



Sparks Police Dept. - NV

3/12/2018

Q-158267-43171.703CN

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Axon Sales Representative
Chris Neubeck
602-708-0074
cneubeck@axon.com



QUOTE: Q-158267-43171.703CN

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

Issue Date: 03/12/2018

➔ Quote Expiration: 03/30/2018

Account Number: 112577

Start Date: 10/01/2018
 Payment Terms: Net 30
 Delivery Method: Fedex - Ground

Sales Representative:

Chris Neubeck
 Phone: 602-708-0074
 Email: cneubeck@axon.com
 Fax: (480) 658-0629

Primary Contact:

Chris Crawforth
 (775) 353-2430
 ccrawforth@cityofsparks.us

BILL TO:

Sparks Police Dept. - NV
 1701 E. Prater Way
 Sparks, NV 89434
 US

SHIP TO:

Chris Crawforth
 Sparks Police Dept. - NV
 1701 E. Prater Way
 Sparks, NV 89434
 US

Year 1

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	40	1,548.00	61,920.00
Hardware				
71079	CAMERA SYSTEM, FRONT, FLEET 2	40	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	40	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	40	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	40	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	40	0.00	0.00
70112	AXON SIGNAL UNIT	40	0.00	0.00
71084	JUNCTION BOX, FLEET 2	40	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	40	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	80	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	80	0.00	0.00
74027	Axon Fleet Dongle	40	0.00	0.00
Other				
No Router	No Router (Declined)	40	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
Services				
80131	TRAIN INSTALLER OR INSTALLATION FACILITY, PER DAY, PER SITE	2	2,500.00	5,000.00
WiFi Offload				
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	1	600.00	600.00

Year 1 (Continued)

Item	Description	Quantity	Unit Price	Total (USD)
WiFi Offload (Continued)				
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	1	0.00	0.00
			Subtotal	67,520.00
			Estimated Shipping	0.00
			Taxes	0.00
			Total	67,520.00

Year 1 - Spares

Item	Description	Quantity	Net Unit Price	Total (USD)
Hardware				
71079	CAMERA SYSTEM, FRONT, FLEET 2	1	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	1	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	1	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	1	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	1	0.00	0.00
70112	AXON SIGNAL UNIT	1	0.00	0.00
71084	JUNCTION BOX, FLEET 2	1	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	1	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	2	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	2	0.00	0.00
			Subtotal	0.00
			Taxes	0.00
			Total	0.00

Year 2

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	40	1,548.00	61,920.00
WiFi Offload				
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	1	600.00	600.00
			Subtotal	62,520.00
			Taxes	0.00
			Total	62,520.00

Year 3

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	40	1,548.00	61,920.00
WiFi Offload				
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	1	600.00	600.00
			Subtotal	62,520.00
			Taxes	0.00
			Total	62,520.00

Year 4

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	40	1,548.00	61,920.00
WiFi Offload				
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	1	600.00	600.00
			Subtotal	62,520.00
			Taxes	0.00
			Total	62,520.00

Year 5

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	40	1,548.00	61,920.00
WiFi Offload				
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	1	600.00	600.00
			Subtotal	62,520.00
			Taxes	0.00
			Total	62,520.00

Grand Total	317,600.00
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Summary of Payments

Payment	Amount (USD)
Year 1	67,520.00
Year 1 - Spares	0.00
Year 2	62,520.00
Year 3	62,520.00
Year 4	62,520.00
Year 5	62,520.00
Grand Total	317,600.00

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Sparks Police Dept. - NV

Quote: Q-158267-43171.703CN

Sold By:	Chris Neubeck
Designed By:	
Installed By:	Axon
Target Install Date:	

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Sparks Police Dept. - NV
<p>Total Configured Vehicles</p> <ul style="list-style-type: none"> • 40 Total Vehicles with this Configuration <p>Video Capture Sources</p> <ul style="list-style-type: none"> • 80 Total Cameras Deployed • 1 Axon Signal Unit(s) Per Vehicle <p>Mobile Data Terminal Per Vehicle</p> <ul style="list-style-type: none"> • 1 Located In Each Vehicle <p>Mobile Router Per Vehicle</p> <ul style="list-style-type: none"> • 1 Cradlepoint IBR900 Series <p>Offload Mechanism</p> <ul style="list-style-type: none"> • Wi-Fi <p>Evidence Management System</p> <ul style="list-style-type: none"> • Evidence.com 	
<div style="display: flex; justify-content: space-around; align-items: center;">  <p>Axon Camera</p> </div> <div style="display: flex; justify-content: space-around; align-items: center;">  <p>Signal Unit</p> </div> <div style="display: flex; justify-content: space-around; align-items: center;">  <p>In-Car Router</p> </div> <div style="display: flex; justify-content: space-around; align-items: center;">  <p>Battery Box</p> </div>	

SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Interview recording 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	Cradlepoint IBR900 Series router will be installed in each vehicle
When triggered, the Axon Signal Unit (ASU) will activate the recording mechanism of all Axon cameras within 30 feet of the vehicle.		
Axon Battery Boxes	Each battery box will provide power to its connected camera for up to 4 hours, to allow for video offload while the vehicle is in an off state.	
Signal Activation Methods	A recording trigger will occur when the Axon Signal Unit detects a change in voltage on a terminal. All Axon cameras within 30 feet of the triggered Axon signal unit will begin recording.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal	
Mobile Data Terminal Requirements	<p>Operating System: Windows 7 or Windows 10 - x32 or x64</p> <p>Hard Drive: Must have 25GB+ of free disk space</p> <p>RAM/Memory: Windows 7 - 4GB or greater Windows 10 - 8GB or greater</p> <p>Ethernet Port: 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>Wi-Fi Card: The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p>USB Ports: 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>	

Additional Considerations	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.	
	Axon to provide Fleet Cameras, Axon Signal Units and Battery Boxes	
Hardware Provisioning	Customer will provide the following router for all vehicles:	Cradlepoint IBR900 Series
	The customer will provide an MDT for each vehicle	

In-Car Network Considerations

Network Requirements	Cradlepoint IBR900 Series 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	80	160
	Mobile Data Terminal	40	
	Cradlepoint IBR900 Series	40	
Hardware Provisioning	Customer to provide all IP addressing and applicable network information		

Network Consideration Agreement

Network Consideration Agreement	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 requirement, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply.

Professional Services & Training

Project Management	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 significant 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 on time and on budget.
Vehicle Installation	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 are subject to additional costs.
Custom Trigger Installation	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 costs.
Training	Axon will provide on-site training to lead the AXON Fleet deployment. End-user go-live training and support: This training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL.

WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 8 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 <RoutertobeusedwFleet> will connect to the agency's wireless access point(s) and initiate the upload of recorded video content
Hardware Provisioning	Customer will provide all wireless access points for instillation.
	Customer will provide all server(s) for this instillation.

Network Considerations

Agency Provided Metrics	Camera Bitrate (see Comments)	7	Mbps	
	Shifts per Day	3	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	8	Vehicles	
	Available Internet Upload Bandwidth	65	Mbps	
Variables	Vehicle Offload Time	120	Minutes	
	Wi-Fi Overhead	10	Percent	
	Network Protocol Overhead	10	Percent	
	Max Storage Utilization %	40	Percent	
Results	Data Size per Vehicle / Shift	9450	MB	
	Required Throughput Per Vehicle	11	Mbps	
	Minimum Wi-Fi Speed	11	Mbps	
	Total Data per Shift	73.83	GB	
	Total Data per Day	221.48	GB	
	Total Offload Bandwidth	84	Mbps	
	Total Storage	55371.09	GB	
	Required Sustained Network Bandwidth	105	Mbps	
	Sustained Disk Write Speed	11	Mbps	
	Min. Supportable Throughput to E.com	21	Mbps	
E.com Throughput Difference	44	Mbps		

This device has not been authorized as required by the rules of the Federal Communications Commission. The sale of this device is therefore subject and conditional to the approval of the Federal Communications Commission. The device will comply with the appropriate rules upon sale and before delivery or distribution of the device.

This Quote is governed by the terms and conditions of State of Nevada Contract #3273 between Nevada Department of Public Safety - Nevada Highway Patrol Axon (**Contract**), including the Contract's termination language, as well as the attached Axon Fleet Appendix and Axon Fleet SOW. In addition, so long as the Agency's third party installer Lehr follows the instructions Axon gives during the train the trainer, Axon would cover any repair/replacement needed for faulty hardware.

By signing this Quote, you certify that you have read and agree to the provisions set forth in this Quote and the Contract. You represent that you are legally authorized to sign this Agreement on behalf of your 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 Chris Neubeck at cneubeck@axon.com or fax to (480) 658-0629

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

Quote: Q-158267-43171.703CN

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Axon Fleet Appendix

If Axon Fleet is included on the Quote, this Axon Fleet Appendix applies.

- 1** **Axon Fleet Evidence.com Subscription Term.** The Evidence.com Subscription for Axon Fleet will begin after the first shipment of the Axon Fleet hardware (**Axon Fleet Subscription**) if shipped in 1st half of the month, the start date is on the 1st of the following month. If shipped in the last half of the month, the start date is on the 15th of the following month. For phased deployments, the Axon Fleet Subscription begins upon the shipment of the first phase, and subsequent phases will begin upon shipment of that phase.
- 2** **Agency Responsibilities.** The Agency is responsible for ensuring its infrastructure and vehicles adhere to the minimum requirements needed to effectively operate Axon Fleet as established by Axon during the on-site assessment at the Agency's facility and/or in Axon's technical qualifying questions. The Quote is based upon the Agency's accurate representation of its infrastructure. Any inaccuracies the Agency provides to Axon regarding the Agency's infrastructure and vehicles may subject the Quote to change.
- 3** **CradlePoint.** If the Agency purchases CradlePoint Enterprise Cloud Manager, the Agency is responsible for complying with the CradlePoint end user license agreement. The Agency acknowledges that the term of the CradlePoint license may differ from the term of the Evidence.com license. The Agency further acknowledges that CradlePoint installation services are not within the scope of this Agreement. All CradlePoint hardware is warranted under CradlePoint's manufacturer's warranty. In the event that the Agency requires support for its CradlePoint hardware, the Agency will contact CradlePoint directly.
- 4** **Statement of Work.** If the Agency has purchased installation services for Axon Fleet, the Statement of Work (**Fleet SOW**) attached to this Appendix will detail Axon's deliverables to the Agency with respect to the installation of Axon Fleet and any related hardware. Axon is responsible to perform only the services described in this Fleet SOW. Any additional services discussed or implied that are not defined explicitly by the Fleet SOW will be considered out of the scope. Axon may subcontract any part of the Fleet SOW to a qualified subcontractor.
- 5** **Warranty Coverage.** Axon's standard Hardware Warranty applies to Axon Fleet when installed by Axon trained personnel.

 - 5.1.** If the Agency chooses (i) to install the Axon Fleet cameras and related hardware on its own without "train the trainer" services provided by Axon nor does not follow instructions provided by Axon during "train the trainer services", or (ii) a third party to install the hardware (collectively, **Third Party Installer**), Axon will not be responsible for Third Party Installer's failure to follow instructions relating to the implementation and use of Axon Fleet hardware, including (a) any degradation in performance that does not meet Axon's specifications or (b) any damage to the Axon Fleet hardware that occurs from such Third Party Install.
 - 5.2.** Additional charges for Axon services may apply in the event Axon is required to (a) replace hardware that is damaged because of a Third Party Installer; (b) provide

extensive remote support; or (c) send Axon personnel to the Agency's site to replace hardware damaged by a Third Party Installer.

- 5.3. If Agency utilizes a Third Party Installer or their own IT infrastructure, Axon is not responsible for any system failure, including but not limited to, the failure of the Axon Fleet hardware to operate in accordance with Axon's specifications.

6 **Fleet Wireless Offload Service.**

- 6.1. **License Grant.** Axon grants a non-exclusive, royalty-free, worldwide perpetual right and license to use Fleet Wireless Offload Software (**Fleet WOS**), where "use" and "using" in this Agreement mean storing, loading, installing, or executing Fleet WOS exclusively for data communication with Axon Products for the number of server licenses purchased.
- 6.2. **License Start Date.** The Fleet WOS term will begin upon the start of the Axon Fleet Evidence.com Subscription.
- 6.3. **License Restrictions.** The Agency may not use Fleet WOS in any manner or for any purpose other than as expressly permitted by this Agreement. The Agency may not: (a) modify, alter, tamper with, repair, or otherwise create derivative works of Fleet WOS; (b) reverse engineer, disassemble, or decompile Fleet WOS or apply any other process or procedure to derive the source code of Fleet WOS, or allow any others to do the same; (c) access or use Fleet WOS in a way intended to avoid incurring fees or exceeding usage limits or quotas; (d) copy Fleet WOS in whole or part, except as expressly permitted in this Agreement; (e) use trade secret information contained in Fleet WOS, except as expressly permitted in this Agreement; (f) resell, rent, loan or sublicense Fleet WOS; (g) access Fleet WOS in order to build a competitive product or service or copy any features, functions or graphics of Fleet WOS; or (h) remove, alter or obscure any confidentiality or proprietary rights notices (including copyright and trademark notices) of Axon or Axon's licensors on or within Fleet WOS or any copies of Fleet WOS. All licenses granted in this Agreement are conditional on continued compliance with this Agreement, and will immediately terminate if the Agency does not comply with any term or condition of this Agreement.
- 6.4. **Updates.** If the Agency purchases maintenance for Fleet WOS, Axon will make available updates and error corrections (**WOS Updates**) to Fleet WOS. WOS Updates may be provided electronically via the Internet or via media as determined solely by Axon. It is the Agency's responsibility to establish and maintain adequate access to the Internet in order to receive the updates. The Agency is responsible for maintaining the computer equipment necessary for use of Fleet WOS. The maintenance term will be detailed in the Quote.
- 6.5. **Fleet WOS Support.** If the Agency has purchased Fleet WiFi Services, upon request by Axon, the Agency will provide Axon with access to the Agency's store and forward servers for the sole purpose of troubleshooting and maintenance.

- 7 **Axon Fleet Unlimited Storage.** For use of an Axon Fleet Unlimited Evidence.com License, unlimited data may be stored as part of the Axon Fleet unlimited storage only if the data originates from Axon Fleet hardware.

- 8 **Axon Fleet Unlimited.** Axon Fleet Unlimited is a 5-year term. If the Agency purchases Axon Fleet Unlimited, the Axon Fleet camera hardware is covered by a 4-year extended warranty.

Axon will also provide the Agency with a new front Axon Fleet camera and a new rear Axon Fleet camera that is the same Product or a like Product, at Axon's sole option (**Axon Fleet Upgrade Model**) 5 years after the start of the Axon Fleet Subscription. The Agency may elect to receive the Axon Fleet Upgrade Model anytime in the 5th year of the Axon Fleet Subscription Term so long as the final Axon Fleet Unlimited payment has been made.

If the Agency would like to change product models for the Axon Fleet Upgrade Model, then the Agency must pay the price difference in effect at the time of the upgrade between the MSRP for the offered Axon Fleet Upgrade Model and the MSRP for the model desired. The Agency will be responsible for the installation of any Axon Fleet Upgrade Models received from Axon.

- 9** **Fleet Unlimited Termination.** If an invoice for Axon Fleet Unlimited is more than 30 days past due or the Agency defaults on its payments for the Evidence.com Services then Axon may terminate Axon Fleet Unlimited and all outstanding Product related to Axon Fleet Unlimited. Axon will provide notification that Axon Fleet Unlimited coverage is terminated. Once Axon Fleet Unlimited coverage is terminated for any reason, then:
- 9.1.** Axon Fleet Unlimited coverage will terminate as of the date of termination and no refunds will be given.
 - 9.2.** Axon will not and has no obligation to provide the free Axon Fleet Upgrade Models.
 - 9.3.** The Agency will be invoiced for, and is obligated to pay to Axon, the MSRP then in effect for all Spare Products provided under Axon Fleet Unlimited. If the Spare Products are returned within 30 days of the Spare Product invoice date, credit will be issued and applied against the Spare Product invoice.
 - 9.4.** The Agency will be responsible for payment of any missed payments due to the termination before being allowed to purchase any future Axon Fleet Unlimited.
 - 9.5.** If the Agency purchases Products for a value less than the Manufacturer's Suggested Retail Price (**MSRP**) and this Agreement is terminated before the end of the term then (a) the Agency will be invoiced for the remainder of the MSRP for the Products received and not already paid for; or (b) only in the case of termination for non-appropriations, return the Products to Axon within 30 days of the date of termination. For bundled Products, the MSRP is the value of all standalone components of the bundle