
5-YEAR QUOTE SUMMARY

OFFICER SAFETY PLAN 10 WITH AXON FLEET 3
FOR GRASS VALLEY POLICE DEPARTMENT

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EXECUTIVE OVERVIEW

With Axon's Officer Safety Plan 10 & Axon Fleet 3 bundle, Grass Valley Police Department can gain access to an ecosystem of connected hardware and software. The solutions included in the Officer Safety Plan 10 & Axon Fleet 3 bundle were designed to integrate with one another and intentionally built to help improve upon day-to-day law enforcement activities. Bundling these solutions into one cost-effective package, Grass Valley Police Department can begin leveraging tools necessary to improve efficiency across your agency and keep your officers and communities safe.

Through contract consolidation, the Grass Valley Police Department will have only one invoice for their body camera, in-car camera, evidence.com licenses, and TASER equipment. This creates budget predictability, transparency to the City of Grass Valley, and reduces time investment for the accounting team.

By investing in our solutions as a bundle, versus a la carte purchases, Grass Valley Police Department will receive an overall savings of **\$268,027.32** throughout a 5-year contract.

For your convenience, we have also included a link to our [Master Services and Purchasing Agreement](#) for you to review.

If you have any questions regarding our solutions or pricing, please contact:

POINT OF CONTACT

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We look forward to working with Grass Valley Police Department to help bolster your current workflows by joining our technology—designed specifically for law enforcement—with your personnel.



COST OVERVIEW

CONTRACT LENGTH AND REFRESHES	
Program Length	5 Years (60 months)
Refresh Schedule	Axon Body-Worn Cameras – 30 and 60 Months Axon Docks – 30 and 60
BILLING SCHEDULE	
Year 1	\$141,480.39
Year 2	\$137,695.41
Year 3	\$137,695.41
Year 4	\$137,695.41
Year 5	\$137,695.37
SAVINGS OVERVIEW	
Estimated Savings per Year	\$53,605.46
Total Savings Offered	\$268,027.32
TOTAL	
Total Program Cost	\$671,999.99
Estimated Total w/ Tax	\$692,261.99



STORAGE OVERVIEW

With the collection of Grass Valley Police Department's digital evidence on the rise, having access to a highly scalable cloud-storage solution capable of housing both Axon and non-Axon data is of the utmost importance. Especially when you need a reliable storage array to quickly access, manage, and share your data. With our proposed solution, Axon is offering Grass Valley Police Department the following storage amounts to ensure your data is available all from one place.

AVAILABLE STORAGE BREAKDOWN	
LICENSE TIER	STORAGE AMOUNT
A-la-Carte Storage	3,160 GB
Axon Device Data Storage	Unlimited
Axon Evidence Storage	Unlimited



SOLUTION DELIVERABLES

Axon's Officer Safety Plan 10 with Axon Fleet 3 bundles hardware, software, accessories, training programs, 24/7 customer support, equipment refreshes, and warranties together to help equip your officers with the solutions they need. Whether easing your administrative burden back at the station or protecting your officers in the field, Grass Valley Police Department will receive the following program features and products to help you meet your goals.

HARDWARE COMPONENTS

ENERGY WEAPONS

- ▶ (35) TASER 10 Energy Weapons
- ▶ (41) TASER 10 Battery Packs
- ▶ TASER 10 Safariland Holsters
 - ▶ (34) Right-Hand
- ▶ (2) TASER 10 Docks and (2) Wall Mounts
- ▶ (2,520) TASER 10 Cartridges and 72 Magazines (Duty, Training, HALT, Inert)
- ▶ (1) HALT Suit
- ▶ (1) TASER Target and Target Frame

BODY-WORN CAMERAS

- ▶ (37) Axon Body 4 Cameras
- ▶ (5) Axon Body 4 Cameras Docks, Wall Mounts, and Accessories
- ▶ (42) Axon Body 4 Camera Mounts + (9) Point of View Epaulette Mounts

IN-CAR CAMERA SYSTEMS

- ▶ (2) Axon Fleet 3 Camera Kits
- ▶ (2) Axon Signal Units

AUTOMATIC SENSORS

- ▶ (31) Axon Signal Sidearm Sensors
- ▶ (62) Axon Signal Sidearm Spare Batteries



SOFTWARE COMPONENTS

ENERGY WEAPONS

- ▶ (36) Axon Evidence TASER 10 Licenses

BODY-WORN CAMERAS

- ▶ (31) Axon Respond+ Licenses

IN-CAR CAMERA SYSTEMS

- ▶ (25) Axon Fleet 3 In-Car System Licenses
- ▶ (25) Axon Fleet 3 ALPR Licenses
- ▶ (25) Axon Respond for Fleet 3 Licenses
- ▶ (25) Axon Fleet 3 Unlimited Storage Licenses

DEMS

- ▶ (34) Axon Evidence Pro Licenses
- ▶ (6) Axon Evidence Basic Licenses
- ▶ (31) Axon Evidence Unlimited Storage Licenses (Axon Data Only)
- ▶ (31) Axon Standards Licenses
- ▶ (31) Auto-Tagging Licenses
- ▶ (3,160) GB A-la-Carte Storage (Non-Axon Data)



TRAINING AND SUPPORT

- ▶ In-Car Camera System Vehicle Installations
- ▶ TASER 10 Energy Weapon Full-Service Deployment w/ Instructor Training

ENERGY WEAPON VOUCHERS

- ▶ TASER 10 Master Instructor School Vouchers
- ▶ TASER Instructor Course Vouchers

WARRANTIES AND REFRESHES

- ▶ Five-Year TASER 10 Handle, Battery, and Dock Extended Warranties
- ▶ Five-Year Body-Worn Camera and Dock Warranties
- ▶ Body-Worn Camera and Dock Refreshes
- ▶ In-Car Camera Refresh (Year 5)



DETAILED SOLUTION OVERVIEW

The solutions that make up our comprehensive Officer Safety Plan 10 with Axon Fleet 3 offering include:

- ▶ TASER 10 ENERGY WEAPON
- ▶ AXON BODY 4 W/ AXON RESPOND+
- ▶ AXON EVIDENCE W/ UNLIMITED STORAGE
- ▶ AXON STANDARDS
- ▶ AUTO-TAGGING
- ▶ AXON SIGNAL SIDEARM

OFFICER SAFETY PLAN 10 WITH AXON FLEET 3

TASER 10

The TASER 10 energy weapon is the most current generation TASER device, providing officers with the most effective less-lethal option available. This device is vital when the de-escalation of potentially violent citizens is necessary, and prioritized over more dangerous and injurious force. This field-proven device employs life-saving technology—effecting Neuromuscular Incapacitation—to safely immobilize a suspect from as close as 0 feet, and up to 45 feet away, leading to far safer outcomes, far more often. Additionally, when the avoidance of all force is a clear preference, the TASER 10's enhanced warning display allows officers to warn a suspect of potential deployment, which can then lead to compliance without risk of injury to an officer or citizen.



TASER 10 IN THE FIELD

Officers placed in dangerous situations will find that the TASER 10 is Axon's most intuitive energy weapon to date, especially when the need for quick de-escalation and the avoidance of use of force is paramount. An officer can easily lead with the use of a TASER 10 over other tools and actions, and deter violence or force by activating the warning alert—which consists of a bright pulsing light and loud alert sound that comes from the energy weapon—without ever launching a single probe. Should a TASER 10 deployment become necessary; simple, easy, and accurate probe placement provides officers with up to nine opportunities to stop a threat and reduce injurious or even lethal conflict.

The TASER 10 is robustly built to operate in a variety of harsh conditions and can withstand the rigorous demands of modern-day policing. With a High-Impact Polymer housing, the device is proven to endure a five-foot drop, as well as operate in a wide range of temperatures. Additionally, the TASER 10 has a five-year useful life and holds an IP67 Ingress Protection Rating.



/ ADDITIONAL FEATURES AND BENEFITS

- ▶ **0-FOOT MINIMUM RANGE** that offers the opportunity to stop a hostile encounter within the personal space of both the officer and suspect
- ▶ **45-FOOT MAXIMUM RANGE** that creates more time and space to de-escalate and resolve conflicts
- ▶ **10-SINGLE PROBE CARTRIDGES** that provide users with nine opportunities to achieve an effective connection leading to NMI
- ▶ **INDIVIDUALLY TARGETED PROBES** that allow users to place each probe with precision and accuracy, and create their own spread from close or long range
- ▶ **ANY PROBE CONNECT TECHNOLOGY** that uses a spread optimizer to energize up to four probes at once
- ▶ **INTEGRATION WITH AXON VR TRAINING** to help improve TASER energy weapon proficiency, use-of-force decision-making, and confidence under stress
- ▶ **DAYLIGHT GREEN LASER** that improves accuracy while aiming from varying distances
- ▶ **A CENTRAL INFORMATION DISPLAY** on the back of the energy weapon that provides information on the status of the weapon, cartridge information, and the battery's status

TASER 10 AT THE STATION

Once back at the station, officers can charge the TASER 10, upload device logs to Axon Evidence, and receive firmware updates by simply inserting the energy weapon into a docking station. Our docking stations include 1-bay and 6-bay options and can be installed or set up to fit a variety of layouts and designated spaces.

Once device logs are uploaded from the TASER 10 to Axon Evidence, they can be easily reviewed by Grass Valley Police Department's Axon Evidence administrators to monitor the usage, as well as the system status of your entire arsenal of TASER 10 energy weapons.

Additionally, your administrators can use Axon Evidence to assign and reassign energy weapons, verify firmware versions, access audit trails, and check a variety of energy weapon statuses.

AXON BODY 4



The Axon Body 4 camera is designed to capture clear admissible video and audio evidence when an officer is in the field. The camera has four configurable resolutions from 480p to 1440p and leverages low-light and clear frame technology to capture high-quality video evidence in a variety of environments. Four built-in microphones, strategically placed inside the camera, leverage audio algorithms and onboard audio processing to capture high-quality audio recordings. When combined, all of these elements help officers capture truth in the moment and maintain transparency in the field.

With Axon Body 4, officers will be connected like never before, with two of our newest features: Watch Me notifications and bi-directional communication. Each feature will unlock new workflows when responding to a call.



- ▶ **WATCH ME BUTTON** that allows officers to send a notification to livestream viewers or mobile users to request a second set of eyes when needed. By doing so, livestream viewers will be able to take quick action on opening a livestream and can begin bi-directional communication with an officer.
- ▶ **BI-DIRECTIONAL COMMUNICATION** gives officers the ability to communicate hands-free with livestream viewers without tying up the radio, allowing them to open additional channels of communication with dispatchers, supervisors, translators, mental health professionals, and more.

AXON BODY 4 IN THE FIELD

Officers in the field have complete control over their Axon Body 4 camera through seven easily accessible buttons strategically placed on the device. These buttons allow officers to start and stop recordings, manage volume levels, activate and deactivate operation modes, access camera information, and power down the device. Additionally, the camera has two programmable buttons that an agency can set to determine device behavior, thus making the most important camera actions easier to remember and access. This includes programmable camera features like Stealth mode, Audio Mute, Photo Marker, and the newly built Watch Me feature that allows officers to request an extra set of eyes via Axon Respond's livestreaming capabilities.

An officer can also easily and quickly view their camera's status via LED lights on the front and top of the camera, as well as from the Camera. For example, when the camera is recording, both the LED lights on the front of the camera and near the Camera Display will blink red. The camera also uses audio and haptic feedback in unison with visual feedback to help remind officers of the current state of the camera. This is useful in situations when officers are multi-tasking and need to quickly check the status of the camera without losing focus on the task at hand.

ADDITIONAL CAMERA FEATURES AND BENEFITS

- ▶ **A DURABLE DESIGN** that has been tested to meet/pass the Ingress Protection Rating, MIL-STD Defense, and Impact Certified standards, and can withstand impacts and operate in the harshest environments.



- ▶ AES-256-XTS FULL-DISK ENCRYPTION that protects evidence from manipulation while on the device.
- ▶ A LONG-LASTING BATTERY that is capable of providing approximately 13 hours of battery life under normal usage.
- ▶ A LARGE INTERNAL STORAGE CAPACITY of 128 GB to house captured video files.
- ▶ AN INTEGRATED AND EASY-TO-USE MOUNTING SYSTEM that allows officers to quickly mount their cameras to various locations on the body and across different uniform types and equipment, such as helmets and belts.
- ▶ EMBEDDED REAL-TIME AWARENESS TECHNOLOGY via Axon Respond, which allows the camera to send notifications and alerts, GPS and Wi-Fi location information, and a secure livestream feed over an LTE connection to Axon Evidence or a mobile application.
- ▶ INTEGRATED AXON SIGNAL TECHNOLOGY activates a camera if an action is taken, such as a firearm being removed from a holster equipped with Axon Signal Sidearm.
- ▶ A CONFIGURABLE PRE-EVENT BUFFER that can capture up to two minutes of video before the camera is actively recording.
- ▶ AN IN-FIELD EVIDENCE OFFLOAD OPTION that allows officers to send individual pieces of evidence directly from the camera to Axon Evidence.

AXON BODY 4 AT THE STATION

Once back at the station at the end of a shift, officers can begin charging the camera, offloading evidence to Axon Evidence, and updating the camera's settings and operating system by simply plugging the Axon Body 4 camera into an Axon docking station. Whether the docks are placed on a table or mounted to a wall, officers can insert their cameras into any bay and end their shift with confidence, knowing their evidence will be securely offloaded, and the camera will be fully charged and have the necessary storage available to capture critical events as they unfold during their next shift.

/ REAL-TIME SITUATIONAL AWARENESS

Axon Body 4's integration with the Axon Ecosystem enables dispatch and command staff to gain real-time situational awareness of events in the field, through Axon Respond. Axon Respond enables remote personnel to quickly gain insight into a call-for-service or an officer's whereabouts. By simply signing into Axon Evidence or the Axon Respond mobile application, the personnel can open up the Axon Respond Map and access livestreams from active cameras, view location data as cameras move, and receive live alerts and notifications. This includes Watch Me notifications sent from an officer's body-worn camera, which will allow dispatch or command staff to quickly access a livestream and begin bi-directional communication with an officer in need, in real-time, through Axon Respond.

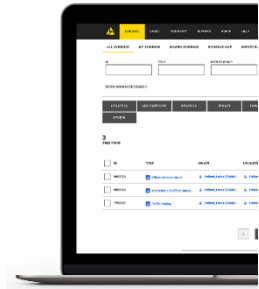
These capabilities make it possible for those not on the scene to gather better intel and help officers in the field as situations change. Whether checking in on a responding officer or sharing tactical advice during a critical event, Axon Respond gives your agency access to information in the moment.



AXON EVIDENCE

Axon Evidence is a scalable, cloud-based DEMS, which stores all digital evidence in a centralized, secure system. Axon Evidence integrates with the entire Axon Ecosystem of devices and applications, so your personnel can use its suite of features and efficient workflows to easily store, organize, and view evidence.

On top of that, Axon Evidence includes easy-to-use case-building tools and sharing workflows that allow users to build cases out of the evidence stored in the system. Once built, these cases can then be shared across your agency and with prosecuting partners in other agencies and jurisdictions.



AXON EVIDENCE AT THE STATION

Personnel in a variety of roles can use Axon Evidence as the centralized system for uploading, storing, managing, searching, and organizing evidence—both captured via devices in the Axon Ecosystem and gathered from other, third-party sources.

Each user of Axon Evidence has their actions and capabilities within the system determined by role-based access permissions within the system.

These permissions are reflected within the system's dynamic user interface. For example, an Admin user will most likely have access to more tools and actions than that of a Basic user. Depending on those permissions, a user's experience in the system will vary. Providing a specific user with only the actions necessary to complete their duties when working within Axon Evidence creates a cleaner workspace with fewer distractions. No more mouse clicks that trigger unwanted actions or navigating through hundreds of unnecessary evidence files.

/ SEARCHING AND MANAGING EVIDENCE

The search functionality in Axon Evidence is designed to reduce the time it takes to locate an evidence file. The search interface offers an intuitive design that allows users to quickly navigate the search fields and filters to find exactly what they are looking for.

Axon Evidence also supports bulk action capabilities that can save users time when managing the system and their evidence. For example, instead of going into the video player interface to perform actions on an individual video, Axon Evidence supports bulk actions that can be performed on one or many selected videos based on search results, which can save time when managing multiple pieces of evidence.

/ WORKING WITH EVIDENCE

While working with evidence, users will have the ability to review and playback video and audio with our built-in media player. With basic controls that allow a user to play, stop, rewind, fast forward, and control the speed at which evidence files are played, users can quickly and thoroughly review their evidence.



While reviewing evidence from the View Evidence page, your users can also:

- ▶ CREATE CLIPS AND MARKERS to focus on or separate certain parts of a video
- ▶ CREATE REDACTIONS with powerful AI that helps detect and mask common objects such as license plates, MDC screens, and faces
- ▶ VIEW METADATA OVERLAYS that display important information such as the time and date
- ▶ ADD METADATA, TAGS, NOTES, AND CATEGORIES to the evidence file
- ▶ SHARE EVIDENCE FILES with other users or external partners
- ▶ ACCESS AND DOWNLOAD THE AUDIT TRAIL to review actions taken on the evidence
- ▶ VIEW LOCATION DATA AND AUTOMATED TRANSCRIPTIONS that may be associated with the evidence file

/ CONTROLLING ACCESS TO EVIDENCE

Axon Evidence governs access to stored information through agency-defined access control settings and configurations. Administrators will create roles for different users that dictate levels of access. Each Axon Evidence user will then be assigned one of these roles, which determines if they do or do not have access to particular DEMS features and functions. Agencies can also create cases and groups to control evidence access lists and improve sharing workflows.

Additionally, Axon Evidence provides many agency-customizable security features to secure digital evidence, including password complexity requirements, failed login limits, and enforced timeout settings. Multi-factor authentication options are also available to allow a user to access the system without the need for an administrator's approval.

/ PROTECTING THE CHAIN OF CUSTODY

Robust evidence, device, and user audit trails help protect the chain of custody within the system. For peace of mind, every action taken by your personnel when in the system is tracked and recorded in a tamperproof audit trail.

Axon's compliance demonstrates our commitment to providing a trustworthy platform and offers Grass Valley Police Department a way to understand the controls put in place to secure Axon Evidence and the data you store in it.

/ SECURING THE SYSTEM AND EVIDENCE

Axon Evidence was designed and operates to ensure compliance with the FBI CJIS Security Policy. Grass Valley Police Department can be assured that your digital data is protected by a robust information security program designed to exceed the CJIS security requirements as well as provide protection against current and emerging threats.

Additionally, all evidence data is encrypted at rest and in transit. Robust SSL/TLS is implemented for data in transit using TLS 1.2 with a 256-bit connection and Perfect Forward Secrecy. Evidence data stored at rest is encrypted with at least 256-bit AES.

UNLIMITED STORAGE

Our Axon Officer Safety Plan 10 with Axon Fleet 3 bundle includes unlimited storage for all Axon-generated footage. With unlimited storage, your agency will be equipped to make



Axon Evidence your single destination for storage of your most critical evidence, without having to worry about storage overages or additional fees.

AXON FLEET 3

Axon Fleet 3 is an in-car video system purpose-built to capture audio and video within and outside of the vehicle. Axon Fleet 3 offers comprehensive evidence capture so that incidents are accurately documented and policing processes become more efficient and purposeful. Evidence captured by the system is stored on the Axon Hub and offloaded to Axon Evidence via LTE or Wi-Fi connections. The system also leverages Automatic License Plate Recognition (ALPR) technology to quickly gather information tied to plate reads.

Axon Fleet 3 also comes equipped with real-time awareness technology that makes livestreaming a video feed from the front-facing camera possible, as well as Axon Signal technology to automatically start a recording if a particular action is taken or a device is engaged.



AXON FLEET 3 IN THE FIELD

Vehicles equipped with Axon Fleet 3 can capture clear and admissible evidence from two cameras—including a front-facing Dual-View camera and rear-facing Interior Camera—both with four configurable resolutions from 480p to 1080p.

The Dual-View Camera supports a Panoramic mode with a 5:2 aspect ratio. This aspect ratio lessens the view of the vehicle's hood—as well as the sky—when recording, which helps capture a wider view of events happening in front of the vehicle. The camera uses two built-in image sensors and auto-exposure capabilities to record high-quality video in all conditions ranging from dim twilight to bright daylight. This technology helps the camera adjust to a variety of lighting environments as the patrol vehicle moves, including traveling through tunnels and parking garages. Additionally, the use of motion blur technology helps to clearly capture fast-moving objects, which is especially useful when using our ALPR technology to scan license plates in the flow of traffic.

The Interior Camera captures video in full color during daylight operation and automatically transitions to capture video in infrared at night. This infrared technology enables video recording even in total darkness, ensuring any activity taking place within the vehicle's cabin is documented. The Interior Camera has a set aspect ratio of 4:3, which allows the camera to capture video evidence of the back cabin, from door-to-door, and above an occupant's head to below their knees.

Each Axon Fleet 3 camera leverages a multi-microphone setup. The Dual-View Camera has three built-in microphones, and the Interior Camera has two built-in microphones. With these multiple integrated microphones, Axon Fleet 3 can make the most effective use of Axon's audio algorithm—developed in partnership with Nokia—which dramatically improves captured audio. Combining Nokia-OZO's Audio Focus and Audio Windscreen technology with our audio algorithm helps to improve the clarity of speech and reduce unwanted environmental noise in a variety of recording environments.

/ ADDITIONAL FEATURES AND BENEFITS



- ▶ A DURABLE DESIGN that has been tested to meet/pass the Ingress Protection Rating, MIL-STD Defense, and Impact Certified standards, and can withstand impacts and operate in a range of temperatures.
- ▶ CONTINUOUS SYSTEM POWER FROM THE PATROL VEHICLE'S ENGINE that keeps the system running while the ignition is switched on.
- ▶ BACK UP BATTERY POWER for up to 30 minutes once the ignition is switched off.
- ▶ A BUILT-IN ALPR CAMERA with 4K sensors to help legibly capture license plates up to 3 lanes away and ~50 feet in distance, at a closing speed of ~140 MPH.
- ▶ A CONFIGURABLE PRE-EVENT BUFFER that can capture up to two minutes of video before the camera is actively recording.
- ▶ EMBEDDED REAL-TIME AWARENESS TECHNOLOGY that allows the camera to send notifications and alerts, GPS and Wi-Fi location information, and a livestream feed over an LTE connection to Axon Evidence or a mobile application.
- ▶ EMBEDDED AXON SIGNAL TECHNOLOGY tied to configurable triggers that activate cameras if a particular action is taken—like a door being opened or a weapon rack being unlocked.
- ▶ VIDEO RECALL FEATURE that allows for recovery of video footage if a device was not recording at the time of an incident.
- ▶ SUPPORT for up to five in-car video cameras.

/ EASE OF USE THROUGH AXON FLEET DASHBOARD

The Axon Fleet Dashboard application—designed for a police vehicle's MDC—can be used to control and support your Axon Fleet 3 in-car cameras. Axon Fleet Dashboard allows users to start and stop camera recordings, play recorded videos, add metadata to videos, and offload evidence directly from the vehicle. Additionally, Axon Fleet Dashboard supports user interactions with Axon Fleet 3's built-in ALPR capabilities, which include receiving and responding to vehicle hotlist notifications.

Once signed in to Axon Fleet Dashboard, users can interact with and navigate four main pages:

- ▶ DEVICES – Users can review camera status, manually start and stop a camera recording, and watch live views from connected in-car and body-worn cameras.
- ▶ VIDEOS – Users can review and add metadata to videos, position videos for priority upload, and check the upload status of videos.
- ▶ ALPR – Users can view and interact with ALPR system notifications and responses.
- ▶ SETTINGS – Users can review vehicle, user, and system information, pair with and change body-worn camera settings, and sign out of the application.

Axon Fleet Dashboard also supports the ability for two users to be signed into the same session at once. Any video evidence recorded when two users are signed in will have dual ownership when evidence is uploaded to Axon Evidence, thus allowing both users to access and manage the captured evidence.

AXON FLEET 3 AT THE STATION

When in the field, an Axon Fleet 3 patrol vehicle is constantly connected to Axon Evidence through the Cradlepoint router. This router uploads video evidence stored on the Axon Fleet



Hub—the in-car vehicle’s storage system—via an LTE or Wi-Fi connection. This constant transfer of data helps to both free up onboard storage and reduce manual upload processes when back at the station, and makes evidence available to Axon Evidence administrators and Grass Valley Police Department’s command staff faster.

REAL-TIME SITUATIONAL AWARENESS

With our real-time situational awareness technology—Axon Respond—enabled, dispatch and command staff can quickly gain insight into a call-for-service or a patrol vehicle’s whereabouts. By simply signing into Axon Evidence or the Axon Respond mobile application, users can open up the Axon Respond Map and access livestreams from active cameras, view location data as cameras move, and receive live alerts and notifications. These capabilities make it possible for those not on scene to gather better intel and help officers in the field as situations change and/or escalate. Whether checking in on a unit or sharing tactical advice during a critical event, Axon Respond gives your agency access to information in the moment.



DEDICATION TO CUSTOMER SUCCESS

Once a solution is delivered, most agencies are left asking, what's next? Axon has you covered. We are committed to providing Grass Valley Police Department with post-sales and post-deployment support. Whether that be troubleshooting assistance, technical support, additional training, consulting advice, or help with exchanging and returning equipment, our dedicated team is here for you. Through regular communication, our knowledgeable staff can offer Grass Valley Police Department the support you should expect from a service provider. This support includes access to:

- ▶ **24/7 CUSTOMER SUPPORT** – Axon's full customer support division is available via live phone support, 24 hours a day, seven days a week.
- ▶ **PROFESSIONAL SERVICES** – Experienced and skilled personnel who are involved in the implementation, development, deployment, management, and support of your Axon program
- ▶ **SALES ENGINEERS (SE)** – SEs own the technical aspects of the sales process and have a technical mindset that allows them to understand complex systems and solve intricate challenges involving hardware, software, and network issues
- ▶ **CUSTOMER SUCCESS MANAGERS** – Dedicated Axon personnel assigned per agency who communicate important operating system/firmware and hardware updates, identify day-to-day bugs, and address general issues, as well as fulfill hardware refreshes and deployment of new equipment, conduct quarterly business reviews with customers, and identify important customer feature requests
- ▶ **ECOMMERCE** – Axon's online store available to clients for an expedited purchasing experience on smaller orders
- ▶ **CONSULTANTS** – Part-time expert consultants, made up of retired law enforcement leaders, who deliver service on smaller projects and serve as additional resources on large projects
- ▶ **AXON WEEK** – Axon's user conference brings members of the law enforcement community, technology leaders, and prosecutors together to learn how agencies can make policing more effective and efficient with Axon products
- ▶ **ACCOUNT MANAGEMENT HELP** – Available assistance when issues arise with an agency's account
- ▶ **LEARNING AND DEVELOPMENT** – Ongoing training courses that cover and promote proper software and hardware use and compliance

Our goal is to provide Grass Valley Police Department with the necessary assistance to help make the most of the solutions you count on every day. With a network of resources dedicated to and designed to meet the needs of law enforcement, Axon is here to help.

CAPTURE TRUTH
ACCELERATE JUSTICE
PROTECT LIFE

