



AXON

Lynden Police Dept. - WA

AXON SALES REPRESENTATIVE

Claudia Mendiola

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cmendiola@axon.com

ISSUED

5/22/2020



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

Q-251391-43973.645LK

Issued: 05/22/2020

Quote Expiration: 04/17/2020

Account Number: 114185

Payment Terms: Net 30
 Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

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PRIMARY CONTACT

Matt Torok
 Phone: (360) 354-2828
 Email: torokm@lyndenwa.org

SHIP TO

Matt Torok
 Lynden Police Dept. - WA
 203 19th St
 Lynden, WA 98264
 US

BILL TO

Lynden Police Dept. - WA
 203 19th St
 Lynden, WA 98264
 US

Year 1

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT		1	1,188.00	1,188.00	1,188.00
80012	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT		17	180.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT		1	468.00	396.00	396.00
85110	EVIDENCE.COM INCLUDED STORAGE		170	0.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE		30	0.00	0.00	0.00
50071	AXON STREAMING SERVER LICENSE (PER SERVER)		2	1,750.00	1,146.50	2,293.00
85035	EVIDENCE.COM STORAGE		700	0.75	0.75	525.00
Hardware						
50298	AXIS P3245-LV NETWORK CAMERA		1	796.00	796.00	796.00
50294	AXON INTERVIEW LITE SERVER		2	1,950.00	1,950.00	3,900.00
50118	LOUROE DV-ML MICROPHONE (POE)		1	196.50	196.50	196.50
74062	INTERVIEW ROOM 5 YR EXTENDED WARRANTY		1	1,240.99	1,240.99	1,240.99
50220	HP SWITCH - 8PORT GIGABIT MAX POE MANAGED SWITCH		1	760.00	760.00	760.00

Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Services						
85170	INTERVIEW ROOM, INSTALL AND SETUP		1	2,500.00	2,500.00	2,500.00
					Subtotal	13,795.49
					Estimated Shipping	0.00
					Estimated Tax	1,154.53
					Total	14,950.02

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT		1	1,188.00	1,188.00	1,188.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT		1	468.00	468.00	468.00
80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT		17	180.00	236.70	4,023.90
85110	EVIDENCE.COM INCLUDED STORAGE		30	0.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE		170	0.00	0.00	0.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
85035	EVIDENCE.COM STORAGE		700	0.75	0.75	525.00
					Subtotal	6,904.90
					Estimated Tax	555.06
					Total	7,459.96

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT		1	1,188.00	1,188.00	1,188.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT		1	468.00	468.00	468.00
80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT		17	180.00	236.70	4,023.90
85110	EVIDENCE.COM INCLUDED STORAGE		30	0.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE		170	0.00	0.00	0.00

Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
85035	EVIDENCE.COM STORAGE		700	0.75	0.75	525.00
					Subtotal	6,904.90
					Estimated Tax	555.06
					Total	7,459.96

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT		1	1,188.00	1,188.00	1,188.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT		1	468.00	468.00	468.00
80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT		17	180.00	236.70	4,023.90
85110	EVIDENCE.COM INCLUDED STORAGE		30	0.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE		170	0.00	0.00	0.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
85035	EVIDENCE.COM STORAGE		700	0.75	0.75	525.00
					Subtotal	6,904.90
					Estimated Tax	555.06
					Total	7,459.96

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT		1	1,188.00	1,188.00	1,188.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT		1	468.00	468.00	468.00
80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT		17	180.00	236.70	4,023.90
85110	EVIDENCE.COM INCLUDED STORAGE		30	0.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE		170	0.00	0.00	0.00

Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages (Continued)						
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
85035	EVIDENCE.COM STORAGE		700	0.75	0.75	525.00
					Subtotal	6,904.90
					Estimated Tax	555.06
					Total	7,459.96
					Grand Total	44,789.86

Discounts (USD)

Quote Expiration: 04/17/2020

List Amount	41,898.49
Discounts	483.40
Total	41,415.09

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1	14,950.02
Year 2	7,459.96
Year 3	7,459.96
Year 4	7,459.96
Year 5	7,459.96
Grand Total	44,789.86

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Interview Recording Platform

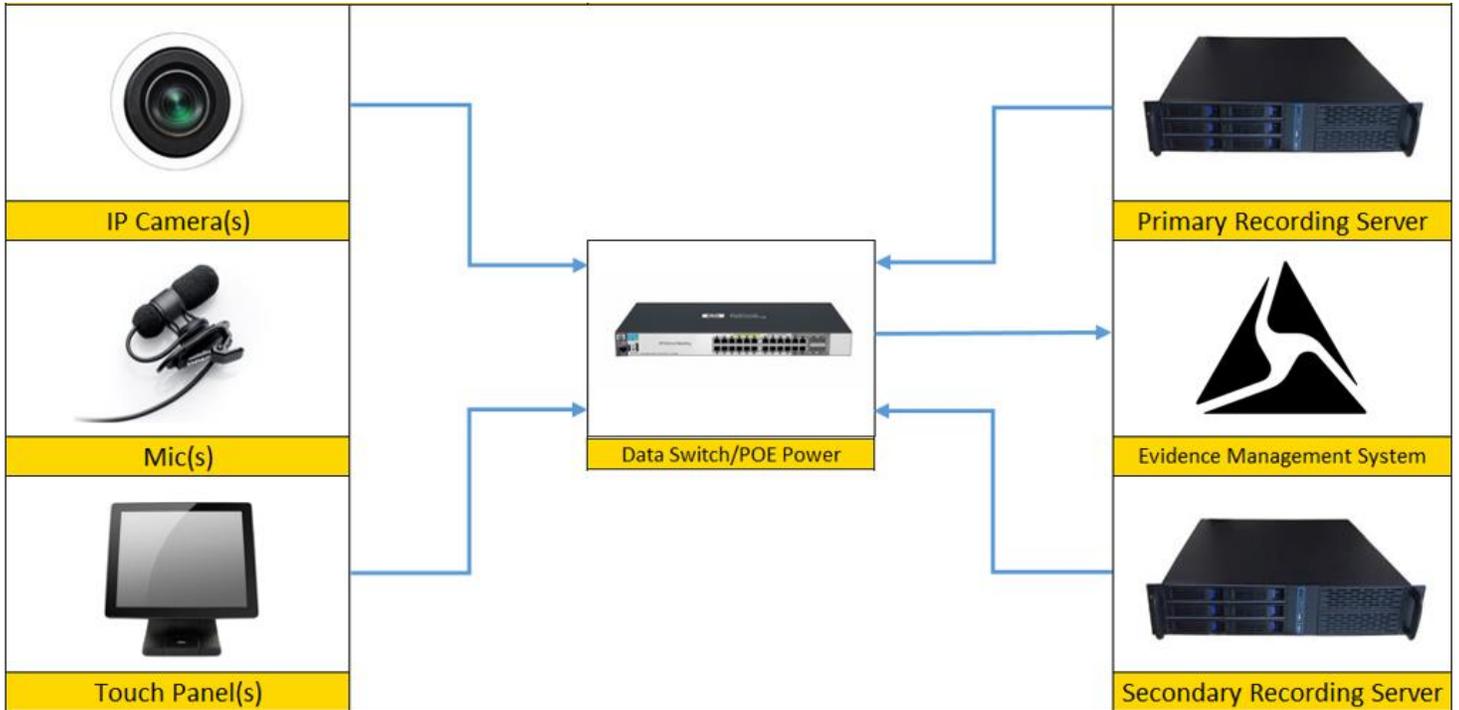
This document details a proposed system design

Agency Created For: Lynden Police Dept. - WA

Sold By:	Claudia Mendiola
Designed By:	Jake Borro
Installed By:	Axon Professional Services
Customer Contact:	Matt Torok
Target Install Date:	12/19/2019

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
1	Camera(s)	Lynden Police Dept. - HQ	1
0	Covert Enclosure(s)		
1	Microphone(s) Injector(s)		
Total Switches			
1	POE Switch(es)		
Total Servers			
2	Server(s) <i>(customer-provided included)</i>		
Total Touch Panels			
0	Touch Panel(s) <i>(virtual not included)</i>		
0	Wall Mount(s)		
Total Camera Configurations			
1	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	1	4
	Qty of Touch Panels	0	
	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	
Application Features	Network Applications: <ul style="list-style-type: none">• Remote monitoring application Evidence.com Application Features: <ul style="list-style-type: none">• Secure Cloud Storage• Redaction• Download/Sharing• Audit Trail• Reporting

Training

Application Package	This solution will include on-site application training covering: <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: Lynden Police Dept. - HQ

The following sections detail the configuration of the Axon Interview recording system at LYNDEN POLICE DEPT. - HQ

Location Name	Lynden Police Dept. - HQ
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Cable Considerations

Cabling Runs	Customer will install the networking cables using a Cat6e Cable.	
	5	cable runs are required for this installation.
	5	110v power outlets are required for this installation (Customer Responsibility).
Cabling Requirements	<p>All Devices: Network cabling must be provided for the following devices:</p> <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 8-Port POE Switch	Quantity:	1
Touch Panels	0		
Touch Panel Location	0		
Number of I/O Boxes Required	1		

Additional Location Notes

Notes	
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ROOM DETAILS: Lynden Police Dept. - HQ, Room 1

The following sections detail the configurations specific to LYNDEN POLICE DEPT. - HQ, ROOM 1

Location Name	Lynden Police Dept. - HQ
Room Name	Lynden Police Dept. - HQ, Room 1

Camera Configuration

Camera 1	Camera 1 will be a(n) : Axis P3235-LV Overt Dome Camera Mic: Louroe Tamper Proof Mic This camera requires a(n) N/A
Recording Activation	Recording will be triggered via Switch
External Recording-In-Progress Visual	N/A
Wall Configuration	Drywall
Ceiling Configuration	Standard Tile

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.

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), 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 Claudia Mendiola at cmendiola@axon.com or fax to

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