



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

**Q-168664-43517.912LE**

Issued: 02/21/2019



Quote Expiration: 03/30/2019

Account Number: 106609

Start Date: 05/01/2019  
Payment Terms: Net 30  
Delivery Method: Fedex - Ground

**SALES REPRESENTATIVE**

Laura Egan

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**PRIMARY CONTACT**

James Chamernik

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**SHIP TO**

James Chamernik  
Lake County Sheriff's Dept. - IL  
25 W. MARTIN LUTHER KING JR AVE.  
Waukegan, IL 60085  
US

**BILL TO**

Lake County Sheriff's Dept. - IL  
25 W. MARTIN LUTHER KING JR AVE.  
Waukegan, IL 60085  
US

**Year 1- (Est Del. Date 4/1/2019)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	125	1,548.00	1,548.00	193,500.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	125	0.00	0.00	0.00
<b>Hardware</b>					
71088	AXON FLEET 2 KIT	125	1,560.00	0.00	0.00
80192	5 YEAR TAP, FLEET 2 KIT	125	0.00	0.00	0.00
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)	127	1,509.00	490.00	62,230.00
11511	ROUTER ANTENNA, FLEET	127	270.00	270.00	34,290.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	127	15.00	0.00	0.00
<b>Other</b>					
No Custom Triggers	No Custom Triggers (Declined)	125	0.00	0.00	0.00
<b>Services</b>					
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)	125	1,200.00	1,200.00	150,000.00
<b>WiFi Offload</b>					
74065	WI-FI OFFLOAD WIRELESS ACCESS POINT INTEGRATION (25 CONCURRE	1	32,980.00	32,980.00	32,980.00
74074	WI-FI OFFLOAD SERVER HARDWARE	5	3,500.00	3,500.00	17,500.00
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	5	600.00	600.00	3,000.00
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	5	0.00	0.00	0.00

## Year 1- (Est Del. Date 4/1/2019) (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload (Continued)</b>					
74064	WI-FI OFFLOAD WIRELESS ACCESS POINT INTEGRATION (5 CONCURREN	1	18,745.00	18,745.00	18,745.00
Subtotal					512,245.00
Estimated Shipping					0.00
Estimated Tax					0.00
Total					512,245.00

## Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>					
71079	CAMERA SYSTEM, FRONT, FLEET 2	3	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	3	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	3	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	6	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	3	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	3	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	3	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	3	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	3	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	3	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	6	0.00	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO CAMERA, FLEET 2	6	0.00	0.00	0.00
Subtotal					0.00
Estimated Tax					0.00
Total					0.00

## Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	125	1,548.00	1,548.00	193,500.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	125	0.00	0.00	0.00

## Year 2 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload</b>					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	5	600.00	600.00	3,000.00
				Subtotal	196,500.00
				Estimated Tax	0.00
				Total	196,500.00

## Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	125	1,548.00	1,548.00	193,500.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	125	0.00	0.00	0.00
<b>WiFi Offload</b>					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	5	600.00	600.00	3,000.00
				Subtotal	196,500.00
				Estimated Tax	0.00
				Total	196,500.00

## Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	125	1,548.00	1,548.00	193,500.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	125	0.00	0.00	0.00
<b>WiFi Offload</b>					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	5	600.00	600.00	3,000.00
				Subtotal	196,500.00
				Estimated Tax	0.00
				Total	196,500.00

## Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	125	1,548.00	1,548.00	193,500.00
85739	FLEET EVIDENCE.COM STORAGE, UNLIMITED	125	0.00	0.00	0.00

Year 5 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
WiFi Offload					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	5	600.00	600.00	3,000.00
				Subtotal	196,500.00
				Estimated Tax	0.00
				Total	196,500.00
				Grand Total	1,298,245.00

## Discounts (USD)

Quote Expiration: 03/30/2019

List Amount	1,624,563.00
<b>Discounts</b>	<b>326,318.00</b>
<b>Total</b>	<b>1,298,245.00</b>

*\*Total excludes applicable taxes. Shipping included.*

## Summary of Payments

Payment	Amount (USD)
Year 1- (Est Del. Date 4/1/2019)	512,245.00
Spares	0.00
Year 2	196,500.00
Year 3	196,500.00
Year 4	196,500.00
Year 5	196,500.00
<b>Grand Total</b>	<b>1,298,245.00</b>

STATEMENT OF WORK & CONFIGURATION DOCUMENT

## Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Lake County Sheriff's Dept. - IL

Quote: Q-168664-43517.912LE

<b>Sold By:</b>	Laura Egan
<b>Designed By:</b>	Adam Hassan
<b>Installed By:</b>	Axon
<b>Target Install Date:</b>	

## VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Lake County Sheriff's Dept. - IL
<div> <div> <b>Total Configured Vehicles</b> <ul style="list-style-type: none"> <li>125 Total Vehicles with this Configuration</li> </ul> </div> <div> <b>Video Capture Sources</b> <ul style="list-style-type: none"> <li>250 Total Cameras Deployed</li> <li>1 Axon Signal Unit(s) Per Vehicle</li> </ul> </div> <div> <b>Mobile Data Terminal Per Vehicle</b> <ul style="list-style-type: none"> <li>1 Located In Each Vehicle</li> </ul> </div> <div> <b>Mobile Router Per Vehicle</b> <ul style="list-style-type: none"> <li>1 Cradlepoint IBR900 Series</li> </ul> </div> <div> <b>Offload Mechanism</b> <ul style="list-style-type: none"> <li>Wi-Fi</li> </ul> </div> <div> <b>Evidence Management System</b> <ul style="list-style-type: none"> <li>Evidence.com</li> </ul> </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	Cradlepoint IBR900 Series 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><b>Operating System:</b> Windows 7 or Windows 10 - x32 or x64 with the most current service packs and updates</p> <p><b>Hard Drive:</b> Must have 25GB+ of free disk space</p> <p><b>RAM/Memory:</b> Windows 7 - 4GB or greater   Windows 10 - 8GB or greater</p> <p><b>Ethernet Port:</b> 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><b>Wi-Fi Card:</b> The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p><b>USB Ports:</b> 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>	

<b>Additional Considerations</b>	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.	
<b>Hardware Provisioning</b>	Axon will provide the following router for all vehicles:	Cradlepoint IBR900 Series
	The customer will provide a MDT for each vehicle	

### In-Car Network Considerations

Network Requirements	Cradlepoint IBR900 Series 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	250	500	
	Mobile Data Terminal	125		
	Cradlepoint IBR900 Series	125		
Hardware Provisioning				

### Network Consideration Agreement

<b>Network Consideration Agreement</b>	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.



## Professional Services & Training

<b>Project Management</b>	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.
<b>Vehicle Installation</b>	<p>Axon 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"> <li>○ 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.</li> <li>○ 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.</li> </ul>
<b>Custom Trigger Installation</b>	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.
<b>Training</b>	Axon will provide Administrator training to enable Lake County to train future officers. The follow up materials will include the training resources with Fleet manuals for future officer training. If officers are available during installation, Axon will allow them to attend the installation and demonstrate system usage at the end of installation

## WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 25 concurrent vehicles offloading at any given time.
	5 servers are required to facilitate the offload of in-car data to Evidence.com
	8 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Cradlepoint IBR900 Series 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.
	Axon will provide all wireless access points for installation.
	Axon will provide all server(s) for this installation.
	Axon 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.
	Axon 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	5	Days	
	Hours Of video Recorded Per Shift	3	Hours	
	Number of Vehicles per Shift at Site	35	Vehicles	
	Max Concurrent Vehicles Offloading	25	Vehicles	
	Available Internet Upload Bandwidth	100	Mbps	
Variables	Vehicle Offload Time	20	Minutes	
	Wi-Fi Overhead	0	Percent	
	Network Protocol Overhead	0	Percent	
	Max Storage Utilization %	0	Percent	
Results	Data Size per Vehicle / Shift	9450	MB	

## Network Considerations

Results	Required Throughput Per Verhicle	63	Mbps	
	Minimum Wi-Fi Speed	63	Mbps	
	Total Data per Shift	323	GB	
	Total Data per Day	968.99	GB	
	Total Offload Bandwidth	1575	Mbps	
	Total Storage	0	GB	
	Required Sustained Network Bandwidth	1667	Mbps	
	Sustained Disk Write Speed	197	Mbps	
	Min. Supportable Throughput to E.com	91.88	Mbps	
	E.com Throughput Difference	8.13	Mbps	

## Notes

License for the Cradlepoint IBR900 is included for 5 years in this quote. (6) Access Points to be deployed at County 2. (2) Access Points to be deployed at County 1.

### 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 Laura Egan at [legan@axon.com](mailto:legan@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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