

- Current Taser 5-year lease (expires this year) - \$12,520 for five years, at \$2,592.00 per year. Includes complete coverage on all tasers, batteries, cartridges, repairs, replacements, etc. Purchased through Taser International, now known as Axon.
- Currently no lease on body cameras or under any warranty.
- Currently down to 4 working body cameras, from a total of 6. Was on schedule to replace 2 cameras this year at almost \$1,000.00 per camera.
- Body cameras first purchased in 2016 from WatchGuard Video, now run by Motorola. Previously had only in-car video cameras for several years prior. Body worn cameras much more efficient in capturing video evidence than in-car video, is with the officer at all times on calls – not just motor vehicle stops.
- Current body cameras have limit on storage and have to make / burn copies for case files. New body cameras would have unlimited device storage and would be readily accessible by department prosecutor and others. Officers and myself would not have to spend time making copies or managing videos due to storage restrictions.

We previously experienced an issue where we had a crash of the computer server that maintained the body camera video storage, this resulted in several issues. With Axon, the videos would not be stored internally in the department, they would be stored through Axon which would ensure any computer issues at the department would not result in any video or video systems being compromised.

- New proposed quote from Axon for both Tasers and body cameras is \$11,102.70 per year, over the next five years. (see attached quote for what is included)
- New proposed quote from Motorola for just body cameras comes to \$4,328.80 per year for a 5-year lease. Does not include items such as unlimited storage that comes with Axon. Also, we have found that the customer service with Motorola when it comes to body cameras has been very difficult when it comes to resolving issues.
- If we continue / lease with Motorola and renew the expiring lease with Axon for the tasers we would be looking at approximately \$9,000.00 per year, and would still be facing the same storage / accessibility issues that we have now.
- Leasing both the tasers and body cameras will allow the police department to have a manageable, predictable budget over the next 5 years without having to worry about any repair, maintenance, or replacement costs along with ensuring we have access to the newest and most sophisticated technology as it becomes available – again, at no additional cost.



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 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-375809-44644.807KT
 Issued: 03/24/2022
 Quote Expiration: 03/31/2022
 EST Contract Start Date: 04/01/2022
 Account Number: 224681
 Payment Terms: N30
 Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Delivery; Invoice; Other - 480 Route 3 South 480 Route 3 South Twin Mountain, NH 3595 USA	Carroll Police Department 480 Route 3 South Twin Mountain, NH 3595 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyla Thompson-Boykin Phone: Email: kthompson-boykin@axon.com Fax:	Phone: 603-846-2200 Email: carrollchief1@gmail.com Fax:

Program Length	60 Months
TOTAL COST	\$55,513.51
ESTIMATED TOTAL W/ TAX	\$55,513.51

Bundle Savings	\$23,880.20
Additional Savings	\$1,726.55
TOTAL SAVINGS	\$25,606.75

PAYMENT PLAN		
PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 1	Mar, 2022	\$11,102.70
Year 2	Mar, 2023	\$11,102.70
Year 3	Mar, 2024	\$11,102.70
Year 4	Mar, 2025	\$11,102.70
Year 5	Mar, 2026	\$11,102.70

Quote Details

Bundle Summary

Item	Description	QTY
Core+	2021 Core+	6

Bundle: 2021 Core+ Quantity: 6 Start: 4/1/2022 End: 3/31/2027 Total: 55513.51 USD

Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Signal Sidearm Kit	75015	SIGNAL SIDEARM KIT	6	\$249.00	\$175.70	\$1,054.19
Warranty	80465	EXT WARRANTY, MUL TI-BAY DOCK (TAP)	1	\$21.00	\$14.82	\$889.08
Camera Warranty	80464	EXT WARRANTY, CAMERA (TAP)	6	\$11.67	\$8.23	\$2,964.45
E com License	73746	PROFESSIONAL EVIDENCE COM LICENSE	6	\$39.00	\$27.52	\$9,906.89
Respond License	73449	RESPOND DEVICE LICENSE	6	\$5.00	\$3.53	\$1,270.11
Multi-bay Dock Refresh 1	73689	MUL TI-BAY BWC DOCK 1ST REFRESH	1	\$1,610.00	\$1,136.05	\$1,136.05
Device Storage	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	6	\$24.00	\$16.93	\$6,096.55
Auto Tagging	73682	AUTO TAGGING LICENSE	6	\$9.00	\$6.35	\$2,286.21
Camera Refresh 1 with Spares	73309	AXON CAMERA REFRESH ONE	6	\$755.00	\$532.74	\$3,196.45
Camera Refresh 2 with Spares	73310	AXON CAMERA REFRESH TWO	6	\$790.00	\$557.44	\$3,344.63
Multi-bay Dock Refresh 2	73688	MUL TI-BAY BWC DOCK 2ND REFRESH	1	\$1,685.00	\$1,188.97	\$1,188.97
Auto Tagging Implementation	79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE	1	\$0.00	\$0.00	\$0.00
A La Carte Storage	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE-	18	\$0.40	\$0.28	\$304.83
Signal Sidearm Batteries	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	12	\$1.00	\$0.71	\$8.47
Holsters	20160	TASER 7 HOLSTER - SAFARILAND, RH+CART CARRIER	5	\$84.24	\$59.44	\$297.21
Holsters	20161	TASER 7 HOLSTER - SAFARILAND, LH+CART CARRIER	1	\$84.24	\$59.44	\$59.44
Handle License	20248	TASER 7 EVIDENCE.COM LICENSE	6	\$5.00	\$3.53	\$1,270.11
Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	18	\$38.95	\$27.48	\$494.71
Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	18	\$38.95	\$27.48	\$494.71
Handles	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	6	\$1,810.00	\$989.41	\$5,936.47
Inert Cartridges	22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS	6	\$50.23	\$35.44	\$212.66
Inert Cartridges	22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-	6	\$50.23	\$35.44	\$212.66

		DEGREE) NS				
Admin License	20248	TASER 7 EVIDENCE.COM LICENSE	1	\$5.00	\$3.53	\$211.69
Taser 7 Target	80087	TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	\$157.95	\$111.45	\$111.45
Taser 7 Target Frame	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	\$78.98	\$55.73	\$55.73
Training Live Cartridges	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
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Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
Training Live Cartridges	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	12	\$38.95	\$27.48	\$329.81
Batteries	20018	TASER 7 BATTERY PACK, TACTICAL	7	\$90.56	\$63.90	\$447.31
Training Halt Cartridges	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	12	\$38.95	\$27.48	\$329.81
Training Halt Cartridges	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	12	\$38.95	\$27.48	\$329.81
Training Halt Cartridges	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	12	\$38.95	\$27.48	\$329.81
Training Halt Cartridges	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	12	\$38.95	\$27.48	\$329.81
Duty Cartridge Replenishment Program	20246	TASER 7 DUTY CARTRIDGE REPLACEMENT LICENSE	6	\$2.50	\$1.76	\$635.06
Docks	74200	TASER 7 6-BAY DOCK AND CORE	1	\$1,500.00	\$1,058.43	\$1,058.43
Dock Mount	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	\$43.90	\$30.98	\$30.98
Dock Power Cord	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	\$10.45	\$7.37	\$7.37

Camera	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	6	\$699.00	\$493.23	\$2,959.37
Camera Mount	11508	MOLLE MOUNT, DOUBLE, AXON RAPIDLOCK	7	\$0.00	\$0.00	\$0.00
USB	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	7	\$0.00	\$0.00	\$0.00
Dock	74210	AXON BODY 3 - 8 BAY DOCK	1	\$1,495.00	\$1,054.90	\$1,054.90
Power Cord	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	\$0.00	\$0.00	\$0.00
Other	80395	EXT WARRANTY, TASER 7 HANDLE	6	\$6.58	\$4.64	\$1,365.03
Other	80374	EXT WARRANTY, TASER 7 BATTERY PACK	7	\$0.44	\$0.31	\$106.49
Other	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	\$6.58	\$4.64	\$227.51

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

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. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at www.axon.com/legal/sales-terms-and-conditions), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

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 Signed

3/24/2022



Quote For:

**Carroll Police Department
Attn: Tadd Bailey**

Reference:

V300 (6) VaaS

Quote By:

**WatchGuard Video / Motorola Solutions
Ron Taylor**

Date: 02-21-22

WatchGuard Video
 415 E. Exchange
 Allen, TX 75002
 (P) 800-605-6734 (F) 212-383-9661



Prepared For:
 Carroll Police Department - Attention: Tadd Bailey
 V300 (6) VaaS

QUOTATION - BJI-0537-02

DATE: 02-21-22

PROJECT QUOTATION

We at WatchGuard Video are pleased to quote the following systems for the above referenced project:

Deliverables / Materials / Services	Qty
Body-worn camera and evidence management software - 5 Year Video-as-a-Service Package @ \$49 per Month AAS-BWC-5YR-001 (<i>PaaS</i>) Video-as-a-Service includes CommandCentral Evidence, the cloud-based evidence management system with unlimited device storage and unlimited cloud sharing. 1 User License per Body Worn Camera. 50 GB of non-device storage included per device, averaged across all devices in the program CommandCentral Evidence, Records, Redaction, Sharing, Community Engagement capabilities and capture application included. Body-worn camera (battery + choice of mount included) Third year technology (Hardware) refresh. 5-year agreement (billed Quarterly or Annually) Advanced hardware replacement service & 24/7 support No-Fault hardware warranty	6
V300, Battery, Removable and Rechargeable, 3.8V, 4180mAh WGP02614	6
Transfer Station (8 Bay) Video-as-a-Service Package @ \$30 per Month AAS-BWC-XFS-DOC (<i>PaaS</i>) 8-Bay Ethernet Transfer Station Ethernet Cable, Rack mount (optional) & Power Cord	1
Quick Start Software Installation Service; Remote Install, Training, Configuration, Project Management, Consultation WGW00122-410	1

Shipping - BWC Unit

6

FRT-BWC-01

Freight delivery for each Body Worn Camera Unit

Miscellaneous Shipping

1

FRT-MISC

Freight delivery for Hardware (Parts and/or Accessories)

Transfer Station (8 Bay) Video-as-a-Service Package @ \$30 per Month One Transfer station comes with the aaS at no cost.

1

AAS-BWC-XFS-DOC (*PaaS*)

Due Now	\$6,092.00
Annual Invoice	\$3,888.00

Notes:

1. This Quote is valid for 90 days from the Quote Date. Pricing may change thereafter.
2. Any sales transaction resulting from this Quote is based on and subject to the applicable Motorola's Standard Terms and Conditions, notwithstanding terms and conditions on purchase orders or other Customer ordering documents.
3. Motorola's Standard Terms and Conditions are found at www.motorolasolutions.com/product-terms.
4. Payment Terms: Equipment-Net 30 days upon shipment; Installation-Net 30 days upon completion; Services and Subscription Agreements-Net 30 days from receipt of Order.
5. The pricing in this Quote does not include any applicable taxes (e.g. sales/use tax).
6. UNLESS OTHERWISE NOTED IN THIS QUOTE / ORDER, INSTALLATION OF EQUIPMENT IS NOT INCLUDED

Quoted by: Ron Taylor - 800-605-6734 - ronald.taylor1@motorolasolutions.com

Quote ID: BJI-0537-02 – Pricing Summary – 02-21-22

Total Spend:

Due Now	\$6,092.00
Years 2-5 Invoice(s) (Pay Each Year)	\$3,888.00
Total Spend	\$21,644.00

Handwritten note: 84,326.80
5415.

**Purchase as a Service (PaaS)
Financial Profile**

Total Price:	\$19,440.00
Contract Term:	5 Years
Monthly Payments:	\$324.00
Annual Invoice:	\$3,888.00

Deferred

Total Price	\$21,644.00
Direct Purchase Items	\$2,204.00
Deferred (5 Payments of \$3,888.00)	\$19,440.00

Due Now

Direct Purchase Items	\$2,204.00
1st Invoice	\$3,888.00
Due Now	\$6,092.00

Body worn camera benefits:

- 1) **Better transparency - body-worn cameras result in better transparency and accountability and thus improve law enforcement legitimacy. Video footage captured during officer interactions provide better documentation to help confirm the nature of events and support accounts articulated by officers and / or community residents.**
- 2) **Increased civility - body-worn cameras may also result in higher rates of citizen compliance to officer commands during encounters and fewer complaints lodged against law enforcement. Citizens often change their behavior toward officers when they are informed that the encounter is being recorded. This “civilizing effect” may prevent certain situations from escalating to levels requiring the use of force and also improve interactions between officers and citizens.**
- 3) **Quicker resolution - body-worn cameras may lead to a faster resolution of citizen complaints and lawsuits that allege excessive use of force and other forms of officer misconduct. Investigations of cases that involve inconsistent accounts of the encounter from officers and citizens are often found to be “not sustained” and are subsequently closed when there is no video footage nor independent or corroborating witnesses. This, in turn, can decrease the public’s trust and confidence in law enforcement and increase perceptions that claims of misconduct brought against officers will not be properly addressed. Video captured by body-worn cameras may help corroborate the facts of the encounter and result in a quicker resolution.**
- 4) **Corroborating evidence - footage captured may also be used as evidence in arrests or prosecutions. Video captured by body-worn cameras will help document the occurrence and nature of various types of crime, reduce the overall amount of time required for officers to complete paperwork for case files, corroborate evidence presented by prosecutors, result in less time officers have to go to court, and lead to higher numbers of guilty pleas in court proceedings.**

- 5) **Training opportunities - the use of body-worn cameras also offers opportunities to advance policing through training. Law enforcement supervisors can assess officer activities and behavior captured by body-worn cameras — either through self-initiated investigations or those that result from calls for service — to advance professionalism among officers. Finally, video footage can provide law enforcement supervisors with opportunities to implement new strategies and assess the extent to which officers carry out their duties in a manner that is consistent with the assigned initiatives.**

Article excerpt from New Hampshire Public radio on Police body cameras in 2021:

The price tag for police bodycams can be several thousands of dollars per officer since costs include purchasing and maintaining the equipment, paying for storing the enormous amount of information the cameras can collect, and training officers. On the other hand, the study asserts that the dollar value of body-worn camera benefits — the estimated savings generated by a reduction of citizen complaints and averted use of force incidents — along with the cost reductions that could come from fewer investigations, is significant. The study estimates the ratio of the value of the benefits compared to the cost of body-worn cameras at 5 to 1 and well above an estimated 2 to 1 cost-benefit of hiring more police.

"If you are a local government looking at adopting the cost, from your narrow green eyeshade bottom line, the technology probably pays for itself," Ludwig says. "And the benefits to the public are a huge win and easily outweigh the cost."

Electronic Control Weapon (ECW) “Taser” benefits:

One of the most useful benefits of a taser is the ability to help you control and manipulate perilous scenarios without excessive force. The ability to incapacitate a violent, combative, or dangerous person temporarily can put the situation in your control, potentially allowing you to escape, call for assistance, or, if necessary, deploy a method of lethal force.

Taser weapons are not risk free but they are proven safer than batons, take downs, tackles and impact munitions. They are also much better than deploying pepper spray which does not fully incapacitate an individual and can contaminate others to include the officers, not to mention the decontamination / cleaning up process of subjects and areas once pepper spray has been deployed.

Tasers can help reduce the risk of injury compared with lethal-force weapons. Despite their impressive ability to apprehend, the vast majority of people who have had a taser deployed on them sustain minor or no injuries. Of course, wielding a taser can also help reduce injury of the apprehender by suppressing a perpetrator’s ability to deploy a weapon or throw a punch.

It’s also important to note that, unlike other forms of both lethal and non-lethal self-defense, a tasers pain effects wear off as soon as the device is disabled, and only minor aftercare is needed.

Tasers can be deployed at upwards of 35 feet away, allowing the officer to stay out of harm’s way while calming the situation and staying safe.

Tasers can immobilize a broader range of suspects than other forms of non-lethal force. For example, they have the ability to stun people who are under the influence of alcohol or drugs, who have the ability to fight or ignore pain and who may not respond to other forms of self-defense, such as pepper spray. They are especially effective in instances of controlling motivated, aggressive suspects or those who are under the influence of alcohol and drugs.