

CITY OF CAPE CORAL
REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Police Department

Vendor Name: Axon Enterprise, Inc.

Address: 17800 N 85th Street ~ Scottsdale, AZ 85255

Phone: (800) 978-2737

Price: \$17,720

Description of item to be procured:

Q-672896-45755.577BR

(30) AXON Fleet Wiring Kits, (20) AXON router cable assemblies, (30) Axon Fleet Airgain Antennas

This equipment is directly correlates to the below sole source:

Q-438725-44952.576BR (fiscal years 24-33 @ \$12,206.637.29)

(245) Officer Safety Plan (OSP) Body Worn Camera (BWC) and Smart Weapon Conducted Electrical Weapon (CEW) bundles and evidence.com unlimited plans and related equipment, (185) In-Car Video Systems and related licenses, (5) Unpiloted Aircrafts and related licenses. Also included is complete storage for FY24-FY33.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

AXON Enterprise, Inc. is the sole source manufacturer of Axon brand products and the sole developer of evidence.com data management series. Evidence.com allows our agency to manage and share digital evidence through the delivery, capturing and evaluation of information. Axon Enterprise, Inc. is also the sole source manufacturer of the Taser Smart Weapon CEW.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

AXON Enterprise, Inc. is the sole manufacturer of the patent CEW (Conducted Electrical Weapon). This model and its related accessories and equipment meets our requirements and has been proven effective.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

The Cape Coral Police Department is committed to this type of weapon and related equipment for over fifteen years. We have a standing inventory of Taser products that are not compatible with any other product. We will continue to research and keep up with trends and products as they become available.

Department Director's Signature: _____ **Date:** _____

Approval: Procurement Manager Wanda Rupp (not to exceed \$50,000.00) **Date:** 4/14/2025

Approval: City Manager _____ (not to exceed \$100,000.00) **Date:** _____

Council authorization required if exceeding \$100,000.00



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-672896-45755.577BR

Issued: 04/08/2025

Quote Expiration: 04/14/2025

Estimated Contract Start Date: 04/15/2025

Account Number: 105584

Payment Terms:

Delivery Method:

SHIP TO	BILL TO
Cape Coral Police Dept. - FL 1100 Cultural Park Blvd Cape Coral, FL 33990-1270 USA	Cape Coral Police Dept. - FL 1100 Cultural Park Blvd Cape Coral FL 33990-1270 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Brendan Rome Phone: Email: brome@axon.com Fax:	Jason Petrone Phone: (239) 574-0599 Email: jpetrone@capecoral.gov Fax: (239) 574-6315

Quote Summary

Program Length	60 Months
TOTAL COST	\$17,720.00
ESTIMATED TOTAL W/ TAX	\$17,720.00

Discount Summary

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

Payment Summary

Date	Subtotal	Tax	Total
Mar 2025	\$17,720.00	\$0.00	\$17,720.00
Total	\$17,720.00	\$0.00	\$17,720.00

Quote Unbundled Price: \$17,720.00
 Quote List Price: \$17,720.00
 Quote Subtotal: \$17,720.00

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 Carta Hardware									
11829	AXON FLEET - CRADLEPOINT ROUTER CABLE ASSEMBLY 12V POWER	20			\$25.00	\$25.00	\$500.00	\$0.00	\$500.00
71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	30			\$249.00	\$249.00	\$7,470.00	\$0.00	\$7,470.00
100150	AXON FLEET 3 - WIRING KIT REFRESH	30			\$325.00	\$325.00	\$9,750.00	\$0.00	\$9,750.00
Total							\$17,720.00	\$0.00	\$17,720.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carta	100150	AXON FLEET 3 - WIRING KIT REFRESH	30	1	03/15/2025
A la Carta	11829	AXON FLEET - CRADLEPOINT ROUTER CABLE ASSEMBLY 12V POWER	20	1	03/15/2025
A la Carta	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	30	1	03/15/2025

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	1100 Cultural Park Blvd	Cape Coral	FL	33900-1270	USA

Payment Details

Mar 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
aDXR000000NHJ	100150	AXON FLEET 3 - WIRING KIT REFRESH	30	\$9,750.00	\$0.00	\$9,750.00
aDXR000000NHJ	11829	AXON FLEET - CRADLEPOINT ROUTER CABLE ASSEMBLY 12V POWER	20	\$500.00	\$0.00	\$500.00
aDXR000000NHJ	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	30	\$7,470.00	\$0.00	\$7,470.00
Total				\$17,720.00	\$0.00	\$17,720.00