

## 5-YEAR QUOTE SUMMARY

Hammond Police Department

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09/22/2020

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## Hammond Police Department Quote Summary

Keeping your community safer and saving critical budget by bundling our products and services. This program provides your agency with next-generation devices and software, delivering seamless integration, budget predictability and automatic upgrades.

### Hardware:

Axon Body 3 isn't just a camera: it's a rugged communications beacon front-and-center on every call. Featuring enhanced low-light performance, reduced motion blur, and optional LTE connectivity.

- Incentive to buy: 9 Free Cameras and total Discount of \$32,667
- (4) 8 Bay Docking Stations (1 Free) for Charging and Evidence Offload
- (100) AB3 Cameras Delivered in Year 1
- Mounts for each user
- Full 3-year warranty on all Devices

### Software:

Complete your case with a powerful case management experience, including bulk actions, access controls, and automated suggestions. And save time with efficiency tools like redaction assistant.

- (4) Professional Licenses for the System Administrators
- (87) Basic Licenses for Every Officer
- Axon Capture for every officer (logging Video, Photo and Audio evidence through the axon portal and not on their phone)
- Included Redaction Tools: Skin Blur, Motion Tracking, Manual
- Multi-Cam Playback for 4 Professional Users
- Unlimited Storage for Every Body Camera User in Evidence.Com

### Warranties and equipment refresh:

Hammond will have 100 AB3 Cameras with a 1-Year Manufacturing Warranty and 2 year Extended Warranty.

- Hammond Police Department has opted into utilizing the 1-year manufacturing warranty and 2 year extended warranty on all cameras and docks for reasons of cost.
- Should anything need to be updated after 3rd year of ship date it will be replaced as needed at full cost to the department.

### Axon Professional Services:

Axon's Professional Services Help introduce our technologies to agencies with the right training and implementation support.

- Onsite Configuration of Evidence.com and all devices and docks
- System admin and end user training on site
- Train-the-trainer curriculum
- End user training & troubleshooting

## Police Department: Axon Body Worn Camera Solution

In this Executive Summary are prepared certain high-level benefits for the city of Surfside in implementing a body worn camera solution. We will focus on three main pillars: transparency, accountability, and officer safety.

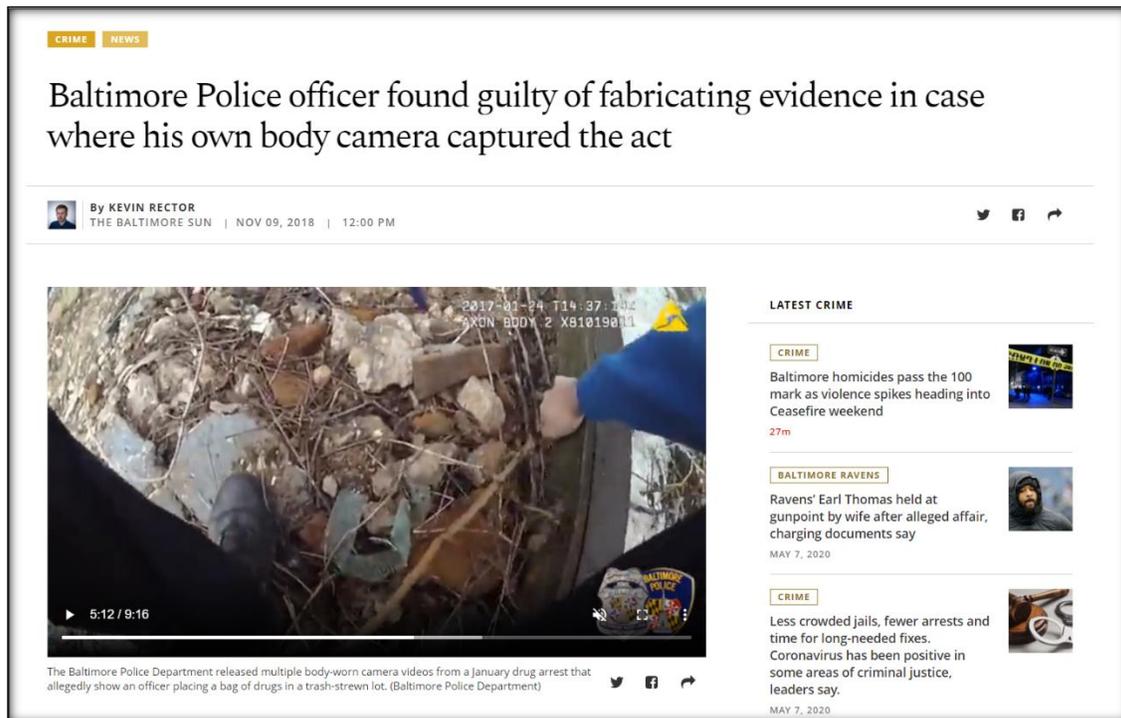
### Transparency

The solution that Surfside Police department will implement will provide greater transparency to the public as well as the command staff of the department. The Axon Body 3 Cameras provided to the agency will be constantly recording in a 30 second pre-event buffer for the duration of the 12 hour shift. Once the evidence is uploaded to Evidence.Com there is a long set of tenets to assist with transparency:

- Full Audit Trail showing who viewed the evidence and who marked or redacted it
- Administrative privileges set by command staff to control what evidence is available to whom
- Original video can never be removed even if redacted, as extraneous copies are made
- Full chain of custody from capture-to-courtroom.
- BWC video will be able to be reviewed by command staff and admins, and shared via portal.

### Accountability

- Bodycameras are great liability assets to departments. Digital capture shows the perspective of a situation, the volume of a suspect shouting, the clear imagery an officer is seeing. It leads to higher pre-trial convictions. It also leads to more accountability for officers.



**CRIME NEWS**

## Baltimore Police officer found guilty of fabricating evidence in case where his own body camera captured the act

By KEVIN RECTOR  
THE BALTIMORE SUN | NOV 09, 2018 | 12:00 PM

2017-07-24 T14:37:10.4  
AXON BODY 2 XB1019011

5:12 / 9:16

The Baltimore Police Department released multiple body-worn camera videos from a January drug arrest that allegedly show an officer placing a bag of drugs in a trash-strewn lot. (Baltimore Police Department)

**LATEST CRIME**

**CRIME**  
Baltimore homicides pass the 100 mark as violence spikes heading into Ceasefire weekend  
27m

**BALTIMORE RAVENS**  
Ravens' Earl Thomas held at gunpoint by wife after alleged affair, charging documents say  
MAY 7, 2020

**CRIME**  
Less crowded jails, fewer arrests and time for long-needed fixes. Coronavirus has been positive in some areas of criminal justice, leaders say.  
MAY 7, 2020



# CONSIDERATIONS FOR STARTING A BODY-WORN VIDEO PROGRAM

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PROTECT LIFE.  
PROTECT TRUTH.

## CONSIDERATIONS FOR STARTING A BODY-WORN VIDEO PROGRAM



When considering a body-worn camera (BWC) program, the camera itself is often the starting point for the decision. Cameras must be durable, reliable, and able to last for a full shift. While the hardware is an extremely important aspect of the decision, many agencies quickly learn that it is the backend data storage and management that plays a much bigger role in the system's usability and total cost of ownership.

Thousands of agencies have successfully deployed body-worn cameras to date, and agencies considering starting their own programs can rely on early adopters' learnings in these areas.

### AGENCY EXAMPLE 1:

## SAN ANTONIO POLICE DEPARTMENT

San Antonio conducted a pilot program testing body-worn cameras from six vendors. Key learnings included the following<sup>3</sup>:

- Based on data from other law enforcement agencies, San Antonio estimated that it would need more than half a terabyte of storage per day for body-worn video.

$$\begin{array}{r}
 2.7\text{GB} \\
 \text{VIDEO PER DAY} \\
 \text{PER OFFICER}
 \end{array}
 \times
 \begin{array}{r}
 251 \\
 \text{BODY-WORN} \\
 \text{CAMERAS}
 \end{array}
 =
 \begin{array}{r}
 0.5\text{TB} \\
 \text{PER DAY}
 \end{array}$$

- In order to maintain a back-office system, the department would need to expand its technical and administrative staff. Administrative responsibilities would include managing the growing video library and responding to Open Records Requests.

### SAN DIEGO PD<sup>1</sup>

41%  
DECREASE IN  
COMPLAINTS

47%  
DECREASE IN  
USE OF FORCE



### MESA PD<sup>2</sup>

40%  
DECREASE IN  
COMPLAINTS

75%  
DECREASE IN  
USE OF FORCE

*Body-worn cameras have been shown to reduce complaints and use of force, with significant impacts on officer safety and agency expenditures.*

- Because of the resources necessary to host a back-office system, the estimated cost of licensing, support and limited storage for a premise-based system was approximately 400% higher than the estimated cost of licensing, support and storage for a full cloud solution.



\$1,200,000

AVERAGE YEARLY COST OF STORAGE,  
LICENSING AND SUPPORT FOR ON-PREMISE



\$240,000

AXON CLOUD SOLUTION WITH UNLIMITED STORAGE

## CONSIDERATIONS FOR STARTING A BODY-WORN VIDEO PROGRAM

AGENCY EXAMPLE 2:

### SONOMA COUNTY SHERIFF'S OFFICE

Sonoma County conducted a four-month trial & evaluation of two systems. Key learnings included the following<sup>4</sup>:

- The speed at which the system processes evidence from end to end is of critical importance. Lost productivity is a major, but hidden factor that can greatly impact the total cost of ownership of a particular system.



- A “dock-and-walk” solution can help alleviate the need for manual data transfer. When coupled with an RMS or CAD integration that automates tagging of metadata, this can help agencies reclaim time currently being used for manual processes.

- Automatic deletion of evidence is key for body-worn camera programs due to the high volume of files. Systems with faster workflows allow for entire categories of evidence to have their own retention schedules.
- A system with case management allows evidence from multiple sources related to a single event to be grouped into a single folder. With a full cloud solution, cases can be shared electronically with external stakeholders to increase the speed of evidence processing.
- When choosing between a full cloud solution and a premise-based system, agencies should consider the IT resources necessary to maintain each and to integrate them with existing departmental software and hardware systems.
- To prevent unforeseen costs, agencies should verify that a potential cloud vendor is responsible for maintaining the system behind the scenes and updating it with new technology. They should ensure that these updates are included in the contract.

## MORE INFORMATION

Whether you're just starting to think about a body-worn camera program or are currently in camera trials, we can help provide you the information necessary to make a good decision. Don't hesitate to contact our body-worn camera program experts with any questions you may have.

info@taser.com  
800-978-2737

### CITATIONS

1. San Diego police body camera report: Fewer complaints, less use of force [Los Angeles Times, 2015]
2. Implementing a Body-Worn Camera Program: Recommendations and Lessons Learned [PERF & COPS, 2014]
3. Briefing on the findings of a Police Body Worn Camera Pilot [City of San Antonio, 2014]
4. Body-Worn Cameras: Pilot-Program Report: Sonoma County Board of Supervisor's Directive #5 [Sonoma County Sheriff's Office, 2014]

**SALES REPRESENTATIVE**

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HAMMOND, LA 70404  
US

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	12	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	4	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	87	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	87	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	79	0.00	0.00	0.00
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		91	699.00	599.56	54,559.96
74210	AXON BODY 3 - 8 BAY DOCK		4	1,495.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		100	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		91	0.00	0.00	0.00
73250	AXON BODY 3 - 2 YEAR WARRANTY		91	280.00	0.00	0.00
73251	AXON BODY 3 - 8 BAY DOCK 2 YEAR WARRANTY		4	500.00	0.00	0.00
74210	AXON BODY 3 - 8 BAY DOCK		1	1,495.00	0.00	0.00
73250	AXON BODY 3 - 2 YEAR WARRANTY		9	280.00	0.00	0.00
73202	AXON BODY 3 - NA10		9	699.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		9	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		9	0.00	0.00	0.00

## Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
73251	AXON BODY 3 - 8 BAY DOCK 2 YEAR WARRANTY		1	500.00	0.00	0.00
<b>Other</b>						
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		4	0.00	0.00	0.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	4	468.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	87	180.00	0.00	0.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	79	288.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		1	0.00	0.00	0.00
<b>Services</b>						
85144	AXON STARTER		1	2,750.00	2,742.92	2,742.92
					Subtotal	57,302.88
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	57,302.88

## Spare

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
73202	AXON BODY 3 - NA10		3	699.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	60	3	1,680.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		2	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		3	0.00	0.00	0.00
<b>Other</b>						
73827	AB3 CAMERA TAP WARRANTY	60	3	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	4	468.00	4,722.72	18,890.88
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	87	180.00	180.00	15,660.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	79	288.00	288.00	22,752.00
					Subtotal	57,302.88
					Estimated Tax	0.00
					Total	57,302.88

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	4	468.00	4,722.72	18,890.88
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	87	180.00	180.00	15,660.00
73309	AXON BODY CAMERA REFRESH ONE		3	0.00	0.00	0.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	79	288.00	288.00	22,752.00
					Subtotal	57,302.88
					Estimated Tax	0.00
					Total	57,302.88

## Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	4	468.00	4,722.72	18,890.88
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	87	180.00	180.00	15,660.00

## Year 4 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other (Continued)</b>						
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	79	288.00	288.00	22,752.00
					Subtotal	57,302.88
					Estimated Tax	0.00
					Total	57,302.88

## Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	4	468.00	4,722.72	18,890.88
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	87	180.00	180.00	15,660.00
73310	AXON BODY CAMERA REFRESH TWO		3	0.00	0.00	0.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	79	288.00	288.00	22,752.00
					Subtotal	57,302.88
					Estimated Tax	0.00
					Total	57,302.88

<b>Grand Total</b>	<b>286,514.40</b>
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## Discounts (USD)

Quote Expiration: 09/30/2020

List Amount	319,182.00
Discounts	32,667.60
<b>Total</b>	<b>286,514.40</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	57,302.88
Spares	0.00
Year 2	57,302.88
Year 3	57,302.88
Year 4	57,302.88
Year 5	57,302.88
<b>Grand Total</b>	<b>286,514.40</b>

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 Sean Maher at [smaher@axon.com](mailto:smaher@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)

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### \*\*\*Axon Internal Use Only\*\*\*

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

## ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	