



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

**Q-232020-43769.552KP**

Issued: 10/31/2019



**Quote Expiration: 11/30/2019**

**Account Number: 115132**

Payment Terms: Net 30  
Delivery Method: Fedex - Ground

**SHIP TO**

Freeman Carney  
Paradise Valley Police Dept. - AZ  
6433 E. Lincoln Drive  
Paradise Valley, AZ 85253  
US

**BILL TO**

Paradise Valley Police Dept. - AZ  
6433 E. Lincoln Drive  
Paradise Valley, AZ 85253  
US

**SALES REPRESENTATIVE**

Kyle Panasewicz  
Phone: (480) 905-2071  
Email: kylep@axon.com  
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**PRIMARY CONTACT**

Freeman Carney  
Phone: (480) 348-3516  
Email: fcarney@paradisevalleyaz.gov

**Year 1**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	12	1,548.00	1,161.00	13,932.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	12	0.00	0.00	0.00
<b>Hardware</b>					
71088	AXON FLEET 2 KIT	12	0.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	12	0.00	0.00	0.00
74027	Axon Fleet Dongle	12	14.95	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	12	0.00	0.00	0.00
<b>Other</b>					
No Router	No Router (Declined)	12	0.00	0.00	0.00
Customer Provided Server	This is a placeholder item for the WOS bundles which allows reps to indicate that a customer is providing their own server hardware.	1	0.00	0.00	0.00
No Custom Triggers	No Custom Triggers (Declined)	12	0.00	0.00	0.00
<b>Services</b>					
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)	12	1,200.00	900.00	10,800.00
<b>WiFi Offload</b>					
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	1	600.00	600.00	600.00

## Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload (Continued)</b>					
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	1	0.00	0.00	0.00
Subtotal					25,332.00
Estimated Shipping					0.00
Estimated Tax					1,174.32
Total					26,506.32

## Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>					
71088	AXON FLEET 2 KIT	1	0.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	1	0.00	0.00	0.00
Subtotal					0.00
Estimated Tax					0.00
Total					0.00

## Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	12	1,548.00	1,548.00	18,576.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	12	0.00	0.00	0.00
<b>WiFi Offload</b>					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	1	600.00	600.00	600.00
Subtotal					19,176.00
Estimated Tax					1,543.67
Total					20,719.67

## Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	12	1,548.00	1,548.00	18,576.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	12	0.00	0.00	0.00

### Year 3 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload</b>					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	1	600.00	600.00	600.00
				Subtotal	19,176.00
				Estimated Tax	1,543.67
				Total	20,719.67

### Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	12	1,548.00	1,548.00	18,576.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	12	0.00	0.00	0.00
<b>WiFi Offload</b>					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	1	600.00	600.00	600.00
				Subtotal	19,176.00
				Estimated Tax	1,543.67
				Total	20,719.67

### Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	12	1,548.00	1,548.00	18,576.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	12	0.00	0.00	0.00
<b>WiFi Offload</b>					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	1	600.00	600.00	600.00
				Subtotal	19,176.00
				Estimated Tax	1,543.67
				Total	20,719.67
<b>Grand Total</b>					<b>109,385.00</b>

## Discounts (USD)

Quote Expiration: 11/30/2019

List Amount	110,459.40
Discounts	8,423.40
<b>Total</b>	<b>102,036.00</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	26,506.32
Spares	0.00
Year 2	20,719.67
Year 3	20,719.67
Year 4	20,719.67
Year 5	20,719.67
<b>Grand Total</b>	<b>109,385.00</b>

STATEMENT OF WORK & CONFIGURATION DOCUMENT

## Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Paradise Valley Police Dept. - AZ

Quote: Q-232020-43769.552KP

<b>Sold By:</b>	Kyle Panasewicz
<b>Designed By:</b>	Jake Borro
<b>Installed By:</b>	Axon
<b>Target Install Date:</b>	

## VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Paradise Valley Police Dept. - AZ
<div> <div> <b>Total Configured Vehicles</b> <ul style="list-style-type: none"> <li>12 Total Vehicles with this Configuration</li> </ul> </div> <div> <b>Video Capture Sources</b> <ul style="list-style-type: none"> <li>24 Total Cameras Deployed</li> <li>1 Axon Signal Unit(s) Per Vehicle</li> </ul> </div> <div> <b>Mobile Data Terminal Per Vehicle</b> <ul style="list-style-type: none"> <li>1 Located In Each Vehicle</li> </ul> </div> <div> <b>Mobile Router Per Vehicle</b> <ul style="list-style-type: none"> <li>1 Sierra Wireless MG90</li> </ul> </div> <div> <b>Offload Mechanism</b> <ul style="list-style-type: none"> <li>Wi-Fi</li> </ul> </div> <div> <b>Evidence Management System</b> <ul style="list-style-type: none"> <li>Evidence.com</li> </ul> </div> </div> <div>  <p>Axon Camera</p>  <p>Signal Unit</p>  <p>In-Car Router</p>  <p>Battery Box</p> </div>	

## SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

### Vehicle Hardware

Vehicle Hardware	2	Axon Fleet Cameras will be installed in each vehicle
	2	Axon Fleet Battery Boxes will be installed in each vehicle
	1	Axon Signal Units will be installed in each vehicle
	1	Sierra Wireless MG90 router will be installed in each vehicle
Axon Battery Boxes	The battery box provides power to its connected camera for up to 4 hours allowing for video offload while the vehicle ignition state is OFF and the MDT is connected and available.	
Signal Activation Methods	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal provided by the customer.	
Mobile Data Terminal Requirements	<p><b>Operating System:</b> Windows 7 or Windows 10 - x32 or x64 with the most current service packs and updates</p> <p><b>Hard Drive:</b> Must have 25GB+ of free disk space</p> <p><b>RAM/Memory:</b> Windows 7 - 4GB or greater   Windows 10 - 8GB or greater</p> <p><b>Ethernet Port:</b> The system requires the MDT to have one dedicated and available Ethernet port reserved for an Ethernet cable from router. The Ethernet port can be located on an electronic and stationary mobile docking station. If a docking station is used, it is the preferred location for the Ethernet port.</p> <p><b>Wi-Fi Card:</b> The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p><b>USB Ports:</b> If the computer is assigned to the officer and does not remain with the vehicle, then the number dongles ordered should equal the number of officers or the number of computers assigned. At least one dedicated and available USB 2.0 port for the Fleet USB dongle USB Port on MDT or Dock.</p>	

<b>Additional Considerations</b>	If the customer has a MiFi hotspot, embedded cellular, or USB 4G, then the customer must purchase a Cradlepoint router with an external antenna and Cradlecare. For agencies that use NetMotion Mobility, Axon traffic must be passed through; such that it does not use the Mobility VPN tunnel. Customer must provide IT and / or Admin resources at time of installation to ensure data routing if functional for Axon Fleet operation.	
	In the event an Agency is unable to support the IT requirements associated with the installation, Axon reserves the right to charge the Agency for additional time associated with on-site work completed by an Axon Employee.	
<b>Hardware Provisioning</b>	Customer will provide the following router for all vehicles:	Sierra Wireless MG90
	The customer will provide a MDT for each vehicle	

### In-Car Network Considerations

Network Requirements	Sierra Wireless MG90 will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.			
Network Addressing	IP Addressing		Total IPs Required	
	Axon Fleet Cameras	24	48	
	Mobile Data Terminal	12		
	Sierra Wireless MG90	12		
Hardware Provisioning	Customer to provide all IP addressing and applicable network information			

### Network Consideration Agreement

<b>Network Consideration Agreement</b>	Customer acknowledges the minimum requirements for the network to support this Statement of Work.
	All Axon employees performing services under this SOW are CJIS certified.
	If the network provided by Customer does not meet the minimum requirements, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply. Additional fees would also apply if Axon is required to extend the installation time for reasons caused by the customer or the customer network accessibility.

## Professional Services & Training

<b>Project Management</b>	Axon will assign a Project Manager that will provide the expertise to execute a successful Fleet camera deployment and implementation. The Project Manager will have knowledge and experience with all phases of the project management lifecycle and with all application modules being implemented. He/she will work closely with the customer's project manager and project team members and will be responsible for completing the tasks required to meet all contract deliverables.
<b>Vehicle Installation</b>	<p>Axon will be performing the installation of all Axon Fleet vehicle hardware. Installation services purchased from Axon include a "clip" and removal of existing in-car system hardware. This does not include "full removal" of existing wiring. A "full removal" of all existing hardware and wiring is subject to additional fees. Axon provides basic Fleet operation overview to the customer lead and/or Admin at the time of install.</p> <p>Clip vs Rip installation removal:</p> <ul style="list-style-type: none"> <li>○ It is necessary to differentiate between the type of equipment removal to be provided by Axon. Standard Fleet Installation includes hardware removal in a fashion considered "Clip" which means Axon cuts the wires from the old system without removing multiple panels, removing all wiring and parts from the old system. In the case Axon removes the hardware Axon is not responsible for the surplus of hardware or any devices that may have been physically integrated with the removed system. In some situations, radar systems are integrated with the in-car video system and have a cable that connects to the system, if Axon removes the old in car system then Axon is not responsible for the radar system as part of the removal.</li> <li>○ A "Rip" removal should be contracted through ProLogic directly. The Rip would be similar to a complete and full removal, which is more common when they retire a vehicle from service.</li> </ul>
<b>Custom Trigger Installation</b>	Axon Signal Units have multiple trigger configuration options. Any trigger configurations that include a door or magnetic door switch are considered "custom" and may be subject to additional fees. An Axon representative has discussed with the Agency the standard triggers of the Fleet System. Those standard triggers include light-bar activation, speed, crash and gun-locks. The light-bar must have a controller to allow Axon to interface for the desired position, gun-locks must be installed with existing hardware in the vehicle. Doors are considered "CUSTOM" since they required additional hardware and time for installation, typically requiring the door may need to be taken apart for the installation.
<b>Training</b>	<p>End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL.</p> <p>End-user go-live training and support is not included in the installation fee scope.</p>



## WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 10 concurrent vehicles offloading at any given time.
	1 servers are required to facilitate the offload of in-car data to Evidence.com
	2 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Sierra Wireless MG90 will connect to the agency's wireless access point(s) and initiate the upload of recorded video content
	Axon will not assume any responsibility for the management of/or configuration of an Axon Fleet compatible 3rd party router purchased by the Agency
	Upon completion of solution connectivity, meaning Axon Fleet is operational and appropriately connected to the Agency's WAP/Network Infrastructure, the Agency will then assume responsibility for their network workflow.
	In the event the Agency has a VPN/APN, Axon requires the appropriate Administrator of the Agency be present during the entire installation of Fleet.
	In the event the Agency is using Wi-Fi Offload and a WOS server is being used, Axon requires the appropriate Administrator of the Agency be present for the installation of Fleet in the initial vehicle.
	Customer will provide all wireless access points for installation.
	Customer will provide all server(s) for this installation.
	Customer will provide the data switch for this installation.
	Customer will provide the server rack for this installation.
	Customer will provide the KVM, monitor and mouse for this installation.
	Customer will provide the Uninterruptible Power Supply (UPS) for this installation.
	Servers will maintain a Sustained Disk Write Speed of Mbps.
	An Axon representative will provide the Agency detailed instructions for the WOS server setup and configuration (to include racking the server, setup of the server, and configuration of Axon WOS Software and Microsoft IIS Server). It is the responsibility of the Agency to ensure the WOS Server(s) are operational before the scheduled deployment date. Axon will provide remote assistance per the Agency's request.

## Network Considerations

Agency Provided Metrics	Camera Bitrate (see Comments)	7	Mbps	
	Shifts per Day	2	Shifts	
	Maximum Offline Time	1	Days	
	Hours Of video Recorded Per Shift	3	Hours	
	Number of Vehicles per Shift at Site	8	Vehicles	
	Max Concurrent Vehicles Offloading	10	Vehicles	
	Available Internet Upload Bandwidth	100	Mbps	
Variables	Vehicle Offload Time	30	Minutes	
	Wi-Fi Overhead	10	Percent	
	Network Protocol Overhead	10	Percent	
	Max Storage Utilization %	90	Percent	
Results	Data Size per Vehicle / Shift	9450	MB	

## Network Considerations

Results	Required Throughput Per Verhicle	42	Mbps	
	Minimum Wi-Fi Speed	42	Mbps	
	Total Data per Shift	73.83	GB	
	Total Data per Day	147.66	GB	
	Total Offload Bandwidth	420	Mbps	
	Total Storage	16406.25	GB	
	Required Sustained Network Bandwidth	435	Mbps	
	Sustained Disk Write Speed	53	Mbps	
	Min. Supportable Throughput to E.com	14	Mbps	
	E.com Throughput Difference	86	Mbps	

Tax is subject to change at order processing with valid exemption.

## Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Name (Print):** \_\_\_\_\_ **Title:** \_\_\_\_\_

**PO# (Or write N/A):** \_\_\_\_\_

Please sign and email to Kyle Panasewicz at [kylep@axon.com](mailto:kylep@axon.com) or fax to (480) 658-0673

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		SFDC Contract #:
		Order Type:
		RMA #:
		Address Used:
		SO #:
Review 1	Review 2	
Comments:		