



# AXON

**West Allis Police Dept. - WI**

**AXON SALES REPRESENTATIVE**

Brian Moutinho

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**ISSUED**

2/11/2021

**SALES REPRESENTATIVE**

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**PRIMARY CONTACT**

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

**SHIP TO**

Steve Beyer  
West Allis Police Dept. - WI  
11301 W. LINCOLN AVE.  
WEST ALLIS, WI 53227  
US

**BILL TO**

West Allis Police Dept. - WI  
11301 W. LINCOLN AVE.  
WEST ALLIS, WI 53227  
US

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
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		6	1,188.00	1,188.00	7,128.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	15	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	15	0.00	0.00	0.00
<b>Hardware</b>						
50221	HP SWITCH - 24PORT GIGABIT POE MANAGED SWITCH		1	1,305.00	1,305.00	1,305.00
74062	INTERVIEW ROOM 5 YR EXTENDED WARRANTY		6	1,297.00	1,297.00	7,782.00
50118	LOUROE DV-ML MICROPHONE (POE)		6	196.50	196.50	1,179.00
50298	AXIS P3245-LV NETWORK CAMERA		6	796.00	716.40	4,298.40
50294	LITE SERVER		2	1,950.00	1,950.00	3,900.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	15	180.00	0.00	0.00

## Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Services</b>						
85170	INTERVIEW ROOM, INSTALL AND SETUP		6	2,500.00	1,625.00	9,750.00
					Subtotal	43,342.40
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	43,342.40

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT		6	1,188.00	1,188.00	7,128.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT		3	300.00	300.00	900.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	15	180.00	180.00	2,700.00
					Subtotal	11,428.00
					Estimated Tax	0.00
					Total	11,428.00

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT		6	1,188.00	1,188.00	7,128.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT		3	300.00	300.00	900.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00

### Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	15	180.00	180.00	2,700.00
					Subtotal	11,428.00
					Estimated Tax	0.00
					Total	11,428.00

### Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT		6	1,188.00	1,188.00	7,128.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT		3	300.00	300.00	900.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	15	180.00	180.00	2,700.00
					Subtotal	11,428.00
					Estimated Tax	0.00
					Total	11,428.00

### Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT		6	1,188.00	1,188.00	7,128.00
50074	AXON TOUCH PANEL SOFTWARE MAINTENANCE ANNUAL PAYMENT		3	300.00	300.00	900.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00

## Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	15	180.00	180.00	2,700.00
					Subtotal	11,428.00
					Estimated Tax	0.00
					Total	11,428.00
<b>Grand Total</b>						<b>89,054.40</b>

## Discounts (USD)

Quote Expiration: 04/15/2021

List Amount	97,482.00
Discounts	8,427.60
<b>Total</b>	<b>89,054.40</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	43,342.40
Year 2	11,428.00
Year 3	11,428.00
Year 4	11,428.00
Year 5	11,428.00
<b>Grand Total</b>	<b>89,054.40</b>

# STATEMENT OF WORK & CONFIGURATION DOCUMENT

## Axon Interview Recording Platform

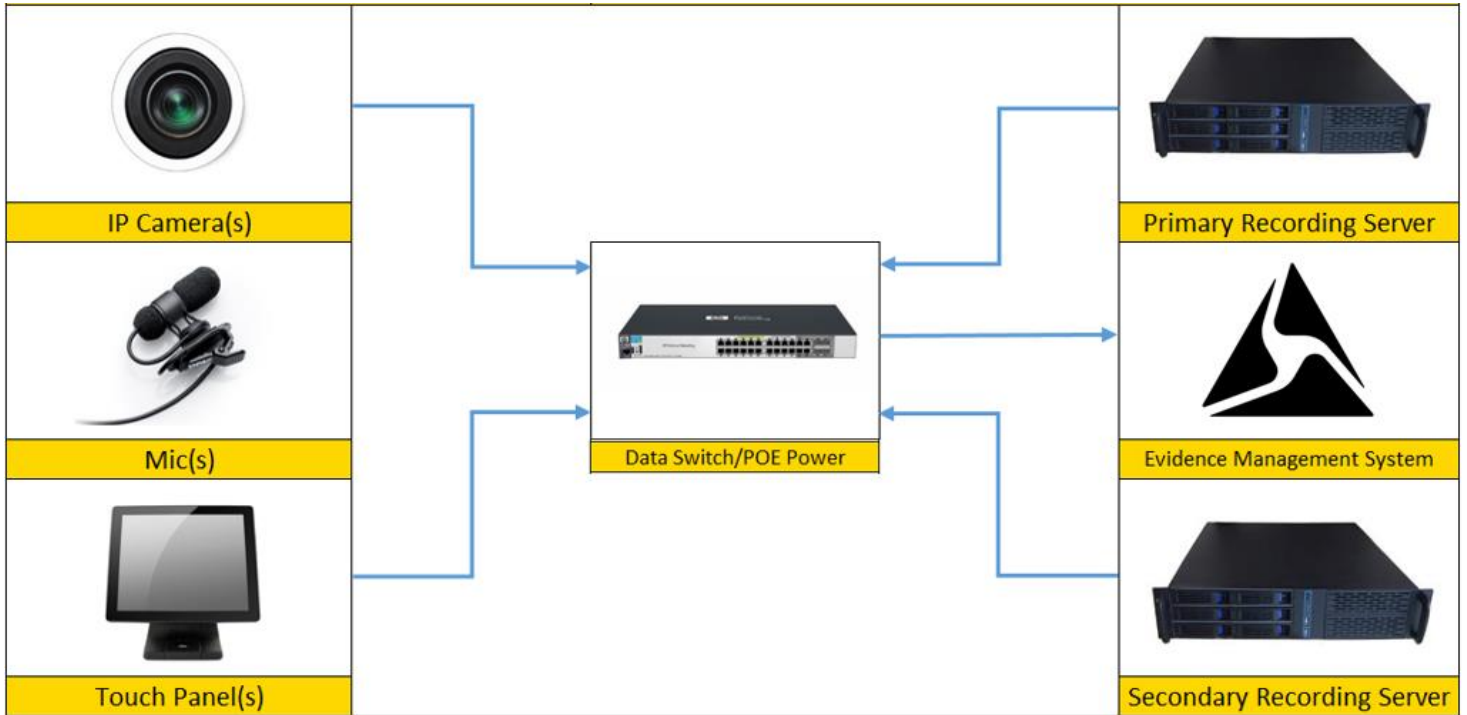
This document details a proposed system design

Agency Created For: West Allis Police Dept. - WI

<b>Sold By:</b>	Brian Moutinho
<b>Designed By:</b>	Jake Borro
<b>Installed By:</b>	Axon Professional Services
<b>Customer Contact:</b>	Steve Beyer
<b>Target Install Date:</b>	08/31/2020

# 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>
6	Camera(s)	HQ	6
0	Covert Enclosure(s)		
6	Microphone(s) Injector(s)		
<b>Total Switches</b>			
1	POE Switch(es)		
<b>Total Servers</b>			
2	Server(s) <i>(customer-provided included)</i>		
<b>Total Touch Panels</b>			
6	Touch Panel(s) <i>(virtual not included)</i>		
0	Wall Mount(s)		
<b>Total Camera Configurations</b>			
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

<b>Network Requirements</b>	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.		
<b>Network Addressing</b>	<b>Network Device</b>	<b>Static IPs</b>	<b>Total IPs</b>
	Qty of IP Cameras	6	14
	Qty of Touch Panels	6	
	Qty of Recording Servers	2	
<b>Data Switch Provisioning</b>	This install will require POE data switches at each location.		
<b>Virtual Kiosks</b>	3 workstations will require virtual kiosk software to be installed.		
<b>Customer Provided Items</b>	Customer to provide all device IP addresses Customer to also provide: <ul style="list-style-type: none"> <li>• Subnet Mask</li> <li>• Gateway IP</li> <li>• DNS/WINS IP</li> <li>• Time Server IP</li> </ul>		
	Customer IT staff will configure all switches with proper network configuration.		

## Metadata Tags

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

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

## Training

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

<b>Notes</b>	
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## LOCATION DETAILS: HQ

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

<b>Location Name</b>	HQ
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### Cable Considerations

<b>Cabling Runs</b>	Customer will install the networking cables using a Cat5e Cable.	
	15	cable runs are required for this installation.
	11	110v power outlets are required for this installation (Customer Responsibility).
<b>Cabling Requirements</b>	<p>All Devices:            Network cabling must be provided for the following devices:</p> <ul style="list-style-type: none"> <li>• Axis IP Camera</li> <li>• Server</li> <li>• Touch Panel or PC running a virtual Touch Panel</li> <li>• POE Switch</li> </ul>	

### Servers, Switches, Touch Panels

<b>Servers</b>	Axon Interview Lite Server	<b>Quantity:</b>	1
	Axon Interview Lite Server		1
<b>Redundancy</b>	This system includes recording redundancy		
<b>Data Switch/POE Power</b>	HPE Aruba 2530 24-Port POE Switch	<b>Quantity:</b>	1
<b>Touch Panels</b>	Customer PC		
<b>Touch Panel Location</b>	No Touch Panel		
<b>Number of I/O Boxes Required</b>	0		

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Detention Room 1

The following sections detail the configurations specific to DETENTION ROOM 1

<b>Location Name</b>	HQ
<b>Room Name</b>	Detention Room 1

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via Touch Panel
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Metal Security Tile

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Detention Room 2

The following sections detail the configurations specific to DETENTION ROOM 2

<b>Location Name</b>	HQ
<b>Room Name</b>	Detention Room 2

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via Touch Panel
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Metal Security Tile

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Interview Room 1

The following sections detail the configurations specific to INTERVIEW ROOM 1

<b>Location Name</b>	HQ
<b>Room Name</b>	Interview Room 1

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Standard Tile

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Interview Room 2

The following sections detail the configurations specific to INTERVIEW ROOM 2

<b>Location Name</b>	HQ
<b>Room Name</b>	Interview Room 2

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Standard Tile

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Interview Room 3

The following sections detail the configurations specific to INTERVIEW ROOM 3

<b>Location Name</b>	HQ
<b>Room Name</b>	Interview Room 3

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Standard Tile

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Interview Room 4

The following sections detail the configurations specific to INTERVIEW ROOM 4

<b>Location Name</b>	HQ
<b>Room Name</b>	Interview Room 4

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3245-LV Overt Dome Camera  Mic: Louroe Tamper Proof Mic
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Cinder Block
<b>Ceiling Configuration</b>	Standard Tile

### Additional Location Notes

<b>Notes</b>	
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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

This is a budgetary quote only. This quote contains hardware, software, and estimated installation costs. A review by an Axon engineer and the creation of a Statement of Work will need to be completed to determine the exact requirements for the agency to implement an Interview Room program. This quote is subject to change based on the information gathered from the review outlined above.

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 Brian Moutinho at [bmoutinho@axon.com](mailto:bmoutinho@axon.com) or fax to

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