



# AXON

## Bonner Springs Police Department - KS

**AXON SALES REPRESENTATIVE**

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**ISSUED**  
3/24/2020



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**SALES REPRESENTATIVE**

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**PRIMARY CONTACT**

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**SHIP TO**

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13001 Metropolitan Ave  
Bonner Springs, KS 66012  
US

**BILL TO**

Bonner Springs Police Department - KS  
13001 Metropolitan Ave  
Bonner Springs, KS 66012  
US

**Year 1**

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50071	AXON STREAMING SERVER LICENSE (PER SERVER)		2	1,750.00	1,750.00	3,500.00
50070	AXON CLIENT SOFTWARE (EACH CLIENT AND TOUCH PANEL)		5	1,500.00	1,500.00	7,500.00
50055	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 1 PAYMENT		6	1,188.00	1,188.00	7,128.00
<b>Hardware</b>						
50288	AXIS CAMERA, AXIS P3235-LV NETWORK CAMERA		5	775.00	775.00	3,875.00
50218	AXIS F41 COVERT MAIN UNIT - NON SER		1	595.00	595.00	595.00
50118	LOUROE DV-ML MICROPHONE (POE)		6	196.50	196.50	1,179.00
50268	POS-X TP6 TOUCH PANEL W/4GB RAM		5	1,600.00	1,600.00	8,000.00
74056	TOUCH PANEL WALL MOUNT		5	64.00	64.00	320.00
74062	INTERVIEW ROOM 5 YR EXTENDED WARRANTY		5	1,297.00	1,297.00	6,485.00
50114	AXIS F1025 SENSOR UNIT		1	370.00	370.00	370.00
74059	MOTION SENSOR ENCLOSURE – COVERT CAMERA		1	135.00	135.00	135.00

## Year 1 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Services</b>						
85170	INTERVIEW ROOM, INSTALL AND SETUP		5	2,500.00	2,500.00	12,500.00
					Subtotal	51,587.00
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	51,587.00

## Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50056	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 2 PAYMENT		6	1,188.00	1,188.00	7,128.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT		5	300.00	300.00	1,500.00
					Subtotal	9,328.00
					Estimated Tax	0.00
					Total	9,328.00

## Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50057	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 3 PAYMENT		6	1,188.00	1,188.00	7,128.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT		5	300.00	300.00	1,500.00
					Subtotal	9,328.00
					Estimated Tax	0.00
					Total	9,328.00

## Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50058	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 4 PAYMENT		6	1,188.00	1,188.00	7,128.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT		5	300.00	300.00	1,500.00
					Subtotal	9,328.00
					Estimated Tax	0.00
					Total	9,328.00

## Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>						
50059	INTERVIEW ROOM UNLIMITED EVIDENCE.COM LICENSE YEAR 5 PAYMENT		6	1,188.00	1,188.00	7,128.00
50072	AXON STREAMING SERVER SOFTWARE MAINTENANCE ANNUAL PAYMENT		2	350.00	350.00	700.00
50074	AXON CLIENT SOFTWARE MAINTENANCE ANNUAL PAYMENT		5	300.00	300.00	1,500.00
					Subtotal	9,328.00
					Estimated Tax	0.00
					Total	9,328.00

**Grand Total 88,899.00**

## Summary of Payments

Payment	Amount (USD)
Year 1	51,587.00
Year 2	9,328.00
Year 3	9,328.00
Year 4	9,328.00
Year 5	9,328.00
<b>Grand Total</b>	<b>88,899.00</b>

# STATEMENT OF WORK & CONFIGURATION DOCUMENT

## Axon Interview Recording Platform

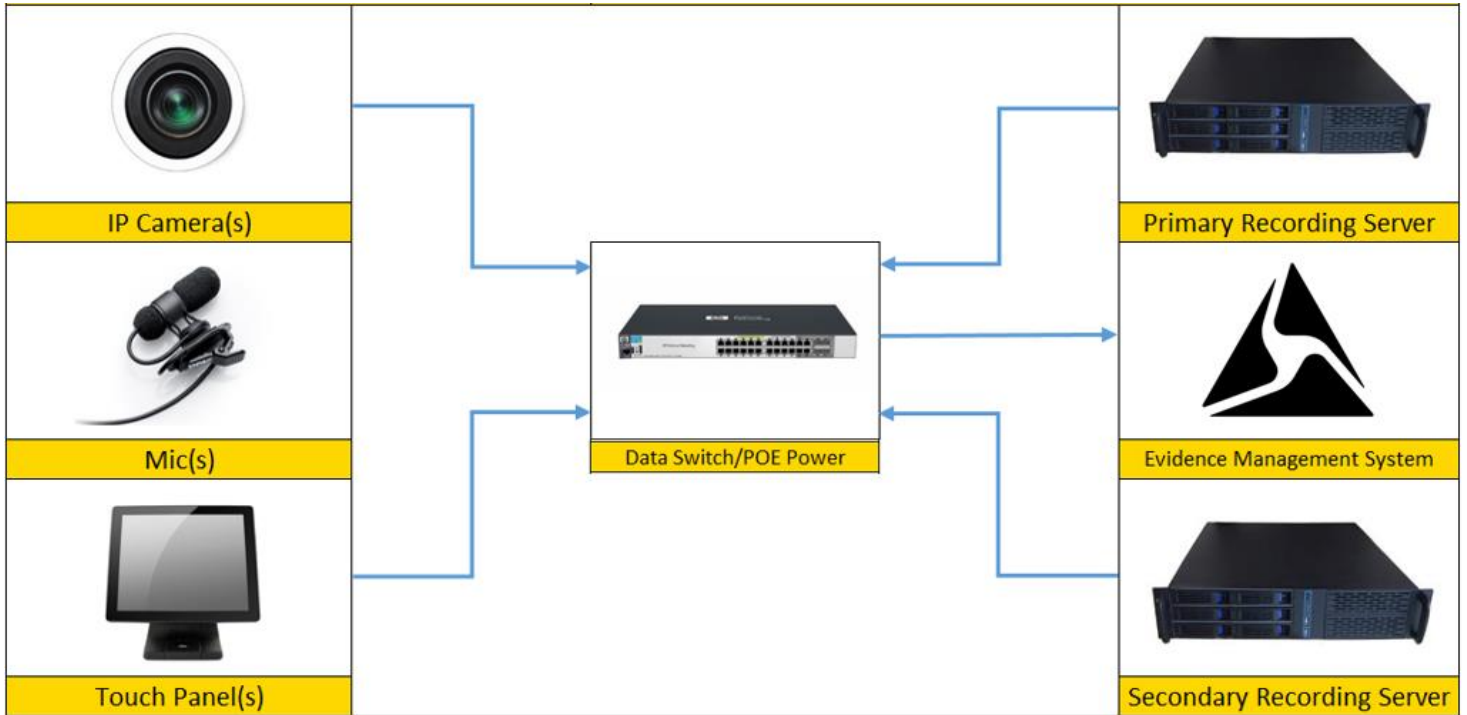
This document details a proposed system design

Agency Created For: Bonner Springs Police Department - KS

<b>Sold By:</b>	Mike Schmidt
<b>Designed By:</b>	Justin Thorpe
<b>Installed By:</b>	
<b>Customer Contact:</b>	
<b>Target Install Date:</b>	

# 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		<u>Locations</u>	<u># Rooms</u>
6	Camera(s)	HQ	5
1	Covert Enclosure(s)		
6	Microphone(s)		
	Injector(s)		
Total Switches			
2	POE Switch(es)		
Total Servers			
2	Server(s) <i>(customer-provided included)</i>		
Total Touch Panels			
5	Touch Panel(s) <i>(virtual not included)</i>		
5	Wall Mount(s)		
Total Camera Configurations			
0	I/O Box(es)		

# INTERVIEW ROOM OVERVIEW

The following sections detail the configuration of the Axon Interview recording system at all locations.

## Network Considerations

<b>Network Requirements</b>	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.		
<b>Network Addressing</b>	<b>Network Device</b>	<b>Static IPs</b>	<b>Total IPs</b>
	Qty of IP Cameras	6	13
	Qty of Touch Panels	5	
	Qty of Recording Servers	2	
<b>Data Switch Provisioning</b>	This install will require POE data switches at each location.		
<b>Virtual Kiosks</b>	0 workstations will require virtual kiosk software to be installed.		
<b>Customer Provided Items</b>	Customer to provide all device IP addresses Customer to also provide: <ul style="list-style-type: none"> <li>• Subnet Mask</li> <li>• Gateway IP</li> <li>• DNS/WINS IP</li> <li>• Time Server IP</li> </ul>		
	Customer IT staff will configure all switches with proper network configuration.		

## Metadata Tags

<b>Metadata Tagging</b>	The system will collect metadata information prior to, and after, the interview recording process (i.e. Interviewer Name, Interviewee Name, Case Number).
<b>Metadata Tags</b>	Information collected prior to recording: <ul style="list-style-type: none"> <li>• Interviewee first and last name</li> <li>• Case number</li> <li>• Case type</li> <li>• Interviewee type</li> </ul> Information collected post recording: <ul style="list-style-type: none"> <li>• Interviewer name(s)</li> </ul>
<b>Customer Provided Items</b>	Customer to provide preferred metadata fields.
<b>Axon Provided Items</b>	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

<b>Evidence Management System</b>	Evidence.com
<b>Application Features</b>	<p>Network Applications:</p> <ul style="list-style-type: none"> <li>• Remote monitoring application</li> </ul> <p>Evidence.com Application Features:</p> <ul style="list-style-type: none"> <li>• Secure Cloud Storage</li> <li>• Redaction</li> <li>• Download/Sharing</li> <li>• Audit Trail</li> <li>• Reporting</li> </ul>

## Training

<b>Application Package</b>	<p>This solution will include on-site application training covering:</p> <ul style="list-style-type: none"> <li>• Touch panel overview</li> <li>• Initiating interview wizard</li> <li>• Entering metadata</li> <li>• Controlling the interview process</li> <li>• Closing an interview</li> <li>• Evidence.com functionality</li> </ul>
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## Additional General Deal Notes

<b>Notes</b>	<p>As of March 6, 2020</p> <ol style="list-style-type: none"> <li>1. How many locations (e.g. Building 1, building 2 may be across town) 1 Location</li> <li>2. How many rooms in those locations? 5 Rooms</li> <li>3. How many cameras per room? 1 Camera per room</li> <li>4. Will those rooms be overt or covert cameras? (they can be mixed, please specify) Overt             <ul style="list-style-type: none"> <li>• If covert, what type of cover (fire strobe/motion detector)?</li> </ul> </li> <li>5. Will you be running the cat6 cables or will Axon? We will be running the CAT6</li> <li>6. The cameras require POE data switches, are these rooms connected to a POE switch currently, or will Axon need to provide one as part of our turn-key solution? This I do not know and we can ask the IT and builder today</li> <li>7. Wall type? It is impact resistant wallboard and there is sound proofing             <ul style="list-style-type: none"> <li>• Are there any sound-proofing materials installed?</li> </ul> </li> <li>8. Ceiling type (sealed/drop tiles)? Standard drop ceiling</li> </ol> <p>Addendum added by Jake Borro after prequal call:</p> <p>Based on the initial call, here is the general outline for the project at HQ</p> <ul style="list-style-type: none"> <li>• Floor 1 – 1 room</li> <li>• Floor 2 – 4 rooms</li> <li>• Both floors equipped with a POE switch no more than 175ft from each room</li> <li>• Two recording servers to be provided by the agency in the form of VMs</li> <li>• Axon to provide one touch panel per room for software activation of interview recording</li> </ul>
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## LOCATION DETAILS: HQ

The following sections detail the configuration of the Axon Interview recording system at HQ

<b>Location Name</b>	HQ
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### Cable Considerations

<b>Cabling Runs</b>	Customer will install the networking cables using a Cat6e Cable.	
	15	cable runs are required for this installation.
	11	110v power outlets are required for this installation (Customer Responsibility).
<b>Cabling Requirements</b>	<p>All Devices:            Network cabling must be provided for the following devices:</p> <ul style="list-style-type: none"> <li>• Axis IP Camera</li> <li>• Server</li> <li>• Touch Panel or PC running a virtual Touch Panel</li> <li>• POE Switch</li> </ul>	

### Servers, Switches, Touch Panels

<b>Servers</b>	Customer-Provided Virtual (VM) Server (with USB port)	<b>Quantity:</b>	1
	Customer-Provided Virtual (VM) Server (with USB port)		1
<b>Redundancy</b>	This system includes recording redundancy		
<b>Data Switch/POE Power</b>	Customer will provide data switch	<b>Quantity:</b>	1
	Customer will provide data switch		1
<b>Touch Panels</b>	POS-X Touch Panel		
<b>Touch Panel Location</b>	Wall mounted outside each room		
<b>Number of I/O Boxes Required</b>	0		

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Booking Room Interview

The following sections detail the configurations specific to BOOKING ROOM INTERVIEW

<b>Location Name</b>	HQ
<b>Room Name</b>	Booking Room Interview

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3235-LV Overt Dome Camera Covert Enclosure : N/A Mic: Louroe Tamper Proof Mic This camera requires a(n) N/A
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	N/A
<b>Wall Configuration</b>	Concrete
<b>Ceiling Configuration</b>	Cinder Block

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Hard Interview 1

The following sections detail the configurations specific to HARD INTERVIEW 1

<b>Location Name</b>	HQ
<b>Room Name</b>	Hard Interview 1

### Camera Configuration

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

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Hard Interview 2

The following sections detail the configurations specific to HARD INTERVIEW 2

<b>Location Name</b>	HQ
<b>Room Name</b>	Hard Interview 2

### Camera Configuration

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

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Lobby Interview Room

The following sections detail the configurations specific to LOBBY INTERVIEW ROOM

<b>Location Name</b>	HQ
<b>Room Name</b>	Lobby Interview Room

### Camera Configuration

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

### Additional Location Notes

<b>Notes</b>	
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## ROOM DETAILS: Soft Interview Room

The following sections detail the configurations specific to SOFT INTERVIEW ROOM

<b>Location Name</b>	HQ
<b>Room Name</b>	Soft Interview Room

### Camera Configuration

<b>Camera 1</b>	Camera 1 will be a(n) : Axis P3235-LV Overt Dome Camera Covert Enclosure : N/A Mic: Louroe Tamper Proof Mic This camera requires a(n) N/A
<b>Camera 2</b>	Camera 2 will be a(n) : AXIS F41/F1025 Covert IP Camera Covert Enclosure : Flush Mount Enclosure Mic: Louroe Tamper Proof Mic This camera requires a(n) N/A
<b>Recording Activation</b>	Recording will be triggered via IR Client
<b>External Recording-In-Progress Visual</b>	Recording will be triggered
<b>Wall Configuration</b>	Drywall
<b>Ceiling Configuration</b>	Standard Tile

### Additional Location Notes

<b>Notes</b>	
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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](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 Mike Schmidt at [mschmidt@axon.com](mailto:mschmidt@axon.com) or fax to

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Review 1	Review 2	
Comments:		