



# AXON

**Foley Police Dept. - AL**

**AXON SALES REPRESENTATIVE**  
Evan MacIntyre

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**ISSUED**  
10/8/2019

**SALES REPRESENTATIVE**

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 Scottsdale, Arizona 85255  
 United States  
 Phone: (800) 978-2737

**SHIP TO**

Bryan Shiver  
 Foley Police Dept. - AL  
 200 E. SECTION AVE.  
 FOLEY, AL 36535  
 US

**BILL TO**

Foley Police Dept. - AL  
 200 E. SECTION AVE.  
 FOLEY, AL 36535  
 US

**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	7	516.00	516.00	3,612.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	7	0.00	0.00	0.00
<b>Hardware</b>					
71088	AXON FLEET 2 KIT	7	0.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	7	0.00	0.00	0.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	7	406.00	406.00	2,842.00
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)	7	1,509.00	1,509.00	10,563.00
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK	7	270.00	270.00	1,890.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	7	0.00	0.00	0.00
Subtotal					18,907.00
Estimated Shipping					0.00
Estimated Tax					0.00
Total					18,907.00

**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	7	1,548.00	1,548.00	10,836.00

## Year 2 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages (Continued)</b>					
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	7	0.00	0.00	0.00
				Subtotal	10,836.00
				Estimated Tax	0.00
				Total	10,836.00

## 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	7	1,548.00	1,548.00	10,836.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	7	0.00	0.00	0.00
				Subtotal	10,836.00
				Estimated Tax	0.00
				Total	10,836.00

## 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	7	1,548.00	1,548.00	10,836.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	7	0.00	0.00	0.00
				Subtotal	10,836.00
				Estimated Tax	0.00
				Total	10,836.00

## 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	7	1,548.00	1,548.00	10,836.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	7	0.00	0.00	0.00
				Subtotal	10,836.00
				Estimated Tax	0.00
				Total	10,836.00

<b>Grand Total</b>	<b>62,251.00</b>
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## Summary of Payments

Payment	Amount (USD)
Year 1	18,907.00
Year 2	10,836.00
Year 3	10,836.00
Year 4	10,836.00
Year 5	10,836.00
<b>Grand Total</b>	<b>62,251.00</b>

STATEMENT OF WORK & CONFIGURATION DOCUMENT

**Axon Fleet In-Car Recording Platform**





This document details a proposed system design

Agency Created For: Foley Police Dept. - AL

Quote: Q-232098-43746.904EM

<b>Sold By:</b>	Evan MacIntyre
<b>Designed By:</b>	Andrew Tanis
<b>Installed By:</b>	Customer's Preferred Installer
<b>Target Install Date:</b>	

## VEHICLE OVERVIEW

SITE NAME		CUSTOMER NAME	
Headquarters		Foley Police Dept. - AL	
<b>Total Configured Vehicles</b> <ul style="list-style-type: none"> <li>• 7 Total Vehicles with this Configuration</li> </ul>			 Axon Camera   Signal Unit   In-Car Router   Battery Box
<b>Video Capture Sources</b> <ul style="list-style-type: none"> <li>• 14 Total Cameras Deployed</li> <li>• 1 Axon Signal Unit(s) Per Vehicle</li> </ul>			
<b>Mobile Data Terminal Per Vehicle</b> <ul style="list-style-type: none"> <li>• 1 Located In Each Vehicle</li> </ul>			
<b>Mobile Router Per Vehicle</b> <ul style="list-style-type: none"> <li>• 1 Cradlepoint IBR900-1200</li> </ul>			
<b>Offload Mechanism</b> <ul style="list-style-type: none"> <li>• Wi-Fi</li> </ul>			
<b>Evidence Management System</b> <ul style="list-style-type: none"> <li>• Evidence.com</li> </ul>			

## SYSTEM CONFIGURATION DETAILS

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

### Vehicle Hardware

<b>Vehicle Hardware</b>	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	Cradlepoint IBR900-1200 router will be installed in each vehicle
<b>Axon Battery Boxes</b>	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.	
<b>Signal Activation Methods</b>	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
<b>Mobile Data Terminal</b>	Each vehicle will be equipped with a Mobile Data Terminal provided by the customer.	
<b>Mobile Data Terminal Requirements</b>	<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>	Axon will provide the following router for all vehicles:	Cradlepoint IBR900-1200
	The customer will provide a MDT for each vehicle	

### In-Car Network Considerations

<b>Network Requirements</b>	Cradlepoint IBR900-1200 will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.		
<b>Network Addressing</b>	<b>IP Addressing</b>		<b>Total IPs Required</b>
	Axon Fleet Cameras	14	28
	Mobile Data Terminal	7	
	Cradlepoint IBR900-1200	7	
<b>Hardware Provisioning</b>	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

<p><b>Project Management</b></p>	<p>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.</p>
<p><b>Vehicle Installation</b></p>	<p>Customer's Preferred Installer 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>
<p><b>Custom Trigger Installation</b></p>	<p>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.</p>
<p><b>Training</b></p>	<p>End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL. 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 5 concurrent vehicles offloading at any given time.
	0 servers are required to facilitate the offload of in-car data to Evidence.com
	0 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Cradlepoint IBR900-1200 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	3	Days	
	Hours Of video Recorded Per Shift	3	Hours	
	Number of Vehicles per Shift at Site	10	Vehicles	
	Max Concurrent Vehicles Offloading	5	Vehicles	
	Available Internet Upload Bandwidth	125	Mbps	
Variables	Vehicle Offload Time	30	Minutes	
	Wi-Fi Overhead	3	Percent	
	Network Protocol Overhead	3	Percent	
	Max Storage Utilization %	15	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	92.29	GB	
	Total Data per Day	184.57	GB	
	Total Offload Bandwidth	210	Mbps	
	Total Storage	369140.63	GB	
	Required Sustained Network Bandwidth	228	Mbps	
	Sustained Disk Write Speed	26	Mbps	
	Min. Supportable Throughput to E.com	17.5	Mbps	
	E.com Throughput Difference	107.5	Mbps	

## Notes

This quote is co-termed with quote Q-193150(executed contract #00020861). Year one has been pro-rated to 4 months to align with agency annual billing dates. This has been done according to an anticipated ship date range of 11/1/2019-11/15/2019 as the end date of these subscriptions is subject to change if the ship/start date changes.

Axon Fleet hardware contained in this quote will be covered under the Technology Assurance Plan (TAP) and will be eligible for 1 replacement at the same time as the equipment originally deployed on this existing contract as determined by quote Q-193150. This will take place at the end of the contract on 3/31/2024.

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 Evan MacIntyre at [emacintyre@axon.com](mailto:emacintyre@axon.com) or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store [buy.axon.com](http://buy.axon.com)

Quote: Q-232098-43746.904EM

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