Corcoran City Council - Work Session Agenda
September 24, 2026
5:30 PM

1. **Call to Order/Roll Call**
2. **Scheduled Items**
   a. Corcoran Police Technology Program
3. **Adjournment**

***Includes Materials** - *Materials relating to these agenda items can be found in the Council Chambers Agenda Packet book located by the entrance. The complete Council Agenda Packet is available electronically on the City website at www.corcoranmn.gov.*

STAFF REPORT **Agenda Item: 2.a**

Council Meeting: September 24, 2026	**Prepared By:** Ryan Burns, Deputy Director of Public Safety
Topic: Corcoran Police Technology Program	**Action Required:**

Summary
On June 11, 2026, staff presented to the City Council on squad and body camera replacement plan options. Council directed staff to also explore options to leverage artificial intelligence for future solutions.

Over the past year staff have been researching and vetting suitable vendors for our necessary platform replacement. The existing body camera and squad car camera system went live in the fall of 2020. For future solutions, rather than one-time hardware and software purchases, the major vendors have moved to an evergreen subscription format for both hardware and software and include cloud-based storage.

Staff have identified Axon as the preferred vendor for the new solution. Staff will briefly present on the recommended solution and receive Council feedback. Of note, the payment structure of option 1 has been adjusted since the attached draft to $160,000 in 2027 and subsequent payments of approximately $144,258 per year through 2037, in order to align with the current draft of the 2027 capital improvement plan.

Council Action

Attachments
1. Council Corcoran-PD-10-Year-Technology-Program (4).pptx
2. OSP #1 - 9.24 Council - Corcoran PD (MN).pdf
3. OSP #2 - 9.24 Council - Corcoran PD (MN).pdf
4. Lanterman_BWC_redline_response 2.0.docx
5. Axon Executive Summary.pdf

Corcoran PD · 10-Year Technology Program

Corcoran PD has built a flexible 10-year proposal to modernize core technology and evidence storage — scheduled hardware refreshes, AI redaction, AI report writing assistance, real-time awareness, evidence sharing and unlimited cloud storage.



2026 Engagement History

Twelve working sessions across eight months — this proposal reflects requirements gathered directly with the department and adjusted after the budget cycle.

October 2025
Gather Information at IACP

Feb 11
Discovery Call — fleet, BWC & tech needs

May–Jun
Budget alignment & proposal refinement

Aug 12
Preliminary pricing locked ahead of council

Feb 19–25
BWC/Fleet Demo & Preliminary Quote Review; two-month trial set

Jul 7–30
LPR scoping, demo, quote finalization & exec planning

Sep 17
Final incentive-priced quotes issued

Council Vote: Sept 24, 2026 · **Pricing Expires:** Sept 25, 2026 · **Rollout:** begins post-approval

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Included in Both Options, Six Solutions - One Connected Platform

Axon Body 4 BWC

24 units with single & multi-bay docks

Fleet 3 Advanced

16 vehicles with in-car cameras + ALPR API

Axon Outpost

9 solar-powered fixed LPR cameras with NCIC integration, replace current LPR system

TASER 10 Officer Safety Plan

21 Taser 10 duty units with full connected CEW

VR Training

21 users — immersive TASER and use of force skills development

Signal Integration

21 sensors + vehicles — auto-activates all cameras in the area on TASER / Firearm draw

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Software & Services Included

Redaction Assistant

24 users — up to **70% less time** to redact

Auto-Transcribe

24 users, unlimited — **70% less time** transcribing

Fusus Livestream

24 users — real-time video sharing & alerts- Live view of BWC / Squad Cameras

10-Year TAP + Training

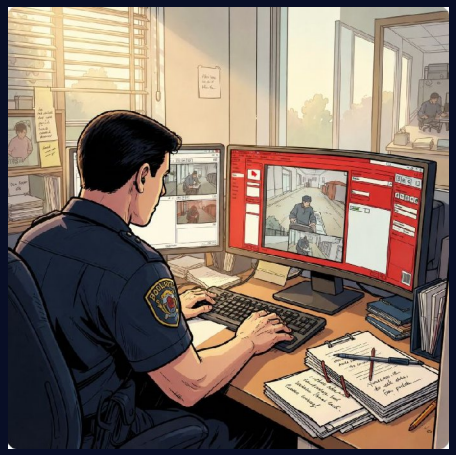
1-day onsite; hardware refreshed at **no added cost**

Option 1 Exclusive
Draft One — AI Report Writing

24 users

50–70% less time writing reports

AI-assisted report generation integrated into Evidence.com workflow.



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TECHNICAL ASSURANCE PLAN

10-Year TAP Refresh · 2027–2037

The **Technical Assurance Plan (TAP)** refreshes hardware to the latest model at no additional cost. Every refresh is priced into the contract — no end-of-life gap, no unbudgeted replacement cycle.



Body-worn cameras refresh every 30 months. In-car systems and TASER refresh every 60 months. All dates are locked at contract signing.

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FUNDING OPTIONS

Three Payment Structures Available

The program scope does not change. The Council chooses how the same contract value is scheduled across the term.

Structure 01 · Lump Sum

Pay the full contract value upfront. No further payments for 10 years. All deliverables locked from day one.

Best when capital funds are available now

Structure 02 · Flat Annual

Total contract value split evenly across 10 years — cost stability with no change in the annual line-item amount.

Simplest to budget year over year

Structure 03 · Flexible / Ramping

Lower payments upfront, gradually increasing across 10 years to align with inflation and reduce the near-term general-fund impact.

Eases the near-term general-fund impact

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Quote Snapshot

Detail	Option 1	Option 2
Term	137.5 mo	137.5 mo
Year 1 (2026)	$160,000	$160,000
Years 2–10	$144,258/yr	$137,570/yr
Total Value	$1,458,329	$1,398,129
List Price	$2,277,282	$2,050,453
Savings	$818,953 (36%)	$652,324 (31.8%)
Draft One AI	24 users	Not included

Contract Consolidation

Both options consolidate and terminate **5 existing contracts** effective Feb 15, 2027, crediting a **$27,827 transfer balance** toward the new program.

Term: Sep 2025 – Feb 2037 · Sourcewell Contract #101223-AXN

Consolidate current Taser 10 contract, three years left 2027- $19,059, 2028- $19,059 2029 -$19,059.

Consolidate current roadside LPR contract 2026 expense $31,500

Total existing obligation of $50,559 a year towards the contract.

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Two Options, One Fully Connected Ecosystem

Both options deliver a 10-year modernization program — body cameras, in-car systems, fixed LPR, and TASER 10 Officer Safety Plan — with a Technology Assurance Plan covering all hardware refreshes at **no added cost**.

Option 1 — Q-862441-008

OSP + Fleet + Outpost + **Draft One AI**

$1,458,329 total · 36.0% savings

Option 2 — Q-862441-007

OSP + Fleet + Outpost

$1,398,129 total · 31.8% savings

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Recommendation



Option 1 — Q-862441-008

OSP + Fleet + Outpost + **Draft One AI**

$1,458,329 total · 36.0% savings

Funding Structure 02 · Flat Annual

2027 CIP $160,000

2028- 2037 Total contract value split evenly across years 2-10

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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-862441-008 Acct: 201903

Issued	Sep 17, 2026
Expires	Sep 25, 2026
Payment Terms	N30
Mode of Delivery	AUTO-GND

Corcoran Police Dept. - MN

Currency: USD

CUSTOMER DETAILS

SHIP TO
Corcoran Police Dept. - MN
8200 County Road 116
Hamel, MN
55340-2100
USA

BILL TO
Corcoran Police Dept. - MN
8200 County Road 116
Hamel, MN
55340-2100
USA

SALES REPRESENTATIVE
Jonah Brownell
Email: jbrownell@axon.com

PRIMARY CONTACT
Ryan Burns
Phone: (763) 420-8966
Email: rburns@corcoranmn.gov

QUOTE SUMMARY

Program Length	137.5 Months
Contract Start	Sep 1, 2025
Contract End	Feb 14, 2037
TOTAL CONTRACT	
Net Total	$1,458,328.58
Transfer Balance	$27,827.12
Hardware	$501,617.42
Software	$743,846.41
Services	$65,582.43
Warranties	$119,455.20
Est. Tax	$0.00
Total Contract Value	**$1,458,328.58**

DISCOUNT SUMMARY

List Price	$2,277,281.76
Total Savings	$818,953.18
Discount	35.96%
Avg. Savings / Year	$71,472.28

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PAYMENT SUMMARY

DATE	SUBTOTAL	EST. TAX	TOTAL
Aug 1, 2026	$165,789.16	$0.00	$165,789.16
Aug 1, 2027	$143,615.49	$0.00	$143,615.49
Aug 1, 2028	$143,615.49	$0.00	$143,615.49
Aug 1, 2029	$143,615.49	$0.00	$143,615.49
Aug 1, 2030	$143,615.49	$0.00	$143,615.49
Aug 1, 2031	$143,615.49	$0.00	$143,615.49
Aug 1, 2032	$143,615.49	$0.00	$143,615.49
Aug 1, 2033	$143,615.49	$0.00	$143,615.49
Aug 1, 2034	$143,615.49	$0.00	$143,615.49
Aug 1, 2035	$143,615.50	$0.00	$143,615.50
Total	**$1,458,328.58**	**$0.00**	**$1,458,328.58**

SUMMARY PRICING FOR TERM

ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
TRANSFER BALANCE									
103070	Outpost TAP Bundle True-Up	8	5 (7/2027)	—	$100.83	$100.83	$4,033.20	$0.00	$4,033.20
100552	Transfer Balance - Goods	1	—	—	$1.00	$26,996.13	$26,996.13	$0.00	$26,996.13
100553	Transfer Balance - Software and Services	1	—	—	$1.00	$830.99	$830.99	$0.00	$830.99
						Transfer Balance Total	$31,860.32	$0.00	$31,860.32
AXON AI									
101283	Axon Records - Draft One - AI-Assisted Report Writing	24	120 (2/2027)	—	$78.76	$31.50	$90,731.52	$0.00	$90,731.52
						Axon AI Total	$90,731.52	$0.00	$90,731.52
BODY WORN CAMERA									
H00002	Axon Body 4 Multi-Bay Dock Bundle	3	120 (2/2027)	—	$1,638.90	$1,638.90	$4,916.70	$0.00	$4,916.70
HWCNAB4	Axon Body 4 Connected Hardware Bundle	24	120 (2/2027)	—	$1,049.00	$1,049.00	$25,176.00	$0.00	$25,176.00
H00003	Axon Body 4 Single-Bay Dock Bundle	16	120 (2/2027)	—	$229.00	$229.00	$3,664.00	$0.00	$3,664.00
BWCamMBDTAP10 Year	Body Worn Camera Multi-Bay Dock TAP 10 Year Bundle	1	120 (2/2027)	$84.42	$39.98	$39.98	$4,797.60	$0.00	$4,797.60
BWCamTAP10Yr	Body Worn Camera TAP 10 Year Bundle	8	120 (2/2027)	$52.45	$37.46	$37.46	$35,961.52	$0.00	$35,961.52
						Body Worn Camera Total	$74,515.82	$0.00	$74,515.82
CEW									
T10ALCHWK	TASER 10 A-La-Carte Hardware Kit	5	120 (2/2027)	—	$3,770.12	$3,770.12	$18,850.60	$0.00	$18,850.60
T10ALCHWK	TASER 10 A-La-Carte Hardware Kit	5	53.5 (9/2032)	—	$3,030.77	$3,030.77	$15,153.85	$0.00	$15,153.85
						CEW Total	$34,004.45	$0.00	$34,004.45
DIGITAL EVIDENCE MANAGEMENT									
20248	Axon TASER - Evidence.Com License	3	17.5 (9/2025)	—	$5.57	$5.57	$292.68	$0.00	$292.68
20248	Axon TASER - Evidence.Com License	3	8.5 (6/2026)	—	$5.69	$5.69	$144.99	$0.00	$144.99
ProLicense	Pro License Bundle	8	120 (2/2027)	—	$54.52	$54.03	$51,868.80	$0.00	$51,868.80
85760	Axon Auto-Transcribe - Unlimited Service	24	120 (2/2027)	—	$30.29	$0.00	$0.00	$0.00	$0.00
73478	Axon Evidence - Redaction Assistant User License	24	120 (2/2027)	—	$12.12	$0.00	$0.00	$0.00	$0.00
						Digital Evidence Management Total	$52,306.47	$0.00	$52,306.47
FLEET									
Fleet3A10Yr	Fleet 3 Advanced 10 Year	16	120 (2/2027)	$291.46	$248.53	$223.68	$429,460.00	$0.00	$429,460.00
100159	Axon Fleet 3 - Services - ALPR API Integration	1	—	—	$3,000.00	$0.00	$0.00	$0.00	$0.00
						Fleet Total	$429,460.00	$0.00	$429,460.00

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ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
FUSUS									
73447	Axon Body - License - Fusus Livestream	8	120 (2/2027)	—	$18.17	$0.00	$0.00	$0.00	$0.00
						Fusus Total	$0.00	$0.00	$0.00
OFFICER SAFETY PLAN									
M00049	Officer Safety Plan 10	16	120 (2/2027)	$350.91	$264.13	$258.79	$496,872.28	$0.00	$496,872.28
						Officer Safety Plan Total	$496,872.28	$0.00	$496,872.28
PROFESSIONAL SERVICES									
102526	PSO 1-Day Onsite Training	1	—	—	$8,000.00	$0.00	$0.00	$0.00	$0.00
						Professional Services Total	$0.00	$0.00	$0.00
SIGNAL SENSOR									
100610	Axon Signal - Installation Service - Virtual	1	—	—	$1,500.00	$0.00	$0.00	$0.00	$0.00
						Signal Sensor Total	$0.00	$0.00	$0.00
VEHICLE INTELLIGENCE									
B00076	Outpost TAP Plan	1	120 (2/2027)	$357.49	$264.97	$239.98	$28,797.40	$0.00	$28,797.40
B00076	Outpost TAP Plan	8	115 (7/2027)	$357.49	$264.97	$238.89	$219,780.32	$0.00	$219,780.32
102703	Axon Outpost - Warranty - Vandalism/ Accident Extension	9	137.5 (9/2025)	—	$1,200.00	$0.00	$0.00	$0.00	$0.00
						Vehicle Intelligence Total	$248,577.72	$0.00	$248,577.72
VIRTUAL REALITY									
V00023	Full VR Plan	5	120 (2/2027)	$88.19	$28.82	$0.00	$0.00	$0.00	$0.00
V00026	Upgrade 2026 TASER Skills to Full VR Plan	16	120 (2/2027)	$23.15	$14.41	$0.00	$0.00	$0.00	$0.00
						Virtual Reality Total	$0.00	$0.00	$0.00
							SUBTOTAL	**EST. TAX**	**TOTAL**
	Total						$1,458,328.58	$0.00	$1,458,328.58

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DELIVERY SCHEDULE

ESTIMATED SHIPPING DATE: Aug 1, 2025

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

WARRANTIES	QTY
Axon Outpost - Warranty - Vandalism/Accident Extension	9

ESTIMATED SHIPPING DATE: Sep 1, 2025

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon TASER - Evidence.Com License	3

ESTIMATED SHIPPING DATE: Jun 1, 2026

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon TASER - Evidence.Com License	3

ESTIMATED SHIPPING DATE: Jan 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - Dock Powercord - North America	4
Axon Body - Dock Wall Mount - Bracket Assembly	4
Axon Body - Dock/Dataport Powercord - North America	16
Axon Body - Mount - Wing Clip Rapidlock	27
Axon Body 4 - Cable - USB-C to USB-C	27
Axon Body 4 - Camera - First Responder Black Rapidlock US	24
Axon Body 4 - Dock - Eight-Bay	3
Axon Body 4 - Dock - Single-Bay	16
Axon Body 4 - Magnetic Disconnect Cable	27
Axon Fleet - Ericsson R980-5GD-A+5Yr Netcloud	16
Axon Fleet - Taoglas Ant - 7-in-1 4Cell 2WIFI 1GNSS Int	16
Axon Fleet 3 - Standard 2 Camera Kit	16
Axon Outpost - Battery & Charger Enclosure - Extended	1
Axon Outpost - Camera	1
Axon Outpost - Pole - Standard	1
Axon Outpost - Solar Panel - 100W	1
Axon Outpost - Standard Solar Hardware Kit	1
Axon Outpost - Top Mount End Cap - Standard	1
Axon Signal - Battery - CR2032 Single Pack	16
Axon Signal - Signal Sensor (sensor only)	16
Axon Signal Vehicle	16
Axon TASER - Battery Pack - Tactical	23
Axon TASER - Cleaning Kit	1
Axon TASER - Dock - Six-Bay Plus Core	1

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Axon TASER - Target - Conductive Professional Ruggedized	1
Axon TASER - Target Frame - Professional 27.5 in X 75 in	1
Axon TASER 10 - Cartridge - Halt	120
Axon TASER 10 - Cartridge - Inert	160
Axon TASER 10 - Cartridge - Live	240
Axon TASER 10 - Command Box	2
Axon TASER 10 - Handle - Yellow Class 3R	21
Axon TASER 10 - Holster - Safariland RH	16
Axon TASER 10 - Magazine - Halt Training Blue	4
Axon TASER 10 - Magazine - Inert Red	16
Axon TASER 10 - Magazine - Live Duty Black	21
Axon TASER 10 - Magazine - Live Training Purple	16
Axon TASER 10 - Replacement Interposer Bucket	1
Axon TASER 10 - Replacement Tool Kit - Interposer Bucket	1
Axon VR - Controller - Handgun VR19H	2
Axon VR - Controller - TASER 10	2
Axon VR - Headset - Battery	2
Axon VR - Headset - HTC Focus Vision	2
Axon VR - Holster - TASER 10 Safariland Gray - LH	2
Axon VR - Holster - TASER 10 Safariland Gray - RH	2
Axon VR - Multi-User Room Marker	4
Axon VR - Tablet	2
Axon VR - Tablet Case	2
Axon VR - Tactical Bag	2
Enhanced Hook-and-Loop Training (Halt) Suit (V2)	1
SOFTWARE	**QTY**
OSP-Unlimited (No VR)	16
TASER 10 Certification Standard Plan	16
VR TASER Skills Plan	16
SERVICES	**QTY**
Axon Body - License - Connected Camera 30 Months	24
Axon Fleet 3 - Deployment Per Vehicle - Not Oversized	16
Axon Fleet 3 - Installation - Upgrade (Per Vehicle)	16
Axon Fleet 3 - Services - ALPR API Integration	1
Axon Outpost - Standard Installation	1
Axon Outpost - Upgrade Installation	1
Axon Signal - Installation Service - Virtual	1
Axon TASER 10 - Replacement Access Program - Duty Cartridge	16
PSO 1-Day Onsite Training	1
WARRANTIES	**QTY**

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Axon Body - TAP Warranty - Camera	24
Axon Body - TAP Warranty - Multi-Bay Dock	3
Axon Body - TAP Warranty - Single-Bay Dock	16
Axon Fleet 3 - Ext Warranty - 2 Camera Kit	16
Axon Outpost - Ext Warranty - Camera	1
Axon Outpost - Maintenance	1
Axon Signal - Ext Warranty - Signal Sensor	16
Axon Signal - Ext Warranty - Signal Vehicle	16
Axon TASER - Ext Warranty - Battery Pack T7/T10	23
Axon TASER - Ext Warranty - Dock Six-Bay T7/T10	1
Axon TASER 10 - Ext Warranty - Handle	21
Axon VR - Ext Warranty - Handgun Controller	2
Axon VR - Ext Warranty - Headset	2
Axon VR - Ext Warranty - Tablet	2
Axon VR - Ext Warranty - TASER Controller	2

ESTIMATED SHIPPING DATE: Feb 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon Auto-Transcribe - Unlimited Service	24
Axon Body - License - Fusus Livestream	24
Axon Evidence - Fleet Vehicle License	16
Axon Evidence - License - Pro	24
Axon Evidence - Redaction Assistant User License	24
Axon Evidence - Storage - 10GB A La Carte	184
Axon Evidence - Storage - Axon Device Unlimited	16
Axon Evidence - Storage - Fleet 1 Camera Unlimited	32
Axon Fleet - Real-Time Location, Alerts & Livestream License	16
Axon Fleet 3 - ALPR License - 1 Camera	16
Axon Records - Draft One - AI-Assisted Report Writing	24
Axon Standards - License	16
Axon TASER - Data Science Program	16
Axon TASER - Evidence.Com License	17
Axon Vehicle Intelligence - ALPR License	1
Axon VR - User Access - Full VR	5
Axon VR - User Access - TASER Skills	16
Axon VR - User Access - TASER Skills to Full VR Upgrade	16

SERVICES	QTY
Axon TASER - On Demand Certification	16

ESTIMATED SHIPPING DATE: Jun 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

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HARDWARE	QTY
Axon Outpost - Battery & Charger Enclosure - Extended	8
Axon Outpost - Camera	8
Axon Outpost - Pole - Standard	8
Axon Outpost - Solar Panel - 100W	8
Axon Outpost - Standard Solar Hardware Kit	8
Axon Outpost - Top Mount End Cap - Standard	8
SERVICES	**QTY**
Axon Outpost - Standard Installation	8
Axon Outpost - Upgrade Installation	8
WARRANTIES	**QTY**
Axon Outpost - Ext Warranty - Camera	8
Axon Outpost - Maintenance	8

ESTIMATED SHIPPING DATE: Jul 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon Vehicle Intelligence - ALPR License	8

ESTIMATED SHIPPING DATE: Jan 15, 2028

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2029

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jul 15, 2029

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - TAP Refresh 1 - Camera	24
Axon Body - TAP Refresh 1 - Dock Multi-Bay	3
Axon Body - TAP Refresh 1 - Dock Single-Bay	16
Axon VR - TAP Refresh 1 - Handgun Controller	2
Axon VR - TAP Refresh 1 - Headset	2
Axon VR - TAP Refresh 1 - Tablet	2
Axon VR - TAP Refresh 1 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jan 15, 2030

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2031

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

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HARDWARE	QTY
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - TAP Refresh 2 - Camera	24
Axon Body - TAP Refresh 2 - Dock Multi-Bay	3
Axon Body - TAP Refresh 2 - Dock Single-Bay	16
Axon Fleet - TAP Refresh 1 - 2 Camera Kit	16
Axon TASER - Certification Program Year 6-10 Hardware	16
Axon VR - TAP Refresh 2 - Handgun Controller	2
Axon VR - TAP Refresh 2 - Headset	2
Axon VR - TAP Refresh 2 - Tablet	2
Axon VR - TAP Refresh 2 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jun 15, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Outpost - TAP Refresh One - Battery Enclosure Extended	9
Axon Outpost - TAP Refresh One - Camera	9

ESTIMATED SHIPPING DATE: Aug 1, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon TASER - Battery Pack - Tactical	5
Axon TASER 10 - Command Box	1
Axon TASER 10 - Handle - Yellow Class 3R	5
Axon TASER 10 - Magazine - Live Duty Black	5
WARRANTIES	**QTY**
Axon TASER - Ext Warranty - Battery Pack T7/T10	5
Axon TASER 10 - Ext Warranty - Handle	5

ESTIMATED SHIPPING DATE: Jul 15, 2034

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - TAP Refresh 3 - Camera	24
Axon Body - TAP Refresh 3 - Dock Multi-Bay	3
Axon Body - TAP Refresh 3 - Dock Single-Bay	16
Axon VR - TAP Refresh 3 - Handgun Controller	2
Axon VR - TAP Refresh 3 - Headset	2
Axon VR - TAP Refresh 3 - Tablet	2
Axon VR - TAP Refresh 3 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jan 15, 2037

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

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HARDWARE	QTY
Axon Body - TAP Refresh 4 - Camera	24
Axon Body - TAP Refresh 4 - Dock Multi-Bay	3
Axon Body - TAP Refresh 4 - Dock Single-Bay	16
Axon Fleet - TAP Refresh 2 - 2 Camera Kit	16
Axon Outpost - TAP Refresh Two - Battery Enclosure Extended	9
Axon Outpost - TAP Refresh Two - Camera	9

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TERMS & CONDITIONS

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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 #101223-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.

EXCEPTIONS TO STANDARD TERMS AND CONDITIONS

Agency has existing contract(s) originated via Quote(s):

Q-378641, Q-449178, Q-560635, Q-780768, Q-834004,

Agency is terminating those contracts effective 2/15/2027. Any changes in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Transfer Balance of $27,827.12

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance . Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

DRAFT

OUTPOST SOW

1. Purpose

This Statement of Work ("SOW") outlines the scope, responsibilities, and installation details for Axon as part of the Customer's purchase of Axon Outpost. This SOW operates under the terms of the Agreement. All capitalized terms in this SOW shall have the same meaning as the Agreement.

2. Scope of Work

Axon and Axon authorized subcontractors will install and maintain Axon Outpost on selected Customer owned properties.

3. Installation Location

Customer grants Axon the right to install and maintain Axon Outpost at location sites approved by Axon.

3.1. If location sites have not been selected or assessed at the time of contract signature, Axon reserves the right to invoice the Customer for additional install complexities not accounted for in the initial quote.

4. Installation, Validation, and Support

4.1. Site Selection and Assessment. Axon will support site selection and assessment. Assessments may be conducted virtually or in-person and may include confirmation of visibility/coverage, cellular strength, solar feasibility, and access to AC power sources.

4.1.1. For all existing infrastructure installation sites, Customer is responsible for condition of existing infrastructure.

4.1.2. If during a site walk it has been deemed that an installation is more complex than initially quoted, Axon reserves the right to invoice Customer for the additional cost of installation.

4.1.3. If Axon deems a selected location site is not suitable for installation, a new site must be selected and assessed.

4.2. Permitting. Axon will assist with obtaining the necessary local, state, or Federal approvals before installing Outpost. All permitting fees are the responsibility of the customer. All permit licenses will be in the name of the customer.

4.3. Installation. Axon will install all Axon Outpost hardware and agreed-upon pole (where applicable).

4.3.1. Solar Sites. For sites with solar power, Axon will: (a) install the Outpost camera, battery, and solar panel; (b) ensure the camera is connected to power and LTE; (c) ensure the camera is set at the optimal capture angle; (d) ensure the panel is installed for optimal sun exposure.

4.3.2. AC Sites. For sites with AC power, Axon will: (a) install the Outpost camera and AC adapter; (b) ensure the camera is set at the optimal capture angle. Axon will not conduct any electrical work to connect the AC adapter to power. The customer may work with a licensed electrician to connect the camera to power. Or, If requested, the customer may request for Axon to coordinate with a licensed electrician for an additional cost.

4.3.3. Existing Infrastructure Installations. If selected infrastructure has existing camera(s), Axon will remove the hardware before installing Outpost. Axon will not dispose of equipment, repair any surfaces or structures, or remove underground cables or conduit.

4.3.4. Standard and Advanced Installations. For Standard or Advanced installations, Axon will install a breakaway or MASH approved pole, respectively. Axon will call 811 prior to installation.

4.3.5. DOT Pole Installation Service. Axon will install Outpost on existing DOT poles and ensure compliance with DOT guidelines. Axon will not install DOT poles.

4.3.6. Complex Location Sites. Complex location sites require a custom SOW and include, but are not limited to, toll booths, bridges and overpasses, federal or military land, areas with restricted access or high security, flood zones, railway crossing, mountainous or hilly terrain.

4.3.7. Exclusions. Installation services do not include the following, unless specifically scoped in a custom SOW: electrical work, concrete drilling, bucket truck or non-standard equipment rental, trenching, tree trimming, custom engineered drawings or traffic plans, traffic control beyond basic MUTCD traffic control, environmental impact studies.

5. Power Requirements

5.1. AC-Powered Sites. Axon will provide all necessary equipment compatible with standard AC power configurations. Customer is responsible for contracting a licensed electrician to ensure installation meets NEC (National Electrical Code) standards and the power must be continuous and non-switched to support uninterrupted system operation; all electrical work must comply with local codes and safety regulations.

5.2. Solar-Powered Sites. Installation sites must offer unobstructed southern exposure to maximize solar efficiency. Axon will assess solar viability during site assessment, including shading, positioning, and mounting considerations. Customer will ensure the selected location sites must maintain direct, unobstructed visibility to the sky to ensure consistent solar energy capture. Customer agrees to help maintain environmental conditions that support reliable solar performance (e.g., minimizing nearby shade, vegetation growth).

6. Traffic Control

Axon will provide basic MUTCD traffic control and provide necessary traffic signs, cones, and temporary barriers.

7. Dependencies and Potential Delays

Installation is subject to but not limited by the following factors, which may affect scheduling and completion: delays due to local permitting requirements or jurisdictional approvals; availability and completion of necessary electrical work at the installation site (for AC-powered setups); coordination with Customer and subcontractors, including restricted hours or special access requirements; weather-related delays that may impact site safety or installation feasibility; or any site-specific safety protocols or regulatory requirements that must be satisfied prior to deployment.

8. Training and Onboarding

Axon's team will provide hands-on training for relevant personnel, user credentials and access to supporting applications, and operational guidance tailored to the current system configuration.

9. General Responsibilities

9.1. Axon will: (a) install, configure, and maintain all hardware at designated location site; (b) validate system power, connectivity, and functionality of Outpost; (c) integrate Outpost with Fusus, including NCIC and state hotlists; and (d) will provide training, documentation, and technical support to Customer personnel.

9.2. Customer will: (a) fund and maintain all legally required permits, authorizations, and/or licensing to place, maintain, and/or remove the Outpost at the installation sites; (b) ensure access to installation sites, support device placement communication, and coordinate internally (e.g., facilities, IT, legal, public safety) to facilitate deployment; (c) support scheduling for permitting and local compliance requirements; (d) designate a primary and backup point of contact; and (e) support site selection, utility clearance, and installation approvals.

DRAFT

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-862441-007 Acct: 201903

Issued	**Sep 17, 2026**
Expires	**Sep 25, 2026**
Payment Terms	**N30**
Mode of Delivery	**AUTO-GND**

Corcoran Police Dept. - MN

Currency: USD

CUSTOMER DETAILS

SHIP TO
Corcoran Police Dept. - MN
8200 County Road 116
Hamel, MN
55340-2100
USA

BILL TO
Corcoran Police Dept. - MN
8200 County Road 116
Hamel, MN
55340-2100
USA

SALES REPRESENTATIVE
Jonah Brownell
Email: jbrownell@axon.com

PRIMARY CONTACT
Ryan Burns
Phone: (763) 420-8966
Email: rburns@corcoranmn.gov

QUOTE SUMMARY

Program Length	**137.5 Months**
Contract Start	**Sep 1, 2025**
Contract End	**Feb 14, 2037**
TOTAL CONTRACT	
Net Total	**$1,398,129.38**
Transfer Balance	**$27,827.12**
Hardware	**$501,617.42**
Software	**$683,647.21**
Services	**$65,582.43**
Warranties	**$119,455.20**
Est. Tax	**$0.00**
Total Contract Value	**$1,398,129.38**

DISCOUNT SUMMARY

List Price	**$2,050,452.96**
Total Savings	**$652,323.58**
Discount	**31.81%**
Avg. Savings / Year	**$56,930.06**

PAYMENT SUMMARY

DATE	SUBTOTAL	EST. TAX	TOTAL
Aug 1, 2026	$160,000.00	$0.00	$160,000.00
Aug 1, 2027	$137,569.93	$0.00	$137,569.93
Aug 1, 2028	$137,569.93	$0.00	$137,569.93
Aug 1, 2029	$137,569.93	$0.00	$137,569.93
Aug 1, 2030	$137,569.93	$0.00	$137,569.93
Aug 1, 2031	$137,569.93	$0.00	$137,569.93
Aug 1, 2032	$137,569.93	$0.00	$137,569.93
Aug 1, 2033	$137,569.93	$0.00	$137,569.93
Aug 1, 2034	$137,569.93	$0.00	$137,569.93
Aug 1, 2035	$137,569.94	$0.00	$137,569.94
Total	**$1,398,129.38**	**$0.00**	**$1,398,129.38**

SUMMARY PRICING FOR TERM

ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
TRANSFER BALANCE									
103070	Outpost TAP Bundle True-Up	8	5 (7/2027)	—	$100.83	$100.83	$4,033.20	$0.00	$4,033.20
100552	Transfer Balance - Goods	1	—	—	$1.00	$26,996.13	$26,996.13	$0.00	$26,996.13
100553	Transfer Balance - Software and Services	1	—	—	$1.00	$830.99	$830.99	$0.00	$830.99
						Transfer Balance Total	$31,860.32	$0.00	$31,860.32
BODY WORN CAMERA									
H00002	Axon Body 4 Multi-Bay Dock Bundle	3	120 (2/2027)	—	$1,638.90	$1,638.90	$4,916.70	$0.00	$4,916.70
HWCNAB4	Axon Body 4 Connected Hardware Bundle	24	120 (2/2027)	—	$1,049.00	$1,049.00	$25,176.00	$0.00	$25,176.00
H00003	Axon Body 4 Single-Bay Dock Bundle	16	120 (2/2027)	—	$229.00	$229.00	$3,664.00	$0.00	$3,664.00
BWCamMBDTAP10 Year	Body Worn Camera Multi-Bay Dock TAP 10 Year Bundle	1	120 (2/2027)	$84.42	$39.98	$39.98	$4,797.60	$0.00	$4,797.60
BWCamTAP10Yr	Body Worn Camera TAP 10 Year Bundle	8	120 (2/2027)	$52.45	$37.46	$37.46	$35,961.52	$0.00	$35,961.52
						Body Worn Camera Total	$74,515.82	$0.00	$74,515.82
CEW									
T10ALCHWK	TASER 10 A-La-Carte Hardware Kit	5	120 (2/2027)	—	$3,770.12	$3,770.12	$18,850.60	$0.00	$18,850.60
T10ALCHWK	TASER 10 A-La-Carte Hardware Kit	5	53.5 (9/2032)	—	$3,030.77	$3,030.77	$15,153.85	$0.00	$15,153.85
						CEW Total	$34,004.45	$0.00	$34,004.45
DIGITAL EVIDENCE MANAGEMENT									
20248	Axon TASER - Evidence.Com License	3	17.5 (9/2025)	—	$5.57	$5.57	$292.68	$0.00	$292.68
20248	Axon TASER - Evidence.Com License	3	8.5 (6/2026)	—	$5.69	$5.69	$144.99	$0.00	$144.99
ProLicense	Pro License Bundle	8	120 (2/2027)	—	$54.52	$54.03	$51,868.80	$0.00	$51,868.80
85760	Axon Auto-Transcribe - Unlimited Service	24	120 (2/2027)	—	$30.29	$10.60	$30,532.32	$0.00	$30,532.32
73478	Axon Evidence - Redaction Assistant User License	24	120 (2/2027)	—	$12.12	$0.00	$0.00	$0.00	$0.00
						Digital Evidence Management Total	$82,838.79	$0.00	$82,838.79
FLEET									
Fleet3A10Yr	Fleet 3 Advanced 10 Year	16	120 (2/2027)	$291.46	$248.53	$223.68	$429,460.00	$0.00	$429,460.00
100159	Axon Fleet 3 - Services - ALPR API Integration	1	—	—	$3,000.00	$0.00	$0.00	$0.00	$0.00
						Fleet Total	$429,460.00	$0.00	$429,460.00
FUSUS									
73447	Axon Body - License - Fusus Livestream	8	120 (2/2027)	—	$18.17	$0.00	$0.00	$0.00	$0.00
						Fusus Total	$0.00	$0.00	$0.00

ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
OFFICER SAFETY PLAN									
M00049	Officer Safety Plan 10	16	120 (2/2027)	$350.91	$264.13	$258.79	$496,872.28	$0.00	$496,872.28
						Officer Safety Plan Total	$496,872.28	$0.00	$496,872.28
PROFESSIONAL SERVICES									
102526	PSO 1-Day Onsite Training	1	—	—	$8,000.00	$0.00	$0.00	$0.00	$0.00
						Professional Services Total	$0.00	$0.00	$0.00
SIGNAL SENSOR									
100610	Axon Signal - Installation Service - Virtual	1	—	—	$1,500.00	$0.00	$0.00	$0.00	$0.00
						Signal Sensor Total	$0.00	$0.00	$0.00
VEHICLE INTELLIGENCE									
B00076	Outpost TAP Plan	1	120 (2/2027)	$357.49	$264.97	$239.98	$28,797.40	$0.00	$28,797.40
B00076	Outpost TAP Plan	8	115 (7/2027)	$357.49	$264.97	$238.89	$219,780.32	$0.00	$219,780.32
102703	Axon Outpost - Warranty - Vandalism/ Accident Extension	9	137.5 (9/2025)	—	$1,200.00	$0.00	$0.00	$0.00	$0.00
						Vehicle Intelligence Total	$248,577.72	$0.00	$248,577.72
VIRTUAL REALITY									
V00023	Full VR Plan	5	120 (2/2027)	$88.19	$28.82	$0.00	$0.00	$0.00	$0.00
V00026	Upgrade 2026 TASER Skills to Full VR Plan	16	120 (2/2027)	$23.15	$14.41	$0.00	$0.00	$0.00	$0.00
						Virtual Reality Total	$0.00	$0.00	$0.00
							SUBTOTAL	EST. TAX	TOTAL
	Total						$1,398,129.38	$0.00	$1,398,129.38

DELIVERY SCHEDULE

ESTIMATED SHIPPING DATE: Aug 1, 2025

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

WARRANTIES	QTY
Axon Outpost - Warranty - Vandalism/Accident Extension	9

ESTIMATED SHIPPING DATE: Sep 1, 2025

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon TASER - Evidence.Com License	3

ESTIMATED SHIPPING DATE: Jun 1, 2026

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon TASER - Evidence.Com License	3

ESTIMATED SHIPPING DATE: Jan 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - Dock Powercord - North America	4
Axon Body - Dock Wall Mount - Bracket Assembly	4
Axon Body - Dock/Dataport Powercord - North America	16
Axon Body - Mount - Wing Clip Rapidlock	27
Axon Body 4 - Cable - USB-C to USB-C	27
Axon Body 4 - Camera - First Responder Black Rapidlock US	24
Axon Body 4 - Dock - Eight-Bay	3
Axon Body 4 - Dock - Single-Bay	16
Axon Body 4 - Magnetic Disconnect Cable	27
Axon Fleet - Ericsson R980-5GD-A+5Yr Netcloud	16
Axon Fleet - Taoglas Ant - 7-in-1 4Cell 2WIFI 1GNSS Int	16
Axon Fleet 3 - Standard 2 Camera Kit	16
Axon Outpost - Battery & Charger Enclosure - Extended	1
Axon Outpost - Camera	1
Axon Outpost - Pole - Standard	1
Axon Outpost - Solar Panel - 100W	1
Axon Outpost - Standard Solar Hardware Kit	1
Axon Outpost - Top Mount End Cap - Standard	1
Axon Signal - Battery - CR2032 Single Pack	16
Axon Signal - Signal Sensor (sensor only)	16
Axon Signal Vehicle	16
Axon TASER - Battery Pack - Tactical	23
Axon TASER - Cleaning Kit	1
Axon TASER - Dock - Six-Bay Plus Core	1
Axon TASER - Target - Conductive Professional Ruggedized	1

Axon TASER - Target Frame - Professional 27.5 in X 75 in	1
Axon TASER 10 - Cartridge - Halt	120
Axon TASER 10 - Cartridge - Inert	160
Axon TASER 10 - Cartridge - Live	240
Axon TASER 10 - Command Box	2
Axon TASER 10 - Handle - Yellow Class 3R	21
Axon TASER 10 - Holster - Safariland RH	16
Axon TASER 10 - Magazine - Halt Training Blue	4
Axon TASER 10 - Magazine - Inert Red	16
Axon TASER 10 - Magazine - Live Duty Black	21
Axon TASER 10 - Magazine - Live Training Purple	16
Axon TASER 10 - Replacement Interposer Bucket	1
Axon TASER 10 - Replacement Tool Kit - Interposer Bucket	1
Axon VR - Controller - Handgun VR19H	2
Axon VR - Controller - TASER 10	2
Axon VR - Headset - Battery	2
Axon VR - Headset - HTC Focus Vision	2
Axon VR - Holster - TASER 10 Safariland Gray - LH	2
Axon VR - Holster - TASER 10 Safariland Gray - RH	2
Axon VR - Multi-User Room Marker	4
Axon VR - Tablet	2
Axon VR - Tablet Case	2
Axon VR - Tactical Bag	2
Enhanced Hook-and-Loop Training (Halt) Suit (V2)	1
SOFTWARE	**QTY**
OSP-Unlimited (No VR)	16
TASER 10 Certification Standard Plan	16
VR TASER Skills Plan	16
SERVICES	**QTY**
Axon Body - License - Connected Camera 30 Months	24
Axon Fleet 3 - Deployment Per Vehicle - Not Oversized	16
Axon Fleet 3 - Installation - Upgrade (Per Vehicle)	16
Axon Fleet 3 - Services - ALPR API Integration	1
Axon Outpost - Standard Installation	1
Axon Outpost - Upgrade Installation	1
Axon Signal - Installation Service - Virtual	1
Axon TASER 10 - Replacement Access Program - Duty Cartridge	16
PSO 1-Day Onsite Training	1
WARRANTIES	**QTY**
Axon Body - TAP Warranty - Camera	24
Axon Body - TAP Warranty - Multi-Bay Dock	3

Axon Body - TAP Warranty - Single-Bay Dock	16
Axon Fleet 3 - Ext Warranty - 2 Camera Kit	16
Axon Outpost - Ext Warranty - Camera	1
Axon Outpost - Maintenance	1
Axon Signal - Ext Warranty - Signal Sensor	16
Axon Signal - Ext Warranty - Signal Vehicle	16
Axon TASER - Ext Warranty - Battery Pack T7/T10	23
Axon TASER - Ext Warranty - Dock Six-Bay T7/T10	1
Axon TASER 10 - Ext Warranty - Handle	21
Axon VR - Ext Warranty - Handgun Controller	2
Axon VR - Ext Warranty - Headset	2
Axon VR - Ext Warranty - Tablet	2
Axon VR - Ext Warranty - TASER Controller	2

ESTIMATED SHIPPING DATE: Feb 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	QTY
Axon Auto-Transcribe - Unlimited Service	24
Axon Body - License - Fusus Livestream	24
Axon Evidence - Fleet Vehicle License	16
Axon Evidence - License - Pro	24
Axon Evidence - Redaction Assistant User License	24
Axon Evidence - Storage - 10GB A La Carte	184
Axon Evidence - Storage - Axon Device Unlimited	16
Axon Evidence - Storage - Fleet 1 Camera Unlimited	32
Axon Fleet - Real-Time Location, Alerts & Livestream License	16
Axon Fleet 3 - ALPR License - 1 Camera	16
Axon Standards - License	16
Axon TASER - Data Science Program	16
Axon TASER - Evidence.Com License	17
Axon Vehicle Intelligence - ALPR License	1
Axon VR - User Access - Full VR	5
Axon VR - User Access - TASER Skills	16
Axon VR - User Access - TASER Skills to Full VR Upgrade	16
SERVICES	**QTY**
Axon TASER - On Demand Certification	16

ESTIMATED SHIPPING DATE: Jun 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Outpost - Battery & Charger Enclosure - Extended	8
Axon Outpost - Camera	8
Axon Outpost - Pole - Standard	8

Axon Outpost - Solar Panel - 100W	8
Axon Outpost - Standard Solar Hardware Kit	8
Axon Outpost - Top Mount End Cap - Standard	8
SERVICES	**QTY**
Axon Outpost - Standard Installation	8
Axon Outpost - Upgrade Installation	8
WARRANTIES	**QTY**
Axon Outpost - Ext Warranty - Camera	8
Axon Outpost - Maintenance	8

ESTIMATED SHIPPING DATE: Jul 15, 2027

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

SOFTWARE	**QTY**
Axon Vehicle Intelligence - ALPR License	8

ESTIMATED SHIPPING DATE: Jan 15, 2028

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2029

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jul 15, 2029

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon Body - TAP Refresh 1 - Camera	24
Axon Body - TAP Refresh 1 - Dock Multi-Bay	3
Axon Body - TAP Refresh 1 - Dock Single-Bay	16
Axon VR - TAP Refresh 1 - Handgun Controller	2
Axon VR - TAP Refresh 1 - Headset	2
Axon VR - TAP Refresh 1 - Tablet	2
Axon VR - TAP Refresh 1 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jan 15, 2030

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2031

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon TASER 10 - Cartridge - Halt	80

ESTIMATED SHIPPING DATE: Jan 15, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	**QTY**
Axon Body - TAP Refresh 2 - Camera	24

Axon Body - TAP Refresh 2 - Dock Multi-Bay	3
Axon Body - TAP Refresh 2 - Dock Single-Bay	16
Axon Fleet - TAP Refresh 1 - 2 Camera Kit	16
Axon TASER - Certification Program Year 6-10 Hardware	16
Axon VR - TAP Refresh 2 - Handgun Controller	2
Axon VR - TAP Refresh 2 - Headset	2
Axon VR - TAP Refresh 2 - Tablet	2
Axon VR - TAP Refresh 2 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jun 15, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Outpost - TAP Refresh One - Battery Enclosure Extended	9
Axon Outpost - TAP Refresh One - Camera	9

ESTIMATED SHIPPING DATE: Aug 1, 2032

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon TASER - Battery Pack - Tactical	5
Axon TASER 10 - Command Box	1
Axon TASER 10 - Handle - Yellow Class 3R	5
Axon TASER 10 - Magazine - Live Duty Black	5
WARRANTIES	**QTY**
Axon TASER - Ext Warranty - Battery Pack T7/T10	5
Axon TASER 10 - Ext Warranty - Handle	5

ESTIMATED SHIPPING DATE: Jul 15, 2034

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - TAP Refresh 3 - Camera	24
Axon Body - TAP Refresh 3 - Dock Multi-Bay	3
Axon Body - TAP Refresh 3 - Dock Single-Bay	16
Axon VR - TAP Refresh 3 - Handgun Controller	2
Axon VR - TAP Refresh 3 - Headset	2
Axon VR - TAP Refresh 3 - Tablet	2
Axon VR - TAP Refresh 3 - TASER Controller	2

ESTIMATED SHIPPING DATE: Jan 15, 2037

Shipping Location: **8200 County Road 116, Hamel, MN, 55340-2100, USA**

HARDWARE	QTY
Axon Body - TAP Refresh 4 - Camera	24
Axon Body - TAP Refresh 4 - Dock Multi-Bay	3
Axon Body - TAP Refresh 4 - Dock Single-Bay	16
Axon Fleet - TAP Refresh 2 - 2 Camera Kit	16
Axon Outpost - TAP Refresh Two - Battery Enclosure Extended	9
Axon Outpost - TAP Refresh Two - Camera	9

TERMS & CONDITIONS

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 #101223-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 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.

EXCEPTIONS TO STANDARD TERMS AND CONDITIONS

Agency has existing contract(s) originated via Quote(s):

Q-378641, Q-449178, Q-560635, Q-780768, Q-834004,

Agency is terminating those contracts effective 2/15/2027. Any changes in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Transfer Balance of $27,827.12

Rewrite Estimates
Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing
Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing
Shipment Variance . Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

Signature
9/17/2026

Date Signed

OUTPOST SOW

1. Purpose

This Statement of Work ("SOW") outlines the scope, responsibilities, and installation details for Axon as part of the Customer's purchase of Axon Outpost. This SOW operates under the terms of the Agreement. All capitalized terms in this SOW shall have the same meaning as the Agreement.

2. Scope of Work

Axon and Axon authorized subcontractors will install and maintain Axon Outpost on selected Customer owned properties.

3. Installation Location

Customer grants Axon the right to install and maintain Axon Outpost at location sites approved by Axon.

3.1. If location sites have not been selected or assessed at the time of contract signature, Axon reserves the right to invoice the Customer for additional install complexities not accounted for in the initial quote.

4. Installation, Validation, and Support

4.1. Site Selection and Assessment. Axon will support site selection and assessment. Assessments may be conducted virtually or in-person and may include confirmation of visibility/coverage, cellular strength, solar feasibility, and access to AC power sources.

4.1.1. For all existing infrastructure installation sites, Customer is responsible for condition of existing infrastructure.

4.1.2. If during a site walk it has been deemed that an installation is more complex than initially quoted, Axon reserves the right to invoice Customer for the additional cost of installation.

4.1.3. If Axon deems a selected location site is not suitable for installation, a new site must be selected and assessed.

4.2. Permitting. Axon will assist with obtaining the necessary local, state, or Federal approvals before installing Outpost. All permitting fees are the responsibility of the customer. All permit licenses will be in the name of the customer.

4.3. Installation. Axon will install all Axon Outpost hardware and agreed-upon pole (where applicable).

4.3.1. Solar Sites. For sites with solar power, Axon will: (a) install the Outpost camera, battery, and solar panel; (b) ensure the camera is connected to power and LTE; (c) ensure the camera is set at the optimal capture angle; (d) ensure the panel is installed for optimal sun exposure.

4.3.2. AC Sites. For sites with AC power, Axon will: (a) install the Outpost camera and AC adapter; (b) ensure the camera is set at the optimal capture angle. Axon will not conduct any electrical work to connect the AC adapter to power. The customer may work with a licensed electrician to connect the camera to power. Or, If requested, the customer may request for Axon to coordinate with a licensed electrician for an additional cost.

4.3.3. Existing Infrastructure Installations. If selected infrastructure has existing camera(s), Axon will remove the hardware before installing Outpost. Axon will not dispose of equipment, repair any surfaces or structures, or remove underground cables or conduit.

4.3.4. Standard and Advanced Installations. For Standard or Advanced installations, Axon will install a breakaway or MASH approved pole, respectively. Axon will call 811 prior to installation.

4.3.5. DOT Pole Installation Service. Axon will install Outpost on existing DOT poles and ensure compliance with DOT guidelines. Axon will not install DOT poles.

4.3.6. Complex Location Sites. Complex location sites require a custom SOW and include, but are not limited to, toll booths, bridges and overpasses, federal or military land, areas with restricted access or high security, flood zones, railway crossing, mountainous or hilly terrain.

4.3.7. Exclusions. Installation services do not include the following, unless specifically scoped in a custom SOW: electrical work, concrete drilling, bucket truck or non-standard equipment rental, trenching, tree trimming, custom engineered drawings or traffic plans, traffic control beyond basic MUTCD traffic control, environmental impact studies.

5. Power Requirements

5.1. AC-Powered Sites. Axon will provide all necessary equipment compatible with standard AC power configurations. Customer is responsible for contracting a licensed electrician to ensure installation meets NEC (National Electrical Code) standards and the power must be continuous and non-switched to support uninterrupted system operation; all electrical work must comply with local codes and safety regulations.

5.2. Solar-Powered Sites. Installation sites must offer unobstructed southern exposure to maximize solar efficiency. Axon will assess solar viability during site assessment, including shading, positioning, and mounting considerations. Customer will ensure the selected location sites must maintain direct, unobstructed visibility to the sky to ensure consistent solar energy capture. Customer agrees to help maintain environmental conditions that support reliable solar performance (e.g., minimizing nearby shade, vegetation growth).

6. Traffic Control

Axon will provide basic MUTCD traffic control and provide necessary traffic signs, cones, and temporary barriers.

7. Dependencies and Potential Delays

Installation is subject to but not limited by the following factors, which may affect scheduling and completion: delays due to local permitting requirements or jurisdictional approvals; availability and completion of necessary electrical work at the installation site (for AC-powered setups); coordination with Customer and subcontractors, including restricted hours or special access requirements; weather-related delays that may impact site safety or installation feasibility; or any site-specific safety protocols or regulatory requirements that must be satisfied prior to deployment.

8. Training and Onboarding

Axon's team will provide hands-on training for relevant personnel, user credentials and access to supporting applications, and operational guidance tailored to the current system configuration.

9. General Responsibilities

9.1. Axon will: (a) install, configure, and maintain all hardware at designated location site; (b) validate system power, connectivity, and functionality of Outpost; (c) integrate Outpost with Fusus, including NCIC and state hotlists; and (d) will provide training, documentation, and technical support to Customer personnel.

9.2. Customer will: (a) fund and maintain all legally required permits, authorizations, and/or licensing to place, maintain, and/or remove the Outpost at the installation sites; (b) ensure access to installation sites, support device placement communication, and coordinate internally (e.g., facilities, IT, legal, public safety) to facilitate deployment; (c) support scheduling for permitting and local compliance requirements; (d) designate a primary and backup point of contact; and (e) support site selection, utility clearance, and installation approvals.

CITY OF CORCORAN

Program Proposal — Update

TO:	Chief of Police; City Administrator; Mayor and Members of the City Council
FROM:	Mark Lanterman, Councilmember; Ryan Burns, Deputy Director of Public Safety
DATE:	September 17, 2026
SUBJECT:	Police Technology Program — Final Axon Quotes, Award and Conditions (supersedes September 15 proposal)

1. RECOMMENDATION

The Police Department's body-worn and in-car cameras went live in fall 2020 and are at the end of their service life. On June 11 the Council also directed staff to explore artificial-intelligence tools. We recommend that on September 24 the Council:

1. Approve Axon Option 1 (Quote Q-862441-008) through Sourcewell cooperative contract 101223-AXN: body-worn cameras for 24 users, in-car systems for 16 squads, TASER 10 with virtual-reality training for 21 users, Signal, Draft One AI report writing, and nine Outpost fixed license-plate cameras.
2. Authorize execution at $1,458,329 for initial contract value, after City Attorney review and subject to the conditions in Section 6.

Axon's incentive pricing expires September 25, and September 24 is the only meeting before then. The incentive lowers Option 1 from $1,523,949 to $1,458,329, a saving of about $65,621. The City has previously held public comment on use of the technology on 8/13/2020 and will provide the opportunity for public comment during the upcoming regular meeting.

2. WHAT CHANGED SINCE SEPTEMBER 15

1. Axon issued final quotes on September 17. Both options now use the Officer Safety Plan and both include Outpost; they differ only by Draft One.
2. Axon declined to quote Outpost as a separate optional line at package pricing. Outpost therefore stays in the package but can be removed from the approval by Council.
3. Axon confirmed pricing will run through Sourcewell rather than the Minnesota state contract it had used.
4. Staff identified the current spending the program replaces: $19,059 a year for the existing TASER contract through 2029, $5,265 a year for existing body worn and squad camera licensing, and $31,500 a year for the current license-plate reader contract.

3. COST

Option	Total	First payment	Nine annual payments
Option 1 — with Draft One (recommended)	**$1,458,329**	$160,000	$144,259
Option 2 — without Draft One	$1,398,129	$160,000	$137,570

Axon quotes Q-862441-008 and Q-862441-007, issued September 17, 2026. Option 1 payments reflect the $160,000 first payment staff requested to match the 2027 Capital Improvement Plan; Axon will reissue the quote on that basis.

Draft One adds $90,732 to Option 1, but it also makes Auto-Transcribe free, which Option 2 charges $30,532 for. Its net cost is about $60,199 over the term, or roughly $6,700 a year.

The quotes compare their price with a list price and show savings of $818,953 on Option 1. List price is Axon's own anchor and is not a measure of value. The savings the City can verify is the $65,621 incentive against the price Axon quoted before September 17.

Both options transition existing Axon contracts into this agreement. The quote adds a $27,827 transfer balance to the price rather than subtracting it; it appears to be the unpaid balance of those contracts carried into the new

one. Staff should confirm this, and confirm that the TASER payments counted as replaced spending are not also inside the transfer balance.

After the initial contract execution we anticipate a small initiation fee (+/- $500). The first substantial invoice must fall no earlier than the first half of 2027 so it is paid from the 2027 budget, with the nine subsequent annual payments following in 2028 through 2036.

4. LICENSE-PLATE READING AND DATA SHARING

Outpost would replace the current fixed license-plate cameras when that contract ends in June 2027. One Outpost camera ships with the initial equipment in January 2027 and eight more in June 2027.

Every Axon option also includes plate reading on the Fleet 3 in-car systems in all 16 squads. Axon confirms it cannot be limited to city boundaries and that muting alerts does not stop collection. Axon has agreed that plate reading can stay unprovisioned until the City authorizes it in writing, at no change in price.

Axon states that sharing is off by default, enabled only by the agency, revocable, and cannot be passed on by a receiving agency, and that it provides no standing federal access. These statements come from Axon's council toolkit and emails, not its contract.

5. CONTRACT TERMS

The quotes incorporate Sourcewell contract 101223-AXN but state that Axon's own Master Services and Purchasing Agreement governs if the two conflict. Sourcewell's added protections — the price ceiling, stronger warranty, termination on a change in law, negligence indemnity and cyber insurance — exist precisely where the two differ, so that clause would let Axon's terms win. The Sourcewell contract also expires in December 2027, well short of the term. The City will seek to reverse the order of precedence or carry those protections through the full term in a City addendum.

Signing the quote as written also enrolls the City in Axon's Customer Experience Improvement Program, which shares de-identified City content with Axon for product development. Axon states the opt-out is all-or-nothing, so it should be written into the agreement before signature if the City desires to opt out.

The Option 1 quote in the packet is marked as a non-binding budgetary estimate. Axon's quotes also describe all shipment dates, including the hardware refresh dates, as estimates rather than guarantees. The contract should reference delivery terms in the quote; staff will add the quote number and date.

6. CONDITIONS OF AWARD

The agreement must provide:

1. A binding Option 1 quote at $1,458,329, with the first small invoice upon execution and the first substantial invoice no earlier than the first half of 2027 and nine annual payments after it.
2. Final contract terms reviewed by the City Attorney.
3. City ownership of all data; export in open formats at no cost beyond reasonable migration fees. Council should indicate if the City should opt out of Axon’s Customer Experience Improvement Program.
4. Hardware refreshes stated as contract entitlements: body cameras about July 2029, January 2032, July 2034 and January 2037; in-car systems and Outpost 2032 and 2037; with all hardware remaining City property.
5. Staff will seek per-unit prices for additional users and equipment locked for the term.

7. NEXT STEPS

By September 23	Binding Option 1 quote; Axon confirmation on the incentive; conditions written into the agenda resolution.
September 24	Work session; public comment; Council action.
October – December	City Attorney review and contract execution.
February 15, 2027	Substantial program rollout occurs.

8. SUGGESTED MOTION

Motion to approve a ten-year police technology program with Axon Enterprise, Inc. under Sourcewell contract 101223-AXN, consisting of Axon Option 1 (Quote Q-862441-008), at an initial cost of $1,458,329; and to authorize the appropriate City officials to execute the agreement upon City Attorney review, subject to the conditions in the proposal dated September 17, 2026.

If the Council declines Draft One, substitute Option 2 (Quote Q-862441-007) at an initial cost of $1,398,129.

Formal motion language contained in 9/24/2026 City Council Meeting staff report.

Attachments: Axon Quotes Q-862441-008 and Q-862441-007; Axon Executive Summary (September 17, 2026).

AXON × CORCORAN POLICE DEPARTMENT

Executive Summary — Two Final 10-Year Technology Quotes

INCENTIVE PRICING EXPIRES
September 25, 2026
Council vote scheduled Sept 24, 2026

Two finalized, incentive-priced 10-year quotes are ready for Corcoran PD's technology modernization project. Both deliver a fully connected ecosystem — body cameras, in-car systems, fixed LPR, and the TASER 10 Officer Safety Plan — covered by a 10-year Technology Assurance Plan with no added hardware-refresh cost. Option 1 adds Draft One AI report writing.

QUOTE SNAPSHOT

	OPTION 1 OSP, Fleet, Outpost, Draft One Q-862441-008	OPTION 2 OSP, Fleet, Outpost Q-862441-007
Term	137.5 months · Sep 2025 – Feb 2037	137.5 months · Sep 2025 – Feb 2037
Year 1 / Years 2–10	$165,789 (Aug 2026) then $143,615/yr (2027–35)	$160,000 (Aug 2026) then $137,570/yr (2027–35)
Total Contract Value	**$1,458,329**	**$1,398,129**
List Price / Savings	$2,277,282 list → saves $818,953 (36.0%)	$2,050,453 list → saves $652,324 (31.8%)
Draft One (AI Report Writing)	**Included — 24 users**	Not included
Existing Contracts	Consolidates & terminates 5; $27,827 credited	Consolidates & terminates 5; $27,827 credited

CATEGORY COST BREAKDOWN

Category	Option 1	Option 2
Transfer Balance	$31,860	$31,860
Hardware	$501,617	$501,617
Software	$743,846	$683,647
Services	$65,582	$65,582
Warranties	$119,455	$119,455
Total Contract Value	**$1,458,329**	**$1,398,129**
List Price	$2,277,282	$2,050,453
Total Savings	**$818,953**	**$652,324**
Discount	**36.0%**	**31.8%**

Both options consolidate and terminate 5 existing contracts (Q-378641, Q-449178, Q-560635, Q-780768, Q-834004) effective Feb 15, 2027; a $27,827.12 transfer balance is credited toward the new program.

WHAT'S INCLUDED

Included in Both Options	Qty	Value
Axon Body 4 BWC	24 units	Connected hardware + single & multi-bay docks
Fleet 3 Advanced	16 vehicles	In-car cameras + ALPR API integration
Axon Outpost	9 fixed cameras	Solar-powered; NCIC & state hotlist integrated
TASER 10	21 duty units	Officer Safety Plan 10 — full connected CEW
VR Training	21 users (16 upgraded + 5 new)	Immersive TASER skills certification
Axon Signal Integration	21 sensors + vehicles	Auto-activates cameras on TASER draw

Redaction Assistant	24 users	Up to 70% less time to redact
Auto-Transcribe	24 users, unlimited	70% less time transcribing
Fusus Livestream	24 users	Real-time video sharing & alerts
10-Yr TAP + Training	1-day onsite	Hardware refreshed at no added cost
Additional in Option 1 Only	**Qty**	**Value**
Draft One (AI)	24 users	50–70% less time writing reports

10-YEAR TAP REFRESH TIMELINE

Category	Refresh Years — $0 Additional Cost
Body-Worn Cameras ~every 30 months	2029, 2032, 2034, 2037
Fleet 3 In-Car Systems every 60 months	2032, 2037
Axon Outpost (Fixed LPR) ~every 60 months	2032, 2037
Officer Safety Plan — TASER 10 & VR Both options · ~every 30 months	2029, 2032, 2034

Consumable TASER cartridges (Halt/Inert/Live) are replenished annually under both options, independent of the refresh cycle above.

AXON + CORCORAN PD — 2026 ENGAGEMENT HISTORY

Feb 11 Discovery Call — Learned about fleet, body camera, and technology needs.

Feb 19 BWC/Fleet Demo — Walked through camera technology and Evidence.com.

Feb 25 Preliminary Quote Review — Reviewed pricing; set up a two-month BWC trial.

May 19 Project Touchpoint — Aligned on budget timing and contract term preferences.

Jun 2 Budget Meeting Prep — Refined the proposal ahead of the city's budget meeting.

Jun 22 Post-Budget Planning — Adjusted proposal based on the budget outcome.

Jul 7 LPR & Squad Planning — Scoped fixed LPR needs and finalized quote details.

Jul 13 LPR Demo & Fleet Confirmation — Reviewed camera placement; confirmed fleet size.

Jul 27 LPR Quote & Exec Planning — Finalized LPR pricing; planned leadership review.

Jul 30 Executive & Council Planning — Prepared a streamlined council presentation.

Aug 12 Preliminary Quote Review — Locked in preliminary pricing ahead of council.

Sep 17 Final Quotes Issued — Incentive-priced quotes finalized ahead of council vote.

Council Vote: Sept 24, 2026 (final approval) | Incentive Pricing Expires: Sept 25, 2026 | Project Rollout: begins post-approval

Both quotes **issued September 17, 2026** under Axon's standard terms, Sourcewell Contract #101223-AXN. Contact: **Jonah Brownell, jbrownell@axon.com** | Agency contact: Ryan Burns, rburns@corcoranmn.gov