



City of Margate Police Department

ACCREDITED LAW ENFORCEMENT AGENCY



MEMORANDUM

TO: Ryan McCarthy, Lieutenant, Administrative Services Division

FROM: Brian Chevres, Officer, Administrative Services Division

DATE: April 26, 2021

SUBJECT: Body Worn Camera Acquisition

Since 2014, the Margate Police Department has been exploring options to outfit its sworn personnel with body worn cameras. Research has shown body-worn cameras can help improve the high-quality public service expected of police officers and promote the perceived legitimacy and sense of procedural justice that communities have about their police departments. Furthermore, departments that are already deploying body-worn cameras report that the presence of cameras often improve the performance of officers as well as the conduct of the community members who are recorded. This is an important advance in policing. Body-worn cameras can create a public record that allows the entire community to see what really happened as opposed to a narrative created by an onlooker or a short edited cell phone video.

Since the inception of our research, Broward County has developed an expansive partnership with Axon, Inc. Axon currently provides body worn cameras to nearly all of the law enforcement agencies in the County. Additionally, the Broward County State Attorney's Office and the Broward County Public Defender's Office have access to evidence.com. This is Axon-developed software that allows agencies to electronically submit case files to the State Attorney's Office which include videos obtained from body worn cameras. Currently, the Margate Police Department has limited access to evidence.com due to our contract with Axon that provides sworn personnel with electronic control devices (Tasers).

Our previous trials with body worn camera providers has shown Axon is the most reliable and user-friendly device on the market. Additionally, given the fact that our prosecutors office is using Axon backed software, our acquisition of the Axon body worn camera solution will streamline legal case filing procedures.

The City of Coral Springs conducted a similar trial process and decided, with consultation of their City Attorney's Office, to waive their standard procurement process based on concerns brought forward with agencies who utilize a non-Axon vendor for body worn camera services. The Broward County State Attorney's Office also expressed concerns regarding the video quality of the other vendor. (See Attachment/Coral Springs Agenda Item)

Currently, Axon has all of the law enforcement agencies in Broward County on their platform with the exception of two; Margate being one of the two agencies who do not currently have a body worn camera program implemented. With the Broward County State Attorney's Office and the Broward County Public Defender's Office having work agreements with Axon, the legal process in the County has been standardized. Margate will benefit from entering into this agreement with Axon by having the ability to participate in the standardized streamline process now being provided.

Attached is the most recent quotation from Axon which is their Officer Safety Plan 7+. The Department's contract with Axon for Tasers was set to expire. Better pricing is available to upgrade the tasers if it is bundled with the body worn camera program under the Officer Safety Plan 7+. This comprehensive quotation that includes all of the Axon products in a bundle that offers savings to the department. Officers will be outfitted with the newest electronic control device (Taser 7), each sworn officer under the rank of Captain will be issued a body worn camera, the interview rooms in the department will be upgraded to include Axon cameras. Additionally, Axon is also including their Report Management System and software that will allow citizens to electronically submit any video evidence online with an option to remain anonymous if they choose. All of these products are aimed at enhancing the relationship with the community and providing our officers with the most up to date technological tools currently on the market. The total cost of the Officer Safety Plan 7+ is \$1,499,996.30 which is broken down into a 5- year payment plan:

YEAR 1: \$300,000.42

YEAR 2: \$299,998.97

YEAR 3: \$299,998.97

YEAR 4: \$299,998.97

YEAR 5: \$299,998.97

Given the benefits to our officers and the Margate community, it is my recommendation that we accept the Axon Officer Safety Plan 7+ proposal as detailed in the formal quotation attached.

**City of Coral Springs
City Commission Meeting Agenda Item**

Meeting: November 13, 2019
Department: Financial Services
Initiated By: Gail Dixon

Summary Sheet

DOC ID: 6594

SUBJECT: Body Cameras and Tasers

PLACEMENT: Policy

REQUESTED ACTION: Request to waive the competitive procurement process consistent with Section 2-305.1(6) of the City Procurement Code and award the contract for Body Cameras and Tasers to **Axon Enterprise Inc.** of Scottsdale, AZ. From November 13, 2019 through November 12, 2024. The five-year cost is \$1,765,605.00.
(INCLUDE CONTRACT START/TERM DATES) REQUEST TO AWARD)

ATTACHMENTS: #1 - Master Services and Purchasing Agreement

BACKGROUND / DESCRIPTION:

The Coral Springs Police Department is one of the last agencies in Broward County that does not utilize body cameras. There is an urgent need to deploy cameras as soon as possible. A Request for Proposal (RFP) was developed and through the RFP process, BodyWorn by Utility Associates, Inc. (Utility) was selected as the top proposer.

During the discussion and negotiations phase with Utility, there were a number of concerns that were raised by the State Attorney's Office (SAO) with regard to evidence sharing and video quality. After further research with an expert in body worn camera video, it was verified that the concerns of the SAO were valid. Staff was provided with one recent local case in which the concern over video quality raised by the SAO was experienced by a department during an officer involved shooting event.

Staff met with other Broward County agencies who utilize Utility for their body worn camera provider. Utility was working through issues related to evidence sharing through their software program and video clarity, but has not been able to resolve them completely. This has been ongoing for approximately six months. At a meeting this past week, there are still outstanding issues and no definitive time frame for them to be resolved. There are additional staff requirements and costs to work around the outstanding issues that the City cannot provide.

The Evaluation Committee was reconvened on October 22, 2019, they were provided the current information related to evidence sharing and video clarity issues with Utility. The Committee voted to cease negotiations with Utility and move to the 2nd highest ranked proposer, Axon Enterprise, Inc, (Axon). The City Attorney's Office was consulted and determined it would be in the best interest of the City to waive the procurement code for this purchase.

Axon has 3,339 police agencies across the county utilizing their body cameras with a total number of 769,725 body cameras deployed across the United States. There are 89 police agencies in Florida that utilize Axon including 6 in Broward County. These police agencies include Broward Sheriff's Office, (BSO), Pembroke Pines, Fort Lauderdale, Hallandale Beach, Miramar and Seminole Tribal Police Department. The City was in the process of replacing all of the Department's tasers with the newest model and was therefore able to bundle the purchase of the tasers with the body cameras for better pricing.

City of Coral Springs
Commission Meeting Agenda Item
Summary Sheet
Meeting: November 13, 2019

Subject: Body Cameras and Tasers

The SAO is very comfortable with Axon's Evidence.com software program and has been utilizing it for the past 4.5 years for the prosecution of cases. Evidence.com is a robust software program that staff have tested and are becoming experienced with it.

The first-year purchase will include 150 body cameras, 60 spare body cameras, 150 batteries, unlimited storage, 25 body camera docking bases to charge the body cameras, 235 tasers, 470 duty cartridges, 470 training cartridges, 282 batteries, 3 taser docking stations, software licensing, and warranties. The body cameras will be replaced at year 2.5 with all new cameras and batteries. An additional 470 training cartridges are provided on a yearly basis and the tasers have a five-year warranty.

The five-year cost is \$1,765,605.00. The purchase is being funded with \$500,000 in forfeiture funds approved by the City Commission, \$300,000 in grant funds approved by the City Commission, and \$965,605 in city operating funds. The initial discounted price represented a 6% discount, but due to bundling the purchase of the body cameras and tasers together, the price reflects an 18.1% discount.

Based on these reasons, staff recommends that the City Commission waive the competitive procurement process consistent with the City's Procurement Code 2-305.1(6) and award the contract to Axon. This Agenda memorandum provides the written certification required in this section of the Procurement Code.

Copies to: C. Parry, Chief of Police
 L. Gorgoy, Purchasing Manager
 K. Moskowitz, Director of Financial Services
 M. Heller, Deputy City Manager
 S. Whitacre, Deputy City Attorney
 J. Hearn, City Attorney



AXON

Margate Police Dept. - FL

AXON SALES REPRESENTATIVE

Jeremy Deegan

jdeegan@axon.com

ISSUED

5/14/2021



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

Q-294711-44330.709JD

Issued: 05/14/2021



Quote Expiration: 09/15/2021

Account Number: 107156

Payment Terms: Net 30
Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

Jeremy Deegan

Phone:

Email: jdeegan@axon.com

Fax:

PRIMARY CONTACT

Paul Kostick

Phone: (954) 972-7111

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SHIP TO

Paul Kostick
Margate Police Dept. - FL
5790 MARGATE BLVD.
Margate, FL 33063
US

BILL TO

Margate Police Dept. - FL
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Margate, FL 33063
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Year 1 - OSP 7+/Licenses

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	10	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	10	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	30	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	10	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	113	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	113	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	3,390	0.00	0.00	0.00
73680	RESPOND DEVICE PLUS LICENSE	60	113	0.00	0.00	0.00
73681	AXON RECORDS FULL	60	113	0.00	0.00	0.00
73739	PERFORMANCE LICENSE	60	113	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	113	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	113	0.00	0.00	0.00
73618	CITIZEN FOR COMMUNITIES USER ACCESS LICENSE	60	113	0.00	0.00	0.00
73478	REDACTION ASSISTANT USER ACCESS LICENSE	60	113	0.00	0.00	0.00
11642	THIRD-PARTY VIDEO SUPPORT LICENSE	60	113	0.00	0.00	0.00

Year 1 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
73687	EVIDENCE.COM VIEWER LICENSE	60	1	0.00	0.00	0.00
73682	AUTO TAGGING LICENSE	60	113	0.00	0.00	0.00
Hardware						
70112	AXON SIGNAL UNIT		113	279.00	279.00	31,527.00
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		1	0.00	0.00	0.00
75015	SIGNAL SIDEARM KIT		113	0.00	0.00	0.00
20050	HOOK-AND-LOOP TRAINING (HALT) SUIT		2	0.00	0.00	0.00
73202	AXON BODY 3 - NA10		113	699.00	699.00	78,987.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		339	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		339	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		113	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		113	0.00	0.00	0.00
22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS		50	0.00	0.00	0.00
22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		50	0.00	0.00	0.00
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		226	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		226	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		226	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		226	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		226	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		135	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		135	0.00	0.00	0.00
20042	TASER 7 DOCK & CORE WARRANTY, 4-YEAR		2	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		2	0.00	0.00	0.00
74200	TASER 7 6-BAY DOCK AND CORE		2	0.00	0.00	0.00
74211	AXON BODY 3 - 1 BAY DOCK		113	200.00	200.00	22,600.00

Year 1 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		113	43.90	43.90	4,960.70
87060	TECH ASSURANCE PLAN 1-BAY BODY 3 DOCK WARRANTY	60	113	0.00	0.00	0.00
80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7		1	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		113	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		124	0.00	0.00	0.00
74210	AXON BODY 3 - 8 BAY DOCK		3	1,495.00	1,495.00	4,485.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	3	354.00	354.00	1,062.00
Other						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	10	180.00	180.00	1,800.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	10	468.00	468.00	4,680.00
73944	OFFICER SAFETY PLAN 7 + BUNDLE HEADER	60	113	0.00	0.00	0.00
73957	OFFICER SAFETY PLAN 7 + PAYMENT	12	113	2,508.00	1,253.44	141,638.72
Not Eligible/Customer Declined Channel Services	Not Eligible/Customer Declined Channel Services		113	0.00	0.00	0.00
73827	AB3 CAMERA TAP WARRANTY	60	113	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)		1	0.00	0.00	0.00
71104	NORTH AMER POWER CORD FOR AB3 1-BAY DOCK		113	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	3	0.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		3	0.00	0.00	0.00
Services						
85144	AXON STARTER		1	2,750.00	2,750.00	2,750.00

Year 1 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Services (Continued)						
85147	CEW STARTER		1	2,750.00	2,750.00	2,750.00
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE		1	0.00	0.00	0.00
Subtotal						297,240.42
Estimated Shipping						0.00
Estimated Tax						0.00
Total						297,240.42

Year 1 - Interview Room

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50071	AXON STREAMING SERVER LICENSE (PER SERVER)		2	1,750.00	0.00	0.00
50070	AXON CLIENT SOFTWARE (EACH CLIENT AND TOUCH PANEL)		2	1,500.00	0.00	0.00
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT	12	4	1,188.00	0.00	0.00
Hardware						
50298	AXIS P3245-LV NETWORK CAMERA		2	796.00	0.00	0.00
50294	LITE SERVER		2	1,950.00	0.00	0.00
50218	AXIS F41 COVERT MAIN UNIT - NON SER		2	595.00	0.00	0.00
50118	LOUROE DV-ML MICROPHONE (POE)		4	196.50	0.00	0.00
50221	HP SWITCH - 24PORT GIGABIT POE MANAGED SWITCH - NON SER		1	1,305.00	0.00	0.00
74062	INTERVIEW ROOM 5 YR EXTENDED WARRANTY		2	1,297.00	0.00	0.00
50114	AXIS F1025 SENSOR UNIT		2	370.00	0.00	0.00
74055	FIRE STROBE - RED		2	222.00	0.00	0.00
50268	TOUCH PANEL		2	1,600.00	0.00	0.00
Services						
85170	INTERVIEW ROOM, INSTALL AND SETUP		2	2,500.00	0.00	0.00
Subtotal						0.00
Estimated Tax						0.00
Total						0.00

Year 1 - T7 Cert

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	4	0.00	0.00	0.00
20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS LICENSE	60	4	0.00	0.00	0.00
20248	TASER 7 EVIDENCE.COM ACCESS LICENSE	60	1	0.00	0.00	0.00
Hardware						
20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER		4	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		12	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		12	0.00	0.00	0.00
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		4	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		4	0.00	0.00	0.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		8	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		8	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		8	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		8	0.00	0.00	0.00
20018	TASER 7 BATTERY PACK, TACTICAL		5	0.00	0.00	0.00
20041	TASER 7 BATTERY PACK WARRANTY, 4-YEAR		5	0.00	0.00	0.00
Other						
20430	TASER 7 CERTIFICATION BUNDLE HEADER	60	4	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	4	690.00	690.00	2,760.00

Year 1 - T7 Cert (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER	Not Eligible TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
Not Eligible TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	Not Eligible TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
Not Eligible Target and Frame	Not Eligible Target and Frame		4	0.00	0.00	0.00
Not Eligible Halt Suit	Not Eligible Halt Suit		1	0.00	0.00	0.00
					Subtotal	2,760.00
					Estimated Tax	0.00
					Total	2,760.00

Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R		3	0.00	0.00	0.00
73202	AXON BODY 3 - NA10		3	0.00	0.00	0.00
20040	TASER 7 HANDLE WARRANTY, 4-YEAR		3	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		3	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
Other						
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 - OSP 7+/Licenses

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		226	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		226	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	3	354.00	354.00	1,062.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		8	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		8	0.00	0.00	0.00
Other						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	10	180.00	180.00	1,800.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	10	468.00	468.00	4,680.00
73957	OFFICER SAFETY PLAN 7 + PAYMENT	12	113	2,508.00	2,563.69	289,696.97
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	4	690.00	690.00	2,760.00
					Subtotal	299,998.97
					Estimated Tax	0.00
					Total	299,998.97

Year 2 - Interview Room

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	300.00	0.00	0.00

Year 2 - Interview Room (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT	12	4	1,188.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 3 - OSP 7+/Licenses

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		226	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		226	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		226	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		226	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	3	354.00	354.00	1,062.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		8	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		8	0.00	0.00	0.00
22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS		8	0.00	0.00	0.00
22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS		8	0.00	0.00	0.00
Other						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	10	180.00	180.00	1,800.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	10	468.00	468.00	4,680.00
73957	OFFICER SAFETY PLAN 7 + PAYMENT	12	113	2,508.00	2,563.69	289,696.97
73309	AXON CAMERA REFRESH ONE		113	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		3	0.00	0.00	0.00

Year 3 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73313	1-BAY DOCK AXON CAMERA REFRESH ONE		113	0.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		3	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	4	690.00	690.00	2,760.00
					Subtotal	299,998.97
					Estimated Tax	0.00
					Total	299,998.97

Year 3 - Interview Room

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	300.00	0.00	0.00
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT	12	4	1,188.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 4 - OSP 7+/Licenses

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		226	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		226	0.00	0.00	0.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	3	354.00	354.00	1,062.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		8	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		8	0.00	0.00	0.00

Year 4 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	10	180.00	180.00	1,800.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	10	468.00	468.00	4,680.00
73957	OFFICER SAFETY PLAN 7 + PAYMENT	12	113	2,508.00	2,563.69	289,696.97
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	4	690.00	690.00	2,760.00
					Subtotal	299,998.97
					Estimated Tax	0.00
					Total	299,998.97

Year 4 - Interview Room

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	300.00	0.00	0.00
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT	12	4	1,188.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 5 - OSP 7+/Licenses

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		226	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		226	0.00	0.00	0.00

Year 5 - OSP 7+/Licenses (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	3	354.00	354.00	1,062.00
22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS		8	0.00	0.00	0.00
22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS		8	0.00	0.00	0.00
Other						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	10	180.00	180.00	1,800.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	10	468.00	468.00	4,680.00
73957	OFFICER SAFETY PLAN 7 + PAYMENT	12	113	2,508.00	2,563.69	289,696.97
73310	AXON CAMERA REFRESH TWO		113	0.00	0.00	0.00
20120	TASER 7 INSTRUCTOR COURSE VOUCHER		1	0.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		3	0.00	0.00	0.00
20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER		1	0.00	0.00	0.00
73314	1-BAY DOCK AXON CAMERA REFRESH TWO		113	0.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		3	0.00	0.00	0.00
20437	TASER 7 CERTIFICATION BUNDLE PAYMENT	12	4	690.00	690.00	2,760.00
					Subtotal	299,998.97
					Estimated Tax	0.00
					Total	299,998.97

Year 5 - Interview Room

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	350.00	0.00	0.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT	12	2	300.00	0.00	0.00

Year 5 - Interview Room (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT	12	4	1,188.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00
					Grand Total	1,499,996.30

Discounts (USD)

Quote Expiration: 09/15/2021

List Amount	1,672,800.70
Discounts	172,804.40
Total	1,499,996.30

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - OSP 7+/Licenses	297,240.42
Year 1 - Interview Room	0.00
Year 1 - T7 Cert	2,760.00
Spares	0.00
Year 2 - OSP 7+/Licenses	299,998.97
Year 2 - Interview Room	0.00
Year 3 - OSP 7+/Licenses	299,998.97
Year 3 - Interview Room	0.00
Year 4 - OSP 7+/Licenses	299,998.97
Year 4 - Interview Room	0.00

Summary of Payments (Continued)

Payment	Amount (USD)
Year 5 - OSP 7+/Licenses	299,998.97
Year 5 - Interview Room	0.00
Grand Total	1,499,996.30

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Interview Recording Platform

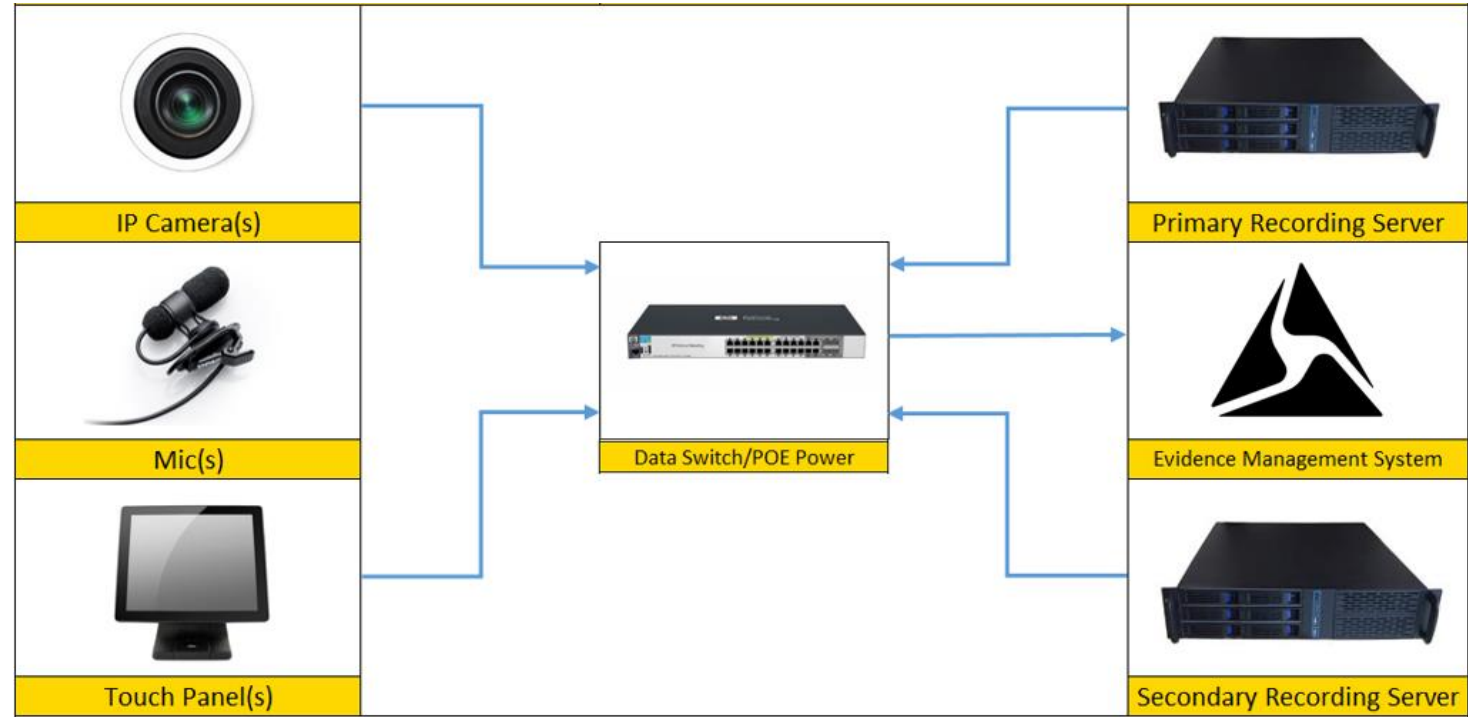
This document details a proposed system design

Agency Created For: Margate Police Dept. - FL

Sold By:	Jeremy Deegan
Designed By:	Andrew Tanis
Installed By:	Axon Professional Services
Customer Contact:	Ryan McCarthy
Target Install Date:	

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		Locations	# Rooms
4	Camera(s)	Margate Police Dept. - FL - Head Quarters	2
2	Covert Enclosure(s)		
4	Microphone(s) Injector(s)		
Total Switches			
1	POE Switch(es)		
Total Servers			
2	Server(s) <i>(customer-provided included)</i>		
Total Touch Panels			
2	Touch Panel(s) <i>(virtual not included)</i>		
2	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	4	8
	Qty of Touch Panels	2	
	Qty of Recording Servers	2	
Data Switch Provisioning	This install will require POE data switches at each location.		
Virtual Kiosks	0 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: Margate Police Dept. - FL - Head Quarters

The following sections detail the configuration of the Axon Interview recording system at MARGATE POLICE DEPT. - FL - HEAD QUARTERS

Location Name	Margate Police Dept. - FL - Head Quarters
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Cable Considerations

Cabling Runs	Axon Professional Services will install the networking cables using a Cat5e Cable.	
	9	cable runs are required for this installation.
	7	110v power outlets are required for this installation (Customer Responsibility).
Cabling Requirements	All Devices: Network cabling must be provided for the following devices: <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	HPE Aruba 2530 24-Port POE 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: Interview Room 1 Upstairs

The following sections detail the configurations specific to INTERVIEW ROOM 1 UPSTAIRS

Location Name	Margate Police Dept. - FL - Head Quarters
Room Name	Interview Room 1 Upstairs

Camera Configuration

Camera 1	Camera 1 will be a(n) : Axis P3235-LV Overt Dome Camera Mic: Louroe Tamper Proof Mic
Camera 2	Camera 2 will be a(n) : AXIS F41/F1025 Covert IP Camera Covert Enclosure : Fire Strobe Enclosure Mic: Louroe Tamper Proof Mic
Recording Activation	Recording will be triggered via IR Client
External Recording-In-Progress Visual	N/A
Wall Configuration	Drywall with Soundproofing
Ceiling Configuration	Standard Tile

Additional Location Notes

Notes	
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ROOM DETAILS: Interview Room 1 Upstairs

The following sections detail the configurations specific to INTERVIEW ROOM 1 UPSTAIRS

Location Name	Margate Police Dept. - FL - Head Quarters
Room Name	Interview Room 1 Upstairs

Camera Configuration

Camera 1	Camera 1 will be a(n) : Axis P3235-LV Overt Dome Camera Mic: Louroe Tamper Proof Mic
Camera 2	Camera 2 will be a(n) : AXIS F41/F1025 Covert IP Camera Covert Enclosure : Fire Strobe Enclosure Mic: Louroe Tamper Proof Mic
Recording Activation	Recording will be triggered via IR Client
External Recording-In-Progress Visual	N/A
Wall Configuration	Cinder Block
Ceiling Configuration	Sealed Ceiling

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.

Notes

League of Oregon Cities contract used for pricing and purchasing justification.

The city of Margate has negotiated additional discounts from the list pricing on the cooperative contract.

Agency has existing contract #00019492 (originated via Q-178327) and is terminating that contract upon the new license start date (10/15/2021) of this quote.

The parties agree that Axon is granting a refund of \$63,152.16 (applied to Year #1 OSP7+ licenses) to refund paid, but undelivered services. This discount is based on a ship date range of 9/15/2021-9/30/2021, resulting in a 10/15/2021 license date. Any change in this date and resulting license start date will result in modification of this discount value which may result in additional fees due to or from Axon.

Purchase of TASER 7 are governed by the TASER 7 Agreement located at <https://www.axon.com/legal/sales-terms-and-conditions> and not the Master Services and Purchasing Agreement referenced below.

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) and the **Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience** (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. **The Axon Customer Experience Improvement Program Appendix ONLY applies to Customers in the USA.** In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it contemplates the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix. 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): Cale Curtis

Title: City Manager

Signature: _____

Date: _____

Name (Print): Arlene Schwartz

Title: Mayor, City of Margate

PO# (Or write
N/A): _____

Please sign and email to Jeremy Deegan at jdeegan@axon.com or fax to

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		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.)	