



AXON

Romeoville Police Dept. - IL

AXON SALES REPRESENTATIVE

Kelsey Donohue
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kelsey@taser.com

ISSUED
12/23/2019

Q-239835-43822.814KD



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

Q-239835-43822.814KD

Issued: 12/23/2019

Quote Expiration: 12/31/2019

Account Number: 110819

Payment Terms: Net 30
 Delivery Method: Fedex - Ground

SHIP TO

John Ferdinando
 Romeoville Police Department - IL
 1050 W Romeo Road
 Romeoville, IL 60446
 US

BILL TO

Romeoville Police Department - IL
 1050 W Romeo Road
 Romeoville, IL 60446
 US

SALES REPRESENTATIVE

Kelsey Donohue
 Phone: (480) 430-0743
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 Fax:

PRIMARY CONTACT

John Ferdinando
 Phone: (815) 886-7579
 Email: jferdinando@romeoville.org

Year 1 - Fleet

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	27	1,548.00	1,548.00	41,796.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	27	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	43	468.00	468.00	20,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,290	0.00	0.00	0.00
Hardware					
71088	AXON FLEET 2 KIT	27	0.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	27	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	27	0.00	0.00	0.00
80206	FLEET WIRELESS MICROPHONE - 4 YEAR EXTENDED WARRANTY	54	0.00	0.00	0.00
71084	JUNCTION BOX, FLEET 2	54	0.00	0.00	0.00
80185	EXTENDED WARRANTY, 4 YEAR, FLEET 2 JUNCTION BOX	54	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	54	0.00	0.00	0.00
71086	FLEET WIRELESS MICROPHONE	54	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK	54	0.00	0.00	0.00
11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	54	0.00	0.00	0.00
71210	FLEET DOOR TRIGGER HARDWARE, US	54	18.56	18.56	1,002.24
Other					
No Router	No Router (Declined)	27	0.00	0.00	0.00
No Custom Triggers	No Custom Triggers (Declined)	1	0.00	0.00	0.00

Year 1 - Fleet (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)					
71087	FLEET WIRELESS MICROPHONE CHARGING DOCK	54	0.00	0.00	0.00
80200	FLEET WIRELESS MICROPHONE PACKAGE - YEAR 1 PAYMENT	54	72.00	72.00	3,888.00
Services					
80131	TRAIN INSTALLER OR INSTALL FACILITY, 2 DAYS ONSITE, PER SITE	1	6,000.00	0.00	0.00
WiFi Offload					
74074	WI-FI OFFLOAD SERVER HARDWARE	1	3,500.00	3,500.00	3,500.00
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	1	600.00	600.00	600.00
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	1	0.00	0.00	0.00
74066	WI-FI DEVELOPMENT SERVICES	1	1,000.00	1,000.00	1,000.00
				Subtotal	71,910.24
				Estimated Shipping	0.00
				Estimated Tax	0.00
				Total	71,910.24

Year 2 - Fleet

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	27	1,548.00	1,548.00	41,796.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	27	0.00	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	43	468.00	468.00	20,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,290	0.00	0.00	0.00
Other					
80201	FLEET WIRELESS MICROPHONE PACKAGE - YEAR 2 PAYMENT	54	72.00	72.00	3,888.00
WiFi Offload					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	1	600.00	600.00	600.00
				Subtotal	66,408.00
				Estimated Tax	0.00
				Total	66,408.00

Year 3 - Fleet

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	27	1,548.00	1,548.00	41,796.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	27	0.00	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	43	468.00	468.00	20,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,290	0.00	0.00	0.00
Other					
80202	FLEET WIRELESS MICROPHONE PACKAGE - YEAR 3 PAYMENT	54	72.00	72.00	3,888.00
WiFi Offload					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	1	600.00	600.00	600.00
				Subtotal	66,408.00
				Estimated Tax	0.00
				Total	66,408.00

Year 4 - Fleet

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	27	1,548.00	1,548.00	41,796.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	27	0.00	0.00	0.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	43	468.00	468.00	20,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,290	0.00	0.00	0.00
Other					
80203	FLEET WIRELESS MICROPHONE PACKAGE - YEAR 4 PAYMENT	54	72.00	72.00	3,888.00
WiFi Offload					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	1	600.00	600.00	600.00
				Subtotal	66,408.00
				Estimated Tax	0.00
				Total	66,408.00

Year 5 - Fleet

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	27	1,548.00	1,548.00	41,796.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	27	0.00	0.00	0.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	43	468.00	468.00	20,124.00
85110	EVIDENCE.COM INCLUDED STORAGE	1,290	0.00	0.00	0.00
Other					
80204	FLEET WIRELESS MICROPHONE PACKAGE - YEAR 5 PAYMENT	54	72.00	72.00	3,888.00
WiFi Offload					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	1	600.00	600.00	600.00
				Subtotal	66,408.00
				Estimated Tax	0.00
				Total	66,408.00
Grand Total					337,542.24

Discounts (USD)

Quote Expiration: 12/31/2019

List Amount	343,542.24
Discounts	6,000.00
Total	337,542.24

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - Fleet	71,910.24
Year 2 - Fleet	66,408.00
Year 3 - Fleet	66,408.00
Year 4 - Fleet	66,408.00
Year 5 - Fleet	66,408.00
Grand Total	337,542.24

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform

This document details a proposed system design

Agency Created For: Romeoville Police Dept. - IL

Quote: Q-239835-43822.814KD

Sold By:	Kelsey Donohue
Designed By:	Matthew Karsten
Installed By:	Customer's Preferred Installer
Target Install Date:	

Additional Considerations	<p>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.</p> <p>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.</p>	
	<p>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.</p>	
Hardware Provisioning	Customer will provide the following router for all vehicles:	Cradlepoint IBR900-1200
	The customer will provide a MDT for each vehicle	

In-Car Network Considerations

Network Requirements	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.		
Network Addressing	IP Addressing		Total IPs Required
	Axon Fleet Cameras	54	108
	Mobile Data Terminal	27	
	Cradlepoint IBR900-1200	27	
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 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>Project Management</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>Vehicle Installation</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"> ○ 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. ○ 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.
<p>Custom Trigger Installation</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>Training</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 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 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.
	Axon 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	3	Shifts
	Maximum Offline Time	3	Days
	Hours Of video Recorded Per Shift	2	Hours
	Number of Vehicles per Shift at Site	10	Vehicles
	Max Concurrent Vehicles Offloading	10	Vehicles
	Available Internet Upload Bandwidth	100	Mbps
Variables	Vehicle Offload Time	30	Minutes
	Wi-Fi Overhead	1	Percent
	Network Protocol Overhead	1	Percent
	Max Storage Utilization %	95	Percent
Results	Data Size per Vehicle / Shift	6300	MB

Network Considerations

Results	Required Throughput Per Vehicle	28	Mbps
	Minimum Wi-Fi Speed	28	Mbps
	Total Data per Shift	61.52	GB
	Total Data per Day	184.57	GB
	Total Offload Bandwidth	280	Mbps
	Total Storage	58285.36	GB
	Required Sustained Network Bandwidth	298	Mbps
	Sustained Disk Write Speed	35	Mbps
	Min. Supportable Throughput to E.com	17.5	Mbps
	E.com Throughput Difference	82.5	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), 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:

Steve Golden

Steve Golden

Date:

12-30-19

Name (Print):

Title:

Village Mgr.

PO# (Or write N/A):

Please sign and email to Kelsey Donohue at kelsey@taser.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

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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.)