

Dan Meyer

From: Jack Torgler <jtorgler@axon.com>
Sent: Friday, April 24, 2026 6:22 PM
To: Dan Meyer; Eric Denmark
Cc: Steven Chesebro
Subject: Re: Axon Storage
Attachments: Unlimited Storage add-on.pdf

Afternoon Chief,

I was able to get that approved on our end. I hope this helps!

I have included [@Eric Denmark](#) who is my manager and can help with any questions. He was able to get 50% taken off the quote.

Again, we value your business and appreciate the partnership!

Have a good weekend Chief.

Respectfully,

JACK TORGLER

Account Executive

jtorgler@axon.com

Direct line (text or call) / 480-805-9082

Technical Support / 800-978-2737

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From: Dan Meyer <dmeyer@whitewater-wi.gov>
Date: Friday, April 24, 2026 at 8:50 AM
To: Jack Torgler <jtorgler@axon.com>
Cc: Steven Chesebro <schesebro@whitewater-wi.gov>
Subject: RE: Axon Storage

Jack,

Thanks for sending these. I was able to run a report for our category summary that ran from 1/1/2010 (represents the very earliest point where we would have had any Axon data storage) through 9/8/2023 (date we were provided with the current contract), and according to the report, as of 9/8/2023 we were already utilizing 11.6 TB (approx. 11,600 GB) of storage. I've attached the spreadsheet for your review. If this is inaccurate, please let me know. Assuming it's correct, it leads me to conclude we were significantly under quoted for data storage in order to mislead the city and ensure that Axon would be selected.

Regarding the options you sent over, the unlimited storage add-on does not appear to include a discount for removing the current a-la-carte storage that we are currently paying for. With that said, here is what I propose...if you remove the 2029 charges, I will propose the amendment to the City Council and recommend approval. So it would be:

Jun 2026: \$3,071.23
Jan 2027: \$3,071.23
Jan 2028: \$12,284.93

This would include a reduction of \$12,284.93 from your unlimited data add on proposal which could be accounted for from the removal of the 5 TB of al-a-carte data. That gets us to an unlimited data storage posture and sets the city up better for a future contract extension as we wouldn't be paying a year past our current contract and would not have to go through a new RFP process for extending the contract.

Dan

Daniel A. Meyer

Chief of Police
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From: Jack Torgler <jtorgler@axon.com>
Sent: Wednesday, April 22, 2026 9:33 AM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

Morning Chief,

I have attached two options for you here that both keep things fairly low for the next 2 years.

One that adds unlimited storage on to your current contract and one that early renews your current contract.

Let me know your thoughts.

Respectfully,

JACK TORGLER

Account Executive

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From: Dan Meyer <dmeyer@whitewater-wi.gov>

Date: Wednesday, April 8, 2026 at 11:16 AM

To: Jack Torgler <jtorgler@axon.com>

Subject: RE: Axon Storage

That works for us, thank you.

Dan

From: Jack Torgler <jtorgler@axon.com>

Sent: Wednesday, April 8, 2026 9:41 AM

To: Dan Meyer <dmeyer@whitewater-wi.gov>

Subject: Re: Axon Storage

Let's shoot for the afternoon of the 21st at 2pm!

Let me know if this doesn't work for you guys.

Respectfully,

JACK TORGLER

Account Executive

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From: Dan Meyer <dmeyer@whitewater-wi.gov>

Date: Tuesday, April 7, 2026 at 2:19 PM

To: Jack Torgler <jtorgler@axon.com>

Subject: RE: Axon Storage

The earliest he could make work is the week of the 20th. We could make an afternoon work on the 20th, 21st 23rd or 24th if any of those days work for you.

Dan

From: Jack Torgler <jtorgler@axon.com>

Sent: Tuesday, April 7, 2026 1:31 PM

To: Dan Meyer <dmeyer@whitewater-wi.gov>

Subject: Re: Axon Storage

Hi Chief - I will be out that Friday. Is there another day this week that works or early next week for your attorney?

Respectfully,

JACK TORGLER

Account Executive

jtorgler@axon.com

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From: Dan Meyer <dmeyer@whitewater-wi.gov>

Date: Monday, April 6, 2026 at 3:48 PM

To: Jack Torgler <jtorgler@axon.com>

Subject: RE: Axon Storage

Good afternoon, Jack,

Sorry for the change up again, but do you have any availability to meet on Friday, April 17th before 3pm central time? Our City Attorney would like to be involved in the meeting, and ideally, we are hoping you can have anyone you see fit that would be able to provide some additional insights. Hoping we can come to a good resolution.

Thanks,

Dan

Daniel A. Meyer

Chief of Police

Whitewater Police Department

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From: Jack Torgler <jtorgler@axon.com>
Sent: Thursday, April 2, 2026 11:18 AM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

Morning Chief,

No problem - I just put us in for Thursday at 2pm your time!

1. Correct this quote includes all new equipment for the Body Camera and POV camera lenses.
2. I have attached your current contract here - I tried to lower your first payment as low as I could. We need to put the Transfer balance in the first payment in 2026, but I kept the 2027 payment at \$30,164.62 as what you currently have budgeted for.

It going to be hard to tell my team that we are pushing this out to the end of the year here. Let's try to push this as soon as we can!

I'd be happy to help discuss this with your city manager as well - let me know where I can assist.

Respectfully,

JACK TORGLER

Account Executive

jtorgler@axon.com

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From: Dan Meyer <dmeyer@whitewater-wi.gov>
Date: Thursday, April 2, 2026 at 6:42 AM

To: Jack Torgler <jtorgler@axon.com>

Subject: RE: Axon Storage

Jack,

I'll need to push our meeting today out to next week. I'll be meeting with our City Manager Monday to update him on this issue. A couple questions for you as I prepare for that:

1. Just want to confirm if the attached discounted quote includes new equipment in 2026.
2. I think a major selling point for the City Manager and Council would be if this contract could be delayed 1 year to start the new agreement in 2027 covering the years of 2027, 2028, 2029, 2030 and 2031? If so, we'd hope to keep 2027 costs the same as the current contract states.

Please let me know what you can on those questions by Monday if possible. As far as meeting, I'm available Thursday and Friday afternoon if you have time in that range.

Thanks,
Dan

Daniel A. Meyer

Chief of Police

Whitewater Police Department

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From: Jack Torgler <jtorgler@axon.com>

Sent: Tuesday, March 31, 2026 9:59 AM

To: Dan Meyer <dmeyer@whitewater-wi.gov>

Subject: Re: Axon Storage

Chief, I just asked and we cannot see past the 1-year mark.

I'm curious if we could shake some trees to see how we can combat this. Are there any forfeiture or deficiency appropriations funds that are available for this kind of situation.

I'd be happy to help present the benefits of body cameras to your council members if you think they would cancel this altogether.

I have attached a discounted quote and lowered the first few payments. Could we bring some council members into a zoom to just see what they say so they can understand our situation here?

Respectfully,

JACK TORGLER

Account Executive

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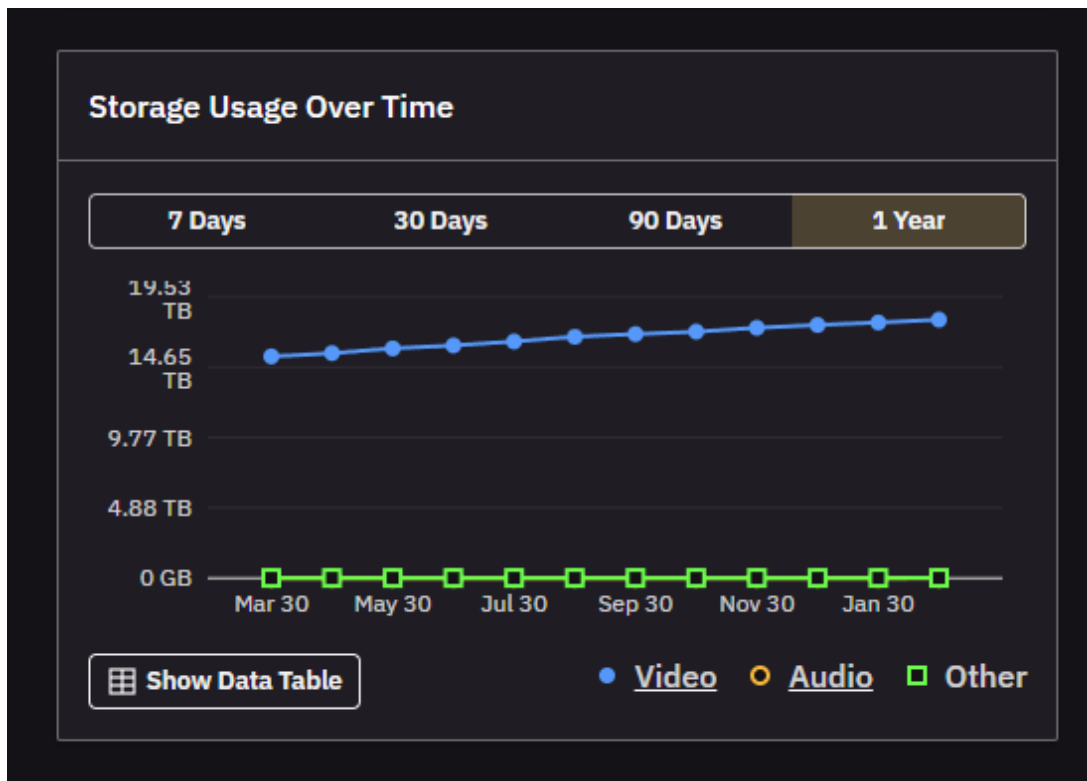
From: Dan Meyer <dmeyer@whitewater-wi.gov>

Date: Monday, March 30, 2026 at 1:01 PM

To: Jack Torgler <jtorgler@axon.com>

Subject: RE: Axon Storage

Are you able to show the storage history further back than the last year?



The Council is at a point where they've instructed staff to have a zero-based budget for the next two years, and obviously this would be an unanticipated cost that was not budgeted for. If push came to shove, I believe they would be more likely to cancel the contract altogether as they would be to consider entering a new contract. That's why I would prefer to address this at the next contract date.

Dan

From: Jack Torgler <jtorgler@axon.com>
Sent: Friday, March 27, 2026 5:16 PM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

That Screenshot is just showing you an example dashboard that you have access to.

If you go into the new E.com and go to the admin tab at the bottom left - on your dashboard you will see a graph with your storage history.

For unlimited Storage with no camera warranty or upgrades throughout the 5 years would be \$186,312.96.

What do you feel like council's budgets concerns are? I'd be happy to give some sort of resources to help show the benefit on having unlimited storage and help show the value - let me know how I can assist!

Respectfully,
JACK TORGLER
Account Executive

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From: Dan Meyer <dmeyer@whitewater-wi.gov>
Date: Friday, March 27, 2026 at 1:50 PM
To: Jack Torgler <jtorgler@axon.com>
Subject: RE: Axon Storage
Good afternoon, Jack,

I've got a couple questions. I'm not sure what the 2026-03-23 screenshot is showing, but it does not appear to be our department. We only have 2 pro licenses and there are many more users listed on that image. Can you confirm?

Also, what would the cost be for unlimited storage w/o warranty? These numbers are going to be a very difficult sell to our Council.

Dan

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From: Jack Torgler <jtorgler@axon.com>
Sent: Wednesday, March 25, 2026 3:58 PM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

Afternoon Chief,

Attached all are the quoting options

- Unlimited Storage with warranty - \$219,911.77
- A la carte storage w/o warranty - \$216,156.96
- Unlimited Storage with Hardware upgrades and warranty - \$283,445.60

Also - we can adjust the invoice structure on any of these to be the same as what you currently have budgeted for at around the 30K mark!

Lastly - attached screenshots of your current storage limit and if you go into the new E.com and go to the admin tab at the bottom left - on your dashboard you will see a graph with your storage history.

Respectfully,

JACK TORGLER

Account Executive

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From: Jack Torgler <jtorgler@axon.com>
Date: Friday, March 20, 2026 at 10:22 AM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

Just sent over time for Monday at 11am your time - talk soon Chief!

Respectfully,
JACK TORGLER
Account Executive

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From: Dan Meyer <dmeyer@whitewater-wi.gov>
Date: Friday, March 20, 2026 at 10:16 AM
To: Jack Torgler <jtorgler@axon.com>
Subject: RE: Axon Storage

Good afternoon,

Monday or Wednesday next week work best for me. Here's my availability (in central time):

M: 9a-2p
T: 12p-1:30p
W: 9a-3p

Let me know what works best for you.

Thanks,
Dan

Daniel A. Meyer

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dmeyer@whitewater-wi.gov



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From: Jack Torgler <jtorgler@axon.com>
Sent: Friday, March 20, 2026 11:05 AM
To: Dan Meyer <dmeyer@whitewater-wi.gov>
Subject: Re: Axon Storage

Afternoon Chief,

Thanks for getting back with me - I want to be your strategic partner here and see what other options we have to reduce storage. Do you have time next week we can look at your retention categories and pull a storage report together to see what solutions we have?

Which day of the week works best?

Respectfully,
JACK TORGLER
Account Executive

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From: Dan Meyer <dmeyer@whitewater-wi.gov>
Date: Thursday, March 19, 2026 at 1:28 PM
To: Jack Torgler <jtorgler@axon.com>
Subject: RE: Axon Storage

Good afternoon, Jack,

Thanks for reaching out. I'm a little confused as to why we are over our storage limit because a review of our historic evidence storage needs was completed as a part of developing the quote for our agency. Had we been informed up-front that the costs would be higher, we may have chosen to go with another provider. Unfortunately, our city is in a two-year budget cycle, and we do not have additional funds to allocate toward BWC storage, and I'm not aware of a realistic option to reduce our current storage. At

this point I would offer that right sizing the storage needs of the department would be best done at the time of our next contract renewal.

Respectfully,
Dan

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From: Jack Torgler <jtorgler@axon.com>
Sent: Thursday, March 19, 2026 11:51 AM
To: Adam Vander Steeg <avandersteeg@whitewater-wi.gov>; dbradford@whitewater-wi.gov; Angela Sahr <asahr@whitewater-wi.gov>
Subject: Axon Storage

Some people who received this message don't often get email from jtorgler@axon.com. [Learn why this is important](#)

Chief and team,

I have attached a screenshot of your current storage limits for axon cameras and we are over.

My team has been pining me lately regarding us needing to solve this - can you guys get with me here as soon as you can?

Thanks!

Respectfully,
JACK TORGLER
Account Executive

jtorgler@axon.com
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Technical Support / 800-978-2737

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From: Jack Torgler <jtorgler@axon.com>

Date: Tuesday, February 24, 2026 at 3:06 PM

To: avandersteeg@whitewater-wi.gov <avandersteeg@whitewater-wi.gov>, dbradford@whitewater-wi.gov <dbradford@whitewater-wi.gov>, asahr@whitewater-wi.gov <asahr@whitewater-wi.gov>

Subject: Axon Body Camera add-on
Hi Chief and Team!

My name is Jack Torgler - your new Axon Account Manager. You can save my cell number in your phone here: 480-805-9082.

I'd welcome the chance to connect for a short intro call to better understand your priorities for 2026 and make sure we're aligned on next steps. If it's easier, feel free to [Schedule a phone call with me here](#).

Thanks again, and I look forward to partnering with you!

Respectfully,

JACK TORGLER

Account Executive

jtorgler@axon.com

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[Schedule a phone call with me here](#)



Ask me about Outpost & Lightpost - Axon's new fixed ALPR solution