



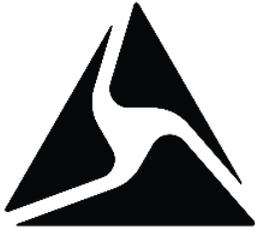
# AXON

**Livingston County Sheriff's Office - MI**

**AXON SALES REPRESENTATIVE**  
Joe McKinney

[jmckinney@axon.com](mailto:jmckinney@axon.com)

**ISSUED**  
1/6/2021



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

**Q-281385-44203.915JM**

Issued: 01/06/2021

Quote Expiration: 01/15/2021

Account Number: 110453

Payment Terms: Net 30  
 Delivery Method: Fedex - Ground

**SALES REPRESENTATIVE**

Joe McKinney

Phone:

Email: jmckinney@axon.com

Fax:

**PRIMARY CONTACT**

Eric Sanborn

Phone: (517) 540-7903

Email: esanborn@livgov.com

**SHIP TO**

Eric Sanborn  
 Livingston County Sheriff's Office - MI  
 150 S. HIGHLANDER WAY  
 Howell, MI 48843  
 US

**BILL TO**

Livingston County Sheriff's Office - MI  
 150 S. HIGHLANDER WAY  
 Howell, MI 48843  
 US

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
80216	FLEET 2 UNLIMITED 60 PAYMENT	12	31	1,188.00	368.24	11,415.44
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	47	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	47	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	12	9	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	3	0.00	0.00	0.00
<b>Hardware</b>						
80181	EXTENDED WARRANTY, 4 YEAR, FLEET 2 KIT		31	78.00	78.00	2,418.00
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		31	1,509.00	958.08	29,700.48
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		31	270.00	270.00	8,370.00
71086	FLEET WIRELESS MICROPHONE		31	240.00	0.00	0.00
80185	EXTENDED WARRANTY, 4 YEAR, FLEET 2 JUNCTION BOX		31	4.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM		31	10.45	0.00	0.00
80206	FLEET WIRELESS MICROPHONE - 4 YEAR EXTENDED WARRANTY		31	10.45	0.00	0.00
80213	FLEET WIRELESS MICROPHONE BUNDLE PAYMENT	12	31	72.00	72.00	2,232.00
71084	JUNCTION BOX, FLEET 2		31	80.00	0.00	0.00

## Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware (Continued)</b>						
80214	FLEET EVIDENCE.COM UNLIMITED STORAGE	60	31	0.00	0.00	0.00
71088	AXON FLEET 2 KIT		31	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		31	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		31	0.00	0.00	0.00
<b>Other</b>						
71087	FLEET WIRELESS MICROPHONE CHARGING DOCK		31	40.00	0.00	0.00
87050	FLEET VIEW XL ACCESS LICENSE	60	31	0.00	0.00	0.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	47	180.00	180.00	8,460.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
No Custom Triggers	No Custom Triggers (Declined)		1	0.00	0.00	0.00
<b>Services</b>						
80131	TRAIN INSTALLER OR INSTALL FACILITY, 2 DAYS ONSITE, PER SITE		1	6,000.00	6,000.00	6,000.00
					Subtotal	69,999.92
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	69,999.92

## Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Hardware</b>						
71088	AXON FLEET 2 KIT		1	1,560.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
80216	FLEET 2 UNLIMITED 60 PAYMENT	12	31	1,188.00	1,325.73	41,097.63
<b>Hardware</b>						
80213	FLEET WIRELESS MICROPHONE BUNDLE PAYMENT	12	31	72.00	72.00	2,232.00

## Year 2 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	47	180.00	180.00	8,460.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
					Subtotal	53,193.63
					Estimated Tax	0.00
					Total	53,193.63

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
80216	FLEET 2 UNLIMITED 60 PAYMENT	12	31	1,188.00	1,325.73	41,097.63
<b>Hardware</b>						
80213	FLEET WIRELESS MICROPHONE BUNDLE PAYMENT	12	31	72.00	72.00	2,232.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	47	180.00	180.00	8,460.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
					Subtotal	53,193.63
					Estimated Tax	0.00
					Total	53,193.63

## Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
80216	FLEET 2 UNLIMITED 60 PAYMENT	12	31	1,188.00	1,325.73	41,097.63
<b>Hardware</b>						
80213	FLEET WIRELESS MICROPHONE BUNDLE PAYMENT	12	31	72.00	72.00	2,232.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	47	180.00	180.00	8,460.00

## Year 4 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other (Continued)</b>						
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
					Subtotal	53,193.63
					Estimated Tax	0.00
					Total	53,193.63

## Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
80216	FLEET 2 UNLIMITED 60 PAYMENT	12	31	1,188.00	1,325.73	41,097.63
<b>Hardware</b>						
80213	FLEET WIRELESS MICROPHONE BUNDLE PAYMENT	12	31	72.00	72.00	2,232.00
<b>Other</b>						
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	47	180.00	180.00	8,460.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	3	468.00	468.00	1,404.00
					Subtotal	53,193.63
					Estimated Tax	0.00
					Total	53,193.63

**Grand Total** 282,774.44

## Discounts (USD)

Quote Expiration: 01/15/2021

List Amount	321,678.90
<b>Discounts</b>	<b>38,904.46</b>
<b>Total</b>	<b>282,774.44</b>

*\*Total excludes applicable taxes*

## Summary of Payments

Payment	Amount (USD)
Year 1	69,999.92
Spares	0.00
Year 2	53,193.63
Year 3	53,193.63
Year 4	53,193.63
Year 5	53,193.63
<b>Grand Total</b>	<b>282,774.44</b>

STATEMENT OF WORK & CONFIGURATION DOCUMENT

**Axon Fleet In-Car Recording Platform**

This document details a proposed system design

Agency Created For: Livingston County Sheriff's Office - MI

Quote: Q-281385-44203.915JM

<b>Sold By:</b>	Joe McKinney
<b>Designed By:</b>	Jake Borro
<b>Installed By:</b>	Customer's Preferred Installer
<b>Target Install Date:</b>	

## VEHICLE OVERVIEW

SITE NAME		CUSTOMER NAME	
Headquarters		Livingston County Sheriff's Office - MI	
<b>Total Configured Vehicles</b> <ul style="list-style-type: none"> <li>• 31 Total Vehicles with this Configuration</li> </ul>			 Axon Camera   Signal Unit   In-Car Router   Battery Box
<b>Video Capture Sources</b> <ul style="list-style-type: none"> <li>• 62 Total Cameras Deployed</li> <li>• 1 Axon Signal Unit(s) Per Vehicle</li> </ul>			
<b>Mobile Data Terminal Per Vehicle</b> <ul style="list-style-type: none"> <li>• 1 Located In Each Vehicle</li> </ul>			
<b>Mobile Router Per Vehicle</b> <ul style="list-style-type: none"> <li>• 1 Cradlepoint IBR900-1200</li> </ul>			
<b>Offload Mechanism</b> <ul style="list-style-type: none"> <li>• 4G LTE Cellular</li> </ul>			
<b>Evidence Management System</b> <ul style="list-style-type: none"> <li>• Evidence.com</li> </ul>			

## SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

### Vehicle Hardware

<b>Vehicle Hardware</b>	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 IBR900-1200 router will be installed in each vehicle
<b>Axon Battery Boxes</b>	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.	
<b>Signal Activation Methods</b>	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
<b>Mobile Data Terminal</b>	Each vehicle will be equipped with a Mobile Data Terminal provided by the customer.	
<b>Mobile Data Terminal Requirements</b>	<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.	
	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.	
<b>Hardware Provisioning</b>	Axon will provide the following router for all vehicles:	Cradlepoint IBR900-1200
	The customer will provide a MDT for each vehicle	

### In-Car Network Considerations

<b>Network Requirements</b>	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.		
<b>Network Addressing</b>	<b>IP Addressing</b>		<b>Total IPs Required</b>
	Axon Fleet Cameras	62	124
	Mobile Data Terminal	31	
	Cradlepoint IBR900-1200	31	
<b>Hardware Provisioning</b>	Customer to provide all IP addressing and applicable network information		

### 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.
	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><b>Project Management</b></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><b>Vehicle Installation</b></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"> <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>
<p><b>Custom Trigger Installation</b></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><b>Training</b></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>

## 4G / Cellular Offload Considerations

Network Considerations	The Cradlepoint IBR900-1200 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.

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 Joe McKinney at [jmckinney@axon.com](mailto:jmckinney@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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### \*\*\*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.)	