



AXON

Coppell Police Dept - TX

AXON SALES REPRESENTATIVE

Danny Thielen
(480) 434-8810
dthielen@axon.com

ISSUED
6/21/2019



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

Q-213805-43637.911DT

Issued: 06/21/2019



Quote Expiration: 07/15/2019

Account Number: 112511

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SHIP TO

Anthony Maurer
Coppell Police Dept - TX
130 Town Center Blvd
Coppell, TX 75019
US

BILL TO

Coppell Police Dept - TX
130 Town Center Blvd
Coppell, TX 75019
US

SALES REPRESENTATIVE

Danny Thielen
Phone: (480) 434-8810
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PRIMARY CONTACT

Anthony Maurer
Phone: (972) 304-3563
Email: amaurer@coppelltx.gov

Year 1 - Unlimited Plus (Est. Ship Date 7/1/2019)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85054	TASER ASSURANCE PLAN AXON FLEX ANNUAL PAYMENT	5	348.00	348.00	1,740.00
85114	EVIDENCE.COM INCLUDED STORAGE (GB)-5 YEAR CONTRACT	2,800	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	5	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85100	AXON AUTO TAGGING SERVICE: ANNUAL PAYMENT	70	180.00	180.00	12,600.00
Hardware					
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	9	42.00	42.00	378.00
11528	FLEX 2 CAMERA, (ONLINE)	5	449.00	449.00	2,245.00
80106	5 YEAR TASER ASSURANCE PLAN AXON FLEX 2 CAMERA	5	0.00	0.00	0.00
80115	5 YEAR TASER ASSURANCE PLAN AXON FLEX 2 CONTROLLER	5	0.00	0.00	0.00
11532	FLEX 2 CONTROLLER	5	250.00	250.00	1,250.00
11509	BELT CLIP, RAPIDLOCK	5	0.00	0.00	0.00
11534	USB SYNC CABLE, FLEX 2	5	0.00	0.00	0.00
11545	COLLAR MOUNT, FLEX 2	5	0.00	0.00	0.00
11546	EPAULETTE MOUNT, FLEX 2	5	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	5	279.00	279.00	1,395.00

Year 1 - Unlimited Plus (Est. Ship Date 7/1/2019) (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	70	499.00	499.00	34,930.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK	140	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	70	0.00	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	9	1,495.00	1,495.00	13,455.00
74009	AXON DOCK, SINGLE BAY + CORE, AXON BODY 2	13	375.00	375.00	4,875.00
Other					
73460	EVIDENCE.COM UNLIMITED PLUS DOCK TAP: 5 YEAR	70	0.00	0.00	0.00
73461	Evidence.com Unlimited Plus License Annual Payment	70	1,068.00	0.00	0.00
73490	REDACTION ASSISTANT 51-150 SWORN AGENCY-WIDE LICENSE: 5 YEAR	1	0.00	0.00	0.00
73493	REDACTION ASSISTANT 51-150 SWORN ANNUAL PAYMENT	1	14,400.00	8,882.00	8,882.00
73410	AXON AWARE PLUS V SERVICE LINE: 5 YEAR	70	0.00	0.00	0.00
73413	AXON AWARE PLUS ANNUAL PAYMENT	70	150.00	150.00	10,500.00
Services					
85144	AXON STARTER	1	2,750.00	2,750.00	2,750.00
				Subtotal	95,000.00
				Estimated Shipping	0.00
				Estimated Tax	0.00
				Total	95,000.00

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	4	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK	8	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	4	0.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

Year 1 - AB3 Delivery

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
73200	AXON BODY 3 - NA01	70	699.00	0.00	0.00

Year 1 - AB3 Delivery (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
73253	5 Year Technology Assurance Plan Warranty AB3 Camera	70	0.00	0.00	0.00
74210	AXON BODY 3 - 8 BAY DOCK	8	1,495.00	0.00	0.00
73255	5 Year Technology Assurance Plan Warranty AB3 Dock 8 Bay	9	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK	70	0.00	0.00	0.00
11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	70	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	70	0.00	0.00	0.00
73200	AXON BODY 3 - NA01	4	699.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK	4	0.00	0.00	0.00
11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	4	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	4	0.00	0.00	0.00
73253	5 Year Technology Assurance Plan Warranty AB3 Camera	4	0.00	0.00	0.00
74211	AXON BODY 3 - 1 BAY DOCK	13	200.00	0.00	0.00
73257	5 Year Technology Assurance Plan Warranty AB3 Dock 1 Bay	13	0.00	0.00	0.00
Other					
71019	NORTH AMERICA POWER CORD	8	0.00	0.00	0.00
71019	NORTH AMERICA POWER CORD	13	10.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

Year 1 - Fleet Unlimited (Est. Ship Date 1/1/2020)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	17	774.00	774.00	13,158.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	17	0.00	0.00	0.00
Hardware					
71088	AXON FLEET 2 KIT	17	0.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	17	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	17	0.00	0.00	0.00
80179	FLEET 2 TAP TRUE-UP PAYMENT	17	348.00	348.00	5,916.00
Other					
No Router	No Router (Declined)	17	0.00	0.00	0.00
No Custom Triggers	No Custom Triggers (Declined)	1	0.00	0.00	0.00

Year 1 - Fleet Unlimited (Est. Ship Date 1/1/2020) (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Services					
80131	TRAIN INSTALLER OR INSTALL FACILITY, 2 DAYS ONSITE, PER SITE	1	6,000.00	6,000.00	6,000.00
				Subtotal	25,074.00
				Estimated Tax	0.00
				Total	25,074.00

Year 2 - Unlimited Plus

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85054	TASER ASSURANCE PLAN AXON FLEX ANNUAL PAYMENT	5	348.00	348.00	1,740.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	5	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85100	AXON AUTO TAGGING SERVICE: ANNUAL PAYMENT	70	180.00	180.00	12,600.00
Other					
73461	Evidence.com Unlimited Plus License Annual Payment	70	1,068.00	1,068.00	74,760.00
73493	REDACTION ASSISTANT 51-150 SWORN ANNUAL PAYMENT	1	14,400.00	15,650.00	15,650.00
73413	AXON AWARE PLUS ANNUAL PAYMENT	70	300.00	300.00	21,000.00
				Subtotal	125,750.00
				Estimated Tax	0.00
				Total	125,750.00

Year 2 - Fleet Unlimited

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	17	1,548.00	1,548.00	26,316.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	17	0.00	0.00	0.00
				Subtotal	26,316.00
				Estimated Tax	0.00
				Total	26,316.00

Year 3 - Unlimited Plus

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85054	TASER ASSURANCE PLAN AXON FLEX ANNUAL PAYMENT	5	348.00	348.00	1,740.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	5	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85100	AXON AUTO TAGGING SERVICE: ANNUAL PAYMENT	70	180.00	180.00	12,600.00
Other					
73461	Evidence.com Unlimited Plus License Annual Payment	70	1,068.00	1,068.00	74,760.00
73493	REDACTION ASSISTANT 51-150 SWORN ANNUAL PAYMENT	1	14,400.00	15,650.00	15,650.00
73413	AXON AWARE PLUS ANNUAL PAYMENT	70	300.00	300.00	21,000.00
				Subtotal	125,750.00
				Estimated Tax	0.00
				Total	125,750.00

Year 3 - Fleet Unlimited

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	17	1,548.00	1,548.00	26,316.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	17	0.00	0.00	0.00
				Subtotal	26,316.00
				Estimated Tax	0.00
				Total	26,316.00

Year 4 - Unlimited Plus

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85054	TASER ASSURANCE PLAN AXON FLEX ANNUAL PAYMENT	5	348.00	348.00	1,740.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	5	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85100	AXON AUTO TAGGING SERVICE: ANNUAL PAYMENT	70	180.00	180.00	12,600.00

Year 4 - Unlimited Plus (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other					
73461	Evidence.com Unlimited Plus License Annual Payment	70	1,068.00	1,068.00	74,760.00
73493	REDACTION ASSISTANT 51-150 SWORN ANNUAL PAYMENT	1	14,400.00	15,650.00	15,650.00
73413	AXON AWARE PLUS ANNUAL PAYMENT	70	300.00	300.00	21,000.00
				Subtotal	125,750.00
				Estimated Tax	0.00
				Total	125,750.00

Year 4 - Fleet Unlimited

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	17	1,548.00	1,548.00	26,316.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	17	0.00	0.00	0.00
				Subtotal	26,316.00
				Estimated Tax	0.00
				Total	26,316.00

Year 5 - Unlimited Plus

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85054	TASER ASSURANCE PLAN AXON FLEX ANNUAL PAYMENT	5	348.00	348.00	1,740.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	5	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
85100	AXON AUTO TAGGING SERVICE: ANNUAL PAYMENT	70	180.00	180.00	12,600.00
Other					
73461	Evidence.com Unlimited Plus License Annual Payment	70	1,068.00	1,068.00	74,760.00
73493	REDACTION ASSISTANT 51-150 SWORN ANNUAL PAYMENT	1	14,400.00	15,650.00	15,650.00
73413	AXON AWARE PLUS ANNUAL PAYMENT	70	300.00	300.00	21,000.00
				Subtotal	125,750.00
				Estimated Tax	0.00
				Total	125,750.00

Year 5 - Fleet Unlimited

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	17	1,548.00	1,548.00	26,316.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	17	0.00	0.00	0.00
				Subtotal	26,316.00
				Estimated Tax	0.00
				Total	26,316.00
Grand Total					728,338.00

Discounts (USD)

Quote Expiration: 07/15/2019

List Amount	881,732.00
Discounts	153,394.00
Total	728,338.00

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - Unlimited Plus (Est. Ship Date 7/1/2019)	95,000.00
Spares	0.00
Year 1 - AB3 Delivery	0.00
Year 1 - Fleet Unlimited (Est. Ship Date 1/1/2020)	25,074.00
Year 2 - Unlimited Plus	125,750.00
Year 2 - Fleet Unlimited	26,316.00
Year 3 - Unlimited Plus	125,750.00
Year 3 - Fleet Unlimited	26,316.00
Year 4 - Unlimited Plus	125,750.00
Year 4 - Fleet Unlimited	26,316.00

Summary of Payments (Continued)

Payment	Amount (USD)
Year 5 - Unlimited Plus	125,750.00
Year 5 - Fleet Unlimited	26,316.00
Grand Total	728,338.00

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Coppell Police Dept - TX

Quote: Q-213805-43637.911DT

Sold By:	Danny Thielen
Designed By:	Evan Bates
Installed By:	Customer's Preferred Installer
Target Install Date:	

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Coppell Police Dept - TX
<div> <div> Total Configured Vehicles <ul style="list-style-type: none"> 17 Total Vehicles with this Configuration </div> <div> Video Capture Sources <ul style="list-style-type: none"> 34 Total Cameras Deployed 1 Axon Signal Unit(s) Per Vehicle </div> <div> Mobile Data Terminal Per Vehicle <ul style="list-style-type: none"> 1 Located In Each Vehicle </div> <div> Mobile Router Per Vehicle <ul style="list-style-type: none"> 1 Sierra Wireless MG90 </div> <div> Offload Mechanism <ul style="list-style-type: none"> 4G LTE Cellular </div> <div> Evidence Management System <ul style="list-style-type: none"> Evidence.com </div> </div> <div>  <p>Axon Camera</p>  <p>Signal Unit</p>  <p>In-Car Router</p>  <p>Battery Box</p> </div>	

SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car 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	Sierra Wireless MG90 router will be installed in each vehicle
Axon Battery Boxes	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.	
Signal Activation Methods	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal provided by the customer.	
Mobile Data Terminal Requirements	<p>Operating System: Windows 7 or Windows 10 - x32 or x64 with the most current service packs and updates</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. 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.	
Hardware Provisioning	Customer will provide the following router for all vehicles:	Sierra Wireless MG90
	The customer will provide a MDT for each vehicle	

In-Car Network Considerations

Network Requirements	Sierra Wireless MG90 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	34	68	
	Mobile Data Terminal	17		
	Sierra Wireless MG90	17		
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

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 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.
Vehicle Installation	<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.
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 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.
Training	<p>End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL.</p> <p>End-user go-live training and support is not included in the installation fee scope.</p>

4G / Cellular Offload Considerations

Network Considerations	The Sierra Wireless MG90 will be the connection which allows 4G upload of recorded video
	The customer will ensure that their cellular contract does not allow for data throttling, or service denial, once a set data threshold is met. Throttling or denial of service will negatively affect Fleet upload capabilities.
	The MDT's 4G connection will facilitate the upload of recorded video content.
Hardware Provisioning	The customer will provide all 4G sim cards as required by their mobile provider.

Notes

TX BuyBoard 568-18 used for pricing and purchasing justification.

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 Danny Thielen at dthielen@axon.com or fax to (480) 502-6270

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-213805-43637.911DT

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