

Saratoga Police Department

Axon Modernization Proposal

Customer: Saratoga Police Department, WY | 10-year consolidated agreement for pricing certainty and simplified budgeting

PROGRAM LENGTH 120 months (10 Years)	EST. START DATE July 15, 2026	ANNUAL COST ~\$38,277	QUOTE REFERENCE Q-840747-46147WS
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Financial Summary
\$57,836
Total estimated savings over 10 years (13% reduction)

TASER 10 7 units + VR training	Body Cameras 7 AB4 units	Fleet 3 6 units Advanced	Outpost 2 ALPR units
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Current Situation

2 active contracts + 2 planned additions (7 Body-Worn Cameras)

Active Contracts Overview

2 Active

Body-Worn Cameras **BWC**
7 units | Ends Aug 2030

Active

In-Car Cameras **FLEET**
6 Fleet 3 Basic | Ends Aug 2030

Active

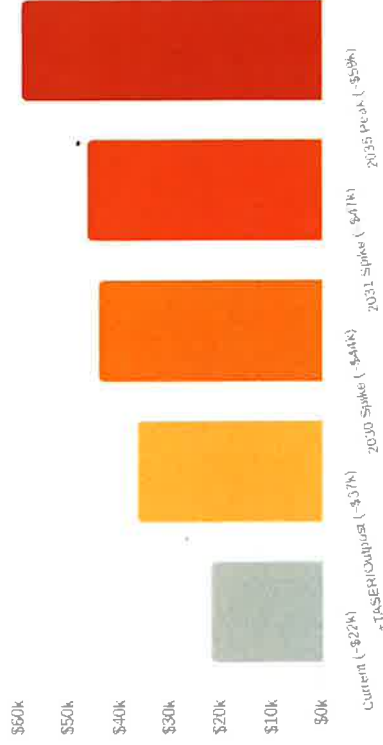
TASER 7 **TASER**
Contract expired July 31, 2025 | NO ACTIVE WARRANTY

Expired

Outpost ALPR **OUTPOST**
2 units planned for fixed ALPR

Planned

Cost Impact (Estimated Future Spike)



Key Issues

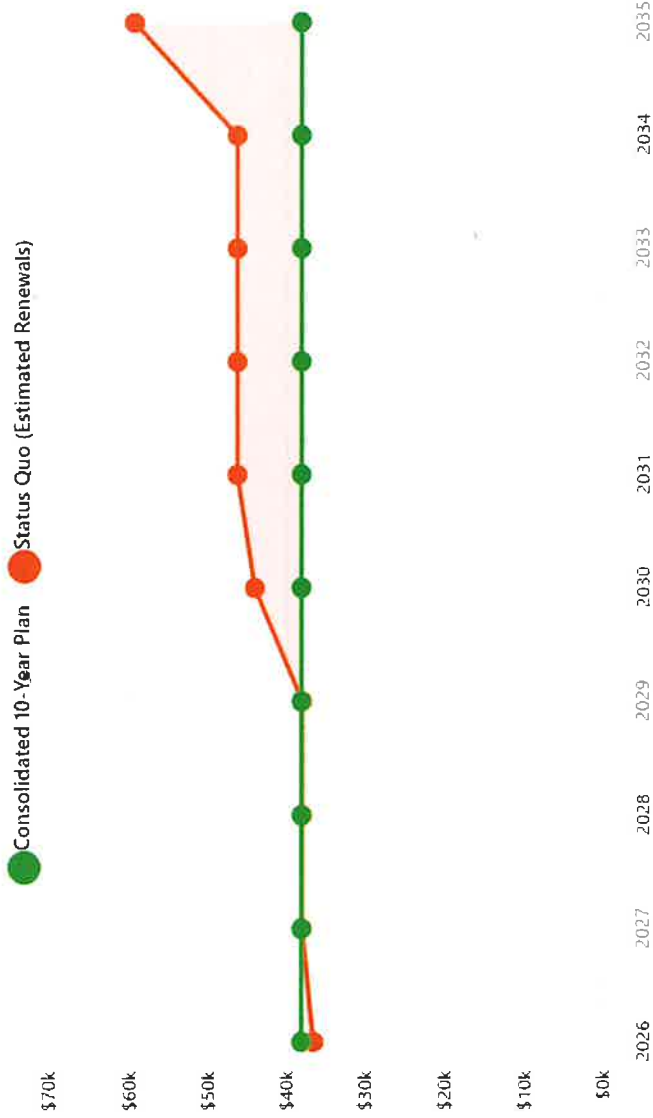
Contract Fragmentation & Warranty Risk

TASER 7 devices have surpassed 5 year useful life recommendation, increasing chances of a failure. They are no longer covered by the warranty on previous contract. Agency also evaluating fixed ALPR cameras and drones which would increase number of contracts from 2 to 5 total. Managing separate staggered contracts complicates budgeting long term. Saratoga would have to negotiate body worn + in-car camera renewals in 2030 and 2035. If Outpost and TASER are purchased this year on 5 year agreements, that adds renewals in 2031 and 2036.

Financial Analysis: Cost of Waiting vs. Acting Now

10-year cost comparison between status quo and consolidated plan

Projected 10-Year Annual Spend Comparison



Total Estimated Savings

\$57,836

Total 10-Year Cost Avoidance



Annual Payment: ~\$38,277
Pricing locked through 2036

Urgent Need

TASER 7 Warranty Expired

Your TASER 7 contract expired on July 31, 2025. Without an active warranty, there is NO coverage for equipment failures or needed replacements.

Status quo total of \$40,700 and savings are estimates that include TASER. Outpost addition and future renewals based on historical price increases and inflation. Actual future individual renewal costs may vary.

What's Included in the 10-Year Package

Comprehensive equipment and services overview

Core Equipment & Services

Active

TASER 10
Cert Standard

QTY: 7 units
Refresh: Y5

Body Cams
BWC Unitd

QTY: 7 units
Refreshes: Y2.5, Y5, Y7, Y10

Fleet 3
Basic + TAP

QTY: 6 units
Refreshes: Y5 & Y10

Outpost
Fixed ALPR

QTY: 2 units
Refreshes: Y5 & Y10

Technology Assurance Plan (TAP) Explained

Automatic Hardware Refreshes: Guarantees new equipment at scheduled intervals (BWC @ 2.5, 5, 7, 10 yrs; Fleet & Outpost @ 5, 10 yrs; TASER @ 5 yrs). No need to budget for replacement hardware

Future-Proofing Benefit: Option to be automatically upgraded to the latest technology at no additional cost upon scheduled refresh.

Additional Program Inclusions

- ✓ TASER 10 Ecosystem: handles, batteries, holsters
- ✓ Installation Included: Professional setup
- ✓ Unlimited Storage: Evidence.com licenses
- ✓ Full Warranty: 10-year coverage
- ✓ VR Training: Mental health & crisis response
- ✓ Handgun Training: Virtual scenarios

Total Investment

\$382,930.14

10-Year Contract Total

120
Months

Jul 15
Start Date

\$38,277
Annual

\$3,189
Monthly

Per Officer Cost:
~\$455/officer/month
(Based on 7 officers)

Quote Reference: Q-840747-46147WS

Why TASER 10 Now?

Upgrade from aging TASER 7 with immediate replacement

TASER 10 Product Overview

NEW



45ft
Max Range

10
Probes

IP67
Durability

Key Features & Benefits

Operational Superiority

- **45-Foot Maximum Range:** Creates more time/distance to de-escalate situations safely (vs X26P's 25ft)
- **10 Individually Targeted Probes:** No reload needed under stress; simply re-target
- **Any Probe Connect:** Any 2 probes connecting completes circuit

Enhanced Safety Profile

- **Warning Alert:** Audible and visual warning to gain voluntary compliance
- **Low Voltage Profile:** Significantly less likely to ignite flammables
- **Visual Indicators:** Clear weapon mode side lights and sound statuses

Connected Technology

- **Holster Signal Integration:** Auto-activates Axon Body 4 cameras when weapon unholstered
- **Axon VR Training Integration:** Enhanced use-of-force decision making
- **Full Axon Ecosystem:** Seamless integration with Axon Evidence

VR Training Included

- **Mental Health & Crisis Response:** Scenario-based training
- **Handgun Training:** Virtual scenarios for skill building

Financial Breakdown & Benefits

Detailed payment structure and financial benefits of consolidation

Payment Schedule

Initial Invoice (June 2026)

First year + transfer balance

\$38,432

Years 2-10 (Jul 2027-2035)

Consistent annual payment

\$38,278/yr

Key Advantages

- Consistency: 1 annual invoice for all TASER + Camera systems for next decade
- VR Training: Simulate real-world incidents to replicate field stress forcing rapid decision-making and build muscle memory on TASER + Handgun.
- Refreshes ensure Saratoga stays up to date with latest and greatest technology

TOTAL DIRECT COST AVOIDANCE

\$57,836

Total Savings Over 10 Years
(vs Estimated Renewals)



Annual payment: ~\$38,277

Consistent pricing locked in through 2036

**Status quo cost of \$440,766 is estimated based on historical inflation averages and may vary. Savings calculated as difference between estimated renewals and consolidated plan*

Recommendation & Next Steps

Execute by May 31, 2026 to secure pricing and June billing

Primary Recommendation

Approve 10-Year Agreement
Consolidated TASER 10, BWC & Fleet (120 Months)

Projected Savings
\$57,836

Estimated cost avoidance vs status quo

Immediate TASER Upgrade
Replaces expired TASER 7 units immediately

Locked 10-Year Pricing
Immunity from annual inflation

Implementation Timeline

May 2026
Council approval

Jun 2026
Hardware delivery

Jul 2026
Installation

Aug 2026
Training

Hardware Delivery

Target: Jun 15, 2026 | All equipment shipped to Saratoga PD

Installation & Setup

Outpost installs, TASER 10 deployment with in-person VR training. Axon will send a team onsite

Recommended

Contact Information

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Sales Representative

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Saratoga PD

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Phone

Key Action Required

Execute contract by May 15, 2026 to secure pricing and meet shipping lead times for July 15th launch on TASER 10 and Outpost

Contract Details

Quote: **Q-840747-46147WS** Total: **\$382,930.14**

Term: **120 months** Start: **Jul 15, 2026**