.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAArm2-i_X7unVs0yC0JzG5JR-c9eDRoBQy

"24-0444 AXON" History

-  Document created by XAVIER VIGIL (xivigil@santafenm.gov)
2024-05-24 - 9:46:59 PM GMT- IP address: 63.232.20.2
-  Document emailed to GERALYN CARDENAS (gfcardenas@santafenm.gov) for signature
2024-05-24 - 9:47:39 PM GMT
-  Email viewed by GERALYN CARDENAS (gfcardenas@santafenm.gov)
2024-05-28 - 3:37:46 PM GMT- IP address: 104.47.65.254
-  Document e-signed by GERALYN CARDENAS (gfcardenas@santafenm.gov)
Signature Date: 2024-05-28 - 3:37:54 PM GMT - Time Source: server- IP address: 63.232.20.2
-  Agreement completed.
2024-05-28 - 3:37:54 PM GMT