



AXON

Ann Arbor Police Dept. - MI

AXON SALES REPRESENTATIVE

Connor Duffy

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ISSUED

8/15/2019



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ANN ARBOR, MI 48104
US

BILL TO

Ann Arbor Police Dept. - MI
301 E HURON ST
ANN ARBOR, MI 48104
US

Year 1 - BWC

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	16	336.00	336.00	5,376.00
80012	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	95	180.00	180.00	17,100.00
85110	EVIDENCE.COM INCLUDED STORAGE	950	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	95	240.00	240.00	22,800.00
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	95	499.00	499.00	47,405.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	95	0.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	95	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	95	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	42.00	42.00	42.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	16	1,495.00	1,495.00	23,920.00
Services					
85144	AXON STARTER	1	2,750.00	2,750.00	2,750.00

Year 1 - BWC (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Services (Continued)					
85146	AXON 1-DAY SERVICE	1	2,000.00	2,000.00	2,000.00
				Subtotal	123,733.00
				Estimated Shipping	0.00
				Estimated Tax	0.00
				Total	123,733.00

Year 1 - Axon Interview Room

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
50071	AXON STREAMING SERVER LICENSE (PER SERVER)	2	1,750.00	1,750.00	3,500.00
50070	AXON TOUCH PANEL SOFTWARE	3	1,500.00	1,500.00	4,500.00
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT	3	1,188.00	1,188.00	3,564.00
Hardware					
50218	AXIS F41 COVERT MAIN UNIT	3	594.75	594.75	1,784.25
50254	AXIS F1005-E SENSOR UNIT, 12 METER CABLE	3	325.00	325.00	975.00
74059	MOTION SENSOR ENCLOSURE – COVERT CAMERA	3	135.00	135.00	405.00
50118	LOUROE DV-ML MICROPHONE (POE)	3	196.50	196.50	589.50
50206	RECORDING SERVER LITE, 1U RACK SERVER, XEON (4-CORE), 8GB ME	2	1,750.00	1,750.00	3,500.00
50223	POS-X TOUCHPANEL W/ 8GB RAM, 500GB SSD HD	3	2,600.00	2,600.00	7,800.00
74056	TOUCH PANEL WALL MOUNT	3	64.00	64.00	192.00
74062	INTERVIEW ROOM 5 YR EXTENDED WARRANTY	3	1,240.99	1,240.99	3,722.97
Services					
85170	INTERVIEW ROOM, INSTALL AND SETUP	3	2,500.00	2,500.00	7,500.00
				Subtotal	38,032.72
				Estimated Tax	0.00
				Total	38,032.72

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	3	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	3	0.00	0.00	0.00

Spares (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	3	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	3	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)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	16	336.00	336.00	5,376.00
80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	95	180.00	180.00	17,100.00
85110	EVIDENCE.COM INCLUDED STORAGE	950	0.00	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	95	240.00	240.00	22,800.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT	3	1,188.00	1,188.00	3,564.00
				Subtotal	52,780.00
				Estimated Tax	0.00
				Total	52,780.00

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	16	336.00	336.00	5,376.00
80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	95	180.00	180.00	17,100.00
85110	EVIDENCE.COM INCLUDED STORAGE	950	0.00	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00

Year 3 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	95	240.00	240.00	22,800.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT	3	1,188.00	1,188.00	3,564.00
				Subtotal	52,780.00
				Estimated Tax	0.00
				Total	52,780.00

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	16	336.00	336.00	5,376.00
80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	95	180.00	180.00	17,100.00
85110	EVIDENCE.COM INCLUDED STORAGE	950	0.00	0.00	0.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	95	240.00	240.00	22,800.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT	3	1,188.00	1,188.00	3,564.00
				Subtotal	52,780.00
				Estimated Tax	0.00
				Total	52,780.00

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	16	336.00	336.00	5,376.00

Year 5 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)					
80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	95	180.00	180.00	17,100.00
85110	EVIDENCE.COM INCLUDED STORAGE	950	0.00	0.00	0.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	95	240.00	240.00	22,800.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	2	350.00	350.00	700.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT	3	300.00	300.00	900.00
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT	3	1,188.00	1,188.00	3,564.00
				Subtotal	52,780.00
				Estimated Tax	0.00
				Total	52,780.00
				Grand Total	372,885.72

Summary of Payments

Payment	Amount (USD)
Year 1 - BWC	123,733.00
Year 1 - Axon Interview Room	38,032.72
Spares	0.00
Year 2	52,780.00
Year 3	52,780.00
Year 4	52,780.00
Year 5	52,780.00
Grand Total	372,885.72

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Interview Recording Platform

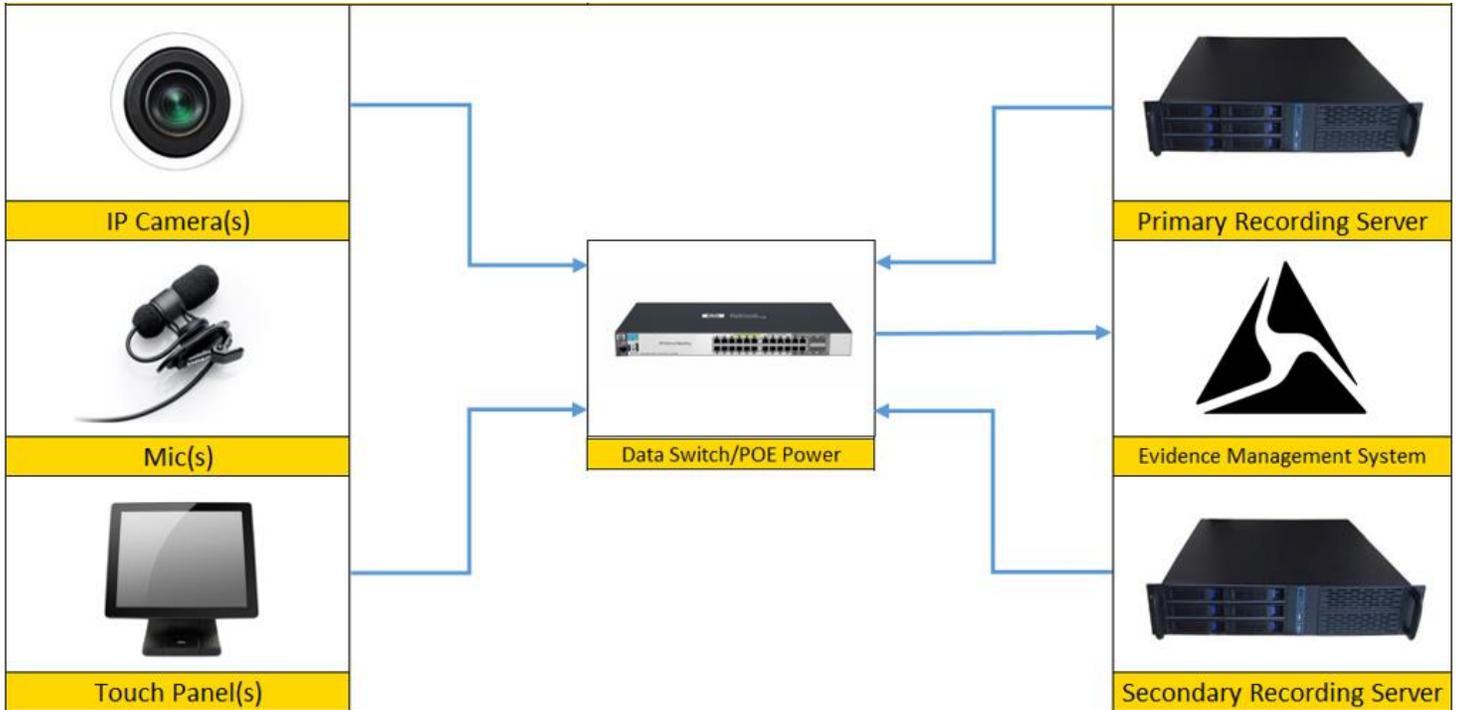
This document details a proposed system design

Agency Created For: Ann Arbor Police Dept. - MI

Sold By:	Connor Duffy
Designed By:	Matthew Karsten
Installed By:	Axon Pro Services & Customer Combination
Customer Contact:	
Target Install Date:	07/05/2019

AXON INTERVIEW RECORDING PLATFORM

This image is intended to be a general visual of how Interview Room is configured. Please read through the SOW for configuration specific to this deal.



AXON-PROVIDED HARDWARE SUMMARY

The following section offers a broad summary of the Axon-provided hardware needed to configure this order. With the exception of server quantities, QUANTITIES DO NOT REFLECT CUSTOMER-PROVIDED ITEMS.

Total Camera Configurations		<u>Locations</u>	<u># Rooms</u>
3	Camera(s)	HQ	3
3	Covert Enclosure(s)		
3	Microphone(s) Injector(s)		
Total Switches			
1	POE Switch(es)		
Total Servers			
2	Server(s) <i>(customer-provided included)</i>		
Total Touch Panels			
3	Touch Panel(s) <i>(virtual not included)</i>		
3	Wall Mount(s)		
Total Camera Configurations			
0	I/O Box(es)		

INTERVIEW ROOM OVERVIEW

The following sections detail the configuration of the Axon Interview recording system at all locations.

Network Considerations

Network Requirements	Each IP Camera will be connected to a POE switch that provides the device with power and network connectivity.		
	Each Recording Server must be given a static IPv4 network address that is routable across the network.		
	Each IP Camera must be given a static IPv4 network address that is routable across the network.		
	Each touch panel/kiosk must be given a static IPv4 network address that is routable across the network.		
Network Addressing	Network Device	Static IPs	Total IPs
	Qty of IP Cameras	3	8
	Qty of Touch Panels	3	
	Qty of Recording Servers	2	
Data Switch Provisioning	This install will require POE data switches at each location.		
Virtual Kiosks	3 workstations will require virtual kiosk software to be installed.		
Customer Provided Items	Customer to provide all device IP addresses Customer to also provide: <ul style="list-style-type: none"> • Subnet Mask • Gateway IP • DNS/WINS IP • Time Server IP 		
	Customer IT staff will configure all switches with proper network configuration.		

Metadata Tags

Metadata Tagging	The system will collect metadata information prior to, and after, the interview recording process (i.e. Interviewer Name, Interviewee Name, Case Number).
Metadata Tags	Information collected prior to recording: <ul style="list-style-type: none"> • Interviewee first and last name • Case number • Case type • Interviewee type Information collected post recording: <ul style="list-style-type: none"> • Interviewer name(s)
Customer Provided Items	Customer to provide preferred metadata fields.
Axon Provided Items	Axon to facilitate the creation of metadata fields.

NETWORK CONFIGURATION DETAILS

The following section offers a broad summary of the Axon-provided hardware needed to configure this order.

Network Configuration Details

Evidence Management System	Evidence.com
Application Features	<p>Network Applications:</p> <ul style="list-style-type: none">• Remote monitoring application <p>Evidence.com Application Features:</p> <ul style="list-style-type: none">• Secure Cloud Storage• Redaction• Download/Sharing• Audit Trail• Reporting

Training

Application Package	<p>This solution will include on-site application training covering:</p> <ul style="list-style-type: none">• Touch panel overview• Initiating interview wizard• Entering metadata• Controlling the interview process• Closing an interview• Evidence.com functionality
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Additional General Deal Notes

Notes	
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LOCATION DETAILS: HQ

The following sections detail the configuration of the Axon Interview recording system at HQ

Location Name	HQ
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Cable Considerations

Cabling Runs	Customer will install the networking cables using a Cat6e Cable.	
	9	cable runs are required for this installation.
	8	110v power outlets are required for this installation (Customer Responsibility).
Cabling Requirements	<p>All Devices: Network cabling must be provided for the following devices:</p> <ul style="list-style-type: none"> • Axis IP Camera • Server • Touch Panel or PC running a virtual Touch Panel • POE Switch 	

Servers, Switches, Touch Panels

Servers	Axon Interview Lite Server	Quantity:	1
	Axon Interview Lite Server		1
Redundancy	This system includes recording redundancy		
Data Switch/POE Power	Customer will provide data switch	Quantity:	1
Touch Panels	POS-X Touch Panel		
Touch Panel Location	Wall mounted outside each room		
Number of I/O Boxes Required	0		

Additional Location Notes

Notes	
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ROOM DETAILS: Room 1

The following sections detail the configurations specific to ROOM 1

Location Name	HQ
Room Name	Room 1

Camera Configuration

Camera 1	Camera 1 will be a(n) : AXIS F41/F1005-E Covert Camera Covert Enclosure : Motion Sensor Enclosure Mic: Louroe Tamper Proof Mic
Recording Activation	Recording will be triggered via Touch Panel
External Recording-In-Progress Visual	N/A
Wall Configuration	Drywall
Ceiling Configuration	Standard Tile

Additional Location Notes

Notes	
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ROOM DETAILS: Room 2

The following sections detail the configurations specific to ROOM 2

Location Name	HQ
Room Name	Room 2

Camera Configuration

Camera 1	Camera 1 will be a(n) : AXIS F41/F1005-E Covert Camera Covert Enclosure : Motion Sensor Enclosure Mic: Louroe Tamper Proof Mic
Recording Activation	Recording will be triggered via Touch Panel
External Recording-In-Progress Visual	N/A
Wall Configuration	Drywall
Ceiling Configuration	Standard Tile

Additional Location Notes

Notes	
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ROOM DETAILS: Room 3

The following sections detail the configurations specific to ROOM 3

Location Name	HQ
Room Name	Room 3

Camera Configuration

Camera 1	Camera 1 will be a(n) : AXIS F41/F1005-E Covert Camera Covert Enclosure : Motion Sensor Enclosure Mic: Louroe Tamper Proof Mic
Recording Activation	Recording will be triggered via Touch Panel
External Recording-In-Progress Visual	N/A
Wall Configuration	Drywall
Ceiling Configuration	Standard Tile

Additional Location Notes

Notes	
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Axon International, Inc's Sales Terms and Conditions for Direct Sales to End User Purchasers

This Statement of Work is bound to the applicable signed quote. Upon confirmation of the installation dates, to be confirmed in writing, the agency will give no less than a 2-week advanced notice of cancellation or change from the date of the scheduled installation. In the event the Agency cancels 2 weeks or less from the date of the scheduled installation, the agency will be responsible for all travel booked, and resource costs associated with the cancelled installation. Rescheduling of the installation will be at the discretion of Axon Professional Services based on available dates within the installation schedule calendar.

Changes to the scope of this SOW must be documented and agreed upon by the Parties in a change order. If the changes cause an increase or decrease in any charges or cause a scheduling change from that originally agreed upon, an equitable adjustment in the charges or schedule will be agreed upon by the Parties and included in the change order, signed by both Parties.

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), 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 Connor Duffy at cduffy@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

Quote: Q-202008-43692.547CD

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