



CITY OF NOVI CITY COUNCIL
FEBRUARY 6, 2023

SUBJECT: Approval to enter an agreement with Axon Enterprise, Inc., sole source provider for the purchase of In-Car Camera and Body Cameras for the Novi Police Department in the amount of \$963,095.70, with final language and execution to be completed by the City Manager and City Attorney and amend the budget.

SUBMITTING DEPARTMENT: Public Safety – Police Department

EXPENDITURE REQUIRED	\$963,095.70
AMOUNT BUDGETED	\$0
APPROPRIATION REQUIRED	\$965,000
LINE ITEM NUMBER	101-301.00-980.006

BACKGROUND INFORMATION:

In the Fall of 2017, the WatchGuard In-Car camera systems with wireless microphones were installed in all marked patrol cars and in the fire command vehicle. These systems generally have about a 5-year operating life before they need to be replaced. The warranty also expires after 5-years. This would call for a complete replacement of the In-Car Camera system in the fall of 2022.

WatchGuard was purchased by Motorola. The other main company in this market is Axon. In reviewing the two companies, including feedback from area users, it is becoming clear that Axon has the better, more reliable product to offer in this area, and it is recommended that we make the transition to Axon In-Car and Body Camera products.

It is recommended that we use the Axon system, with the Fleet Camera system with ALPR, and Body Camera System with redaction assistant and automatic tagging.

Costs:

In-Car Fleet System:	\$397,122.70
(75) Body Cameras:	\$565,973.00
Total Axon Cost:	\$963,095.70

CLOUD Storage: The City of Novi Internet connection is currently maxed out and unable to handle a cloud storage option for the police department. The additional cost estimate from Novi IS to upgrade the connection is an additional \$1,000 per month in Internet costs for the police department. This is the pro-rata share of the police department's use for any upgraded connection.

Yearly Internet upgrade fee: \$1,000/month (\$12,000/year) (\$60,000/5-years)

The Axon Enterprise quote is for all new equipment, given the 5-year service life and warranty expiration that our equipment is facing now in 2022 and will continue to face in 2023. Given the importance of video in today's society, it is important to have fully functional equipment that maintains a high degree of reliability and regular 5-year replacement.

This quote is for 26 vehicles and two (2) motorcycles, which includes 24 police patrol cars and two (2) fire command vehicles. It also includes 75 wireless body cameras that integrate with the in-car system, as well as all related supporting equipment and cloud storage, and 5-year warranties on all equipment.

RECOMMENDED ACTION: Approval to enter an agreement with Axon Enterprise, Inc., sole source provider for the purchase of In-Car Camera and Body Cameras for the Novi Police Department in the amount of \$963,095.70, with final language and execution to be completed by the City Manager and City Attorney and amend the budget.



17800 N 85TH STREET
SCOTTSDALE, ARIZONA 85255

AXON.COM

January 1, 2022

To: United States state, local and municipal law enforcement agencies

Re: Sole Source Letter for Axon Enterprise, Inc.'s Axon brand products and Axon Evidence (Evidence.com) Data Management Solutions¹

A sole source justification exists because the following goods and services required to satisfy the agency's needs are only manufactured and available for purchase from Axon Enterprise.

Axon Digital Evidence Solution Description

Axon Body 3 Video Camera (DVR)

- Improved video quality with reduced motion blur and better low-light performance
- Multi-mic audio—four built-in microphones
- Wireless upload option
- Gunshot detection and alerts
- Streaming audio and video capability
- "Find my camera" feature
- Verbal transcription with Axon Records (coming soon)
- End-to-end encryption
- Twelve-hour battery
- Up to 120-second buffering period to record footage before pressing record button

Axon Flex 2 Video Camera

- Video playback on mobile devices in the field via Bluetooth pairing
- Retina Low Light capability sensitive to less than 0.1 lux
- Audio tones to alert user of usage
- Low SD, high SD, low HD, and high HD resolution (customizable by the agency)
- Up to 120-second buffering period to record footage before pressing record button
- Multiple mounting options using magnetic attachment: head, collar, shoulder, helmet, ball cap, car dash, and Oakley sunglass mounts available
- 120-degree diagonal field of view camera lens, 102-degree horizontal field of view, and 55-degree vertical field of view

Axon Flex 2 Controller

- 12+ hours of battery operation per shift (even in recording mode)
- LED lights to show current battery level and operating mode
- Haptic notification available
- Tactical beveled button design for use in pocket
- Compatible with Axon Signal technology

Axon Air System

- Purpose-built solution for law enforcement UAV programs
- Supported applications on iOS and Android

¹ Axon is also the sole developer and offeror of the Evidence.com data management services. Evidence.com is both a division of Axon and a data management product solution offered by Axon. Evidence.com is not a separate corporate entity.



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- Automated tracking of pilot, aircraft, and flight logs
- Unlimited Storage of UAV data in Axon Evidence (Evidence.com)
- In application ingestion of data in Axon Evidence (Evidence.com)
- Axon Aware integration for live streaming and situational awareness

Axon Body 2 Video Camera

- Video playback on mobile devices in the field via Bluetooth pairing
- Retina Low Light capability sensitive to less than 1 lux
- Audio tones and haptic (vibration) notification to alert user of usage
- Audio mute during event option
- Wi-Fi capability
- High, medium, and low quality recording available (customizable by the agency)
- Up to 2-minute buffering period to record footage before pressing record button
- Multiple mounting options using holster attachment: shirt, vest, belt, and dash mounts available
- 12+ hours of battery operation per shift (even in recording mode)
- LED lights to show current battery level and operating mode
- 143-degree lens
- Includes Axon Signal technology

Axon Fleet 3 Camera

- High-definition Dual-View Camera with panoramic field of view, 12x zoom, and AI processing for automatic license plate reader (ALPR)
- High-definition Interior Camera with infrared illumination for back seat view in complete darkness
- Wireless Mic and Charging Base for capturing audio when outside of vehicle
- Fleet Hub with connectivity, global navigation satellite system (GNSS), secure solid-state storage, and Signal inputs
- Automatic transition from Buffering to Event mode with configurable Signals
- Video Recall records last 24 hours of each camera in case camera not activated for an event
- Intuitive mobile data terminal app, Axon Dashboard, for controlling system, reviewing video, quick tagging, and more
- Ability to efficiently categorize, play back and share all video and audio alongside other digital files on Evidence.com
- Multi-cam playback, for reviewing up to four videos, including body-worn and in-car footage, at the same time
- Fully integrated with Evidence.com services and Axon devices
- Automatic time synchronization with all Axon Fleet and other Axon on-officer cameras allows for multi-camera playback on Evidence.com.
- Prioritized upload to Evidence.com of critical event videos via 4G/LTE
- Wireless alerts from the TASER CEW Signal Performance Power Magazine (SPPM) and Signal Side Arm (SSA).
- Best-in-class install times, wireless updates and quick remote troubleshooting
- Optional Axon Aware live stream, alerts, and location updates for situational awareness
- Optional Axon ALPR hotlist alerts, plate read retention, and investigative search



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Axon Fleet 2 Camera

- Fully integrated with Axon Evidence services and Axon devices
- Automatic time synchronization with other Axon Fleet and Axon on-officer cameras allows for multi-camera playback on Axon Evidence.
- Immediate upload to Axon Evidence of critical event videos via 4G/LTE
- Wireless alerts from the TASER CEW Signal Performance Power Magazine (SPPM).
- Automatic transition from BUFFERING to EVENT mode in an emergency vehicle equipped with the Axon Signal Unit
- Decentralized system architecture without a central digital video recorder (DVR).
- Cameras that function independently and communicate wirelessly with the computer in the vehicle (MDT, MDC, MDU) for reviewing, tagging and uploading video.
- Wireless record alert based on Bluetooth communication from Axon Signal Vehicle when a configured input is enabled (e.g. emergency light, siren, weapon rack, etc.).
- Receives alerts from Axon Signal Sidearm.
- Plug-And-Play design allowing for cameras to be easily replaced and upgraded.
- Ability for an unlimited number of agency vehicles recording in the same vicinity with an Axon Fleet system to be automatically associated with one another when reviewing video in the video management platform. This feature is also supported across body cameras.

Axon Signal Unit (ASU)

- Communications device that can be installed in emergency vehicles.
- With emergency vehicle light bar activation, or other activation triggers, the Axon Signal Unit sends a signal. Upon processing the signal, an Axon system equipped with Axon Signal technology transitions from the BUFFERING to EVENT mode.

Axon Signal Performance Power Magazine (SPPM)

- Battery pack for the TASER X2 and X26P conducted electrical weapons
- Shifting the safety switch from the down (SAFE) to the up (ARMED) positions sends a signal from the SPPM. Upon processing the signal, an Axon system equipped with Axon Signal technology transitions from the BUFFERING to EVENT mode. Axon Signal technology only works with Axon cameras.

Axon Signal Sidearm Sensor

- Can be installed on common duty holsters
- Drawing a service handgun from the holster sends a signal from the Axon Signal Sidearm sensor. Upon processing the signal, an Axon system equipped with Axon Signal technology transitions from the BUFFERING to EVENT mode.

Axon Interview Solution

- High-definition cameras and microphones for interview rooms
- Covert or overt camera installations
- Touch-screen user interface
- Motion-based activation
- Up to 7-minute pre- and post-event buffering period
- Full hardware and software integration
- Upload to Axon Evidence services
- Interview room files can be managed under the same case umbrella as files from Axon on-officer cameras and Axon Fleet cameras; i.e., Axon video of an arrest and



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- interview room video are managed as part of the same case in Axon Evidence
- Dual integration of on-officer camera and interview room camera with Axon Evidence digital evidence solution

Axon Signal Technology

- Sends a broadcast of status that compatible devices recognize when certain status changes are detected
- Only compatible with TASER and Axon products

Axon Dock

- Automated docking station uploads to Axon Evidence services through Internet connection
- No computer necessary for secure upload to Axon Evidence
- Charges and uploads simultaneously
- The Axon Dock is tested and certified by TUV Rheinland to be in compliance with UL 60950-1: 2007 R10.14 and CAN/ CSA-C22.2 NO.60950-I-07+AI:2011+A2:2014 Information Technology Equipment safety standards.

Axon Evidence Data Management System

- Software as a Service (SaaS) delivery model that allows agencies to manage and share digital evidence without local storage infrastructure or software needed
- SaaS model reduces security and administration by local IT staff: no local installation required
- Automatic, timely security upgrades and enhancements deployed to application without the need for any local IT staff involvement
- Securely share digital evidence with other agencies or prosecutors without creating copies or requiring the data to leave your agency's domain of control
- Controlled access to evidence based on pre-defined roles and permissions and pre-defined individuals
- Password authentication includes customizable security parameters: customizable password complexity, IP-based access restrictions, and multi-factor authentication support
- Automated category-based evidence retention policies assists with efficient database management
- Ability to recover deleted evidence within seven days of deletion
- Stores and supports all major digital file types: .mpeg, .doc, .pdf, .jpeg, etc.
- Requires NO proprietary file formats
- Ability to upload files directly from the computer to Axon Evidence via an Internet browser
- Data Security: Robust Transport Layer Security (TLS) implementation for data in transit and 256-bit AES encryption for data in storage
- Security Testing: Independent security firms perform in-depth security and penetration testing
- Reliability: Fault- and disaster-tolerant infrastructure in at least 4 redundant data centers in both the East and West regions of the United States
- Chain-of-Custody: Audit logs automatically track all system and user activity. These logs cannot be edited or deleted, even by account administrators and IT staff
- Protection: With no on-site application, critical evidence stored in Axon Evidence is protected from local malware that may penetrate agency infrastructure



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- **Stability:** Axon Enterprise is a publicly traded company with stable finances and funding, reducing concerns of loss of application support or commercial viability
- Application and data protected by a CJIS and ISO 27001 compliant information security program
- Dedicated information security department that protects Axon Evidence and data with security monitoring, centralized event log analysis and correlation, advanced threat and intrusion protection, and incident response capabilities
- Redact videos easily within the system, create tags, markers and clips, search 7 fields in addition to 5 category-based fields, create cases for multiple evidence files

Axon Evidence for Prosecutors

- All the benefits of the standard Axon Evidence services
- Ability to share information during the discovery process
- Standard licenses available for free to prosecutors working with agencies already using Axon Evidence services
- Unlimited storage for data collected by Axon cameras and Axon Capture

Axon Capture Application

- Free app for iOS and Android mobile devices
- Allows users to capture videos, audio recordings, and photos and upload these files to their Axon Evidence account from the field
- Allows adding metadata to these files, such as: Category, Title, Case ID, and GPS data

Axon Commander Services

- On-premises data management platform
- Chain of custody reports with extensive audit trail
- Automated workflows, access control, storage, and retention
- Compatible with multiple file formats

Axon View Application

- Free app for iOS and Android mobile devices
- Allows user to view the camera feed from a paired Axon Body, Axon Body 2, Axon Flex, or Axon Flex 2 camera in real-time
- Allows for playback of videos stored on a paired Axon Body, Axon Body 2, Axon Flex, or Axon Flex 2 system
- Allows adding meta-data to videos, such as: Category, Title, Case ID, and GPS data

Axon Records

- Continuously improving automated report writing by leveraging AI and ML on officer recorded video, photo, and audio from BWC, In-Car, Mobile App (Axon Capture), or other digital media
- Collaborative report writing through instantly synced workspaces allowing officers to delegate information gathering on scene
- Instant access to records allowing detectives to begin their investigation and records clerks to update information exchanges on things like missing people or stolen property as soon as possible
- Complete leveraging of Axon Evidence sharing to allow fast, efficient, digital, and secure sharing of records and cases to DAs and Prosecutors



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- Robust API and SDK allows data to be easily ingested and pushed out to other systems—preventing data silos
- Deep integration with Axon Evidence putting video at the heart of the record and automating the process of tagging and categorizing digital evidence stored in Axon Evidence
- Automatic association of digital evidence to the record and incident through Axon Evidence integration
- In context search of master indexes (people, vehicles, locations, charges)—promoting efficient report writing through prefilling of existing data which promotes clean and deduped data in the system
- Quick views for users to track calls for service and reports in draft, ready for review, kicked back for further information, or submitted to Records for archiving.
- Federal and State IBRS fields are captured and validated—ensuring the officer knows what fields to fill and what information needs to be captured
- Intuitive validation ensures officers know what information to submit without being burdened by understanding the mapping of NIBRS to state or local crime codes
- Ability to create custom forms and add custom fields to incident reports—allowing your agency to gather the information you find valuable
- Software as a Service (SaaS) delivery model that allows agencies to write, manage, and share digital incident reports without local storage infrastructure or software needed
- SaaS model reduces security and administration by local IT staff: no local installation required
- Automatic, timely security upgrades and enhancements deployed to application without the need for any local IT staff involvement
- Securely share records and cases with other agencies or prosecutors without creating copies or requiring the data to leave your agency's domain of control
- Controlled access based on pre-defined users, groups, and permissions
- Password authentication includes customizable security parameters: customizable password complexity, IP-based access restrictions, and multi-factor authentication support
- Security Testing: Independent security firms perform in-depth security and penetration testing
- Reliability: Fault- and disaster-tolerant infrastructure in at least 4 redundant data centers in both the East and West regions of the United States
- Chain-of-Custody: Audit logs automatically track all system and user activity. These logs cannot be edited or deleted, even by account administrators and IT staff

Axon Standards

- Internal affairs and professional standards reporting
- Customizable information display, including custom forms
- Customizable workflows and user groups
- Automated alerts
- Compatible with digital documents, photos, and videos
- Connection with Transcription (beta)
- Shared Index with evidence.com and Records
- Data Warehouse allowing custom summary reports and integration into 3rd party analytic tools.



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- Workflow analytics to provide SLA on throughputs
- Integration with the TASER 7 CEW for automatically pulling firing logs (alpha)
- Available as an option for Axon Records
- Automatically bundled with Officer Safety Plan 7+

Axon Professional Services

- Dedicated implementation team
- Project management and deployment best practices aid
- Training and train-the-trainer sessions
- Integration services with other systems

Axon Auto-Transcribe

- Transcribes audio to text, producing a time-synchronized transcript of incidents
- Allows searches for keywords (e.g., names, and addresses)
- Embedded time stamps when critical details were said and events occurred
- Produce transcripts in substantially less time than with manual methods
- Pull direct quotes and witness statements directly into reports

Axon Support Engineer:

- Dedicated Axon Regional/Resident Support Engineer Services
- Quarterly onsite visits
- Solution and Process Guidance custom to your agency
- White-Glove RMA and TAP (if applicable) Service for devices
- Monthly Product Usage Analysis
- Resident Support Engineer also includes onsite product maintenance, troubleshooting, and beta testing assistance

Axon Respond for Dispatch (CAD)

- Integration with Axon Respond for Devices (Axon Body 3) for location and/or live streaming in CAD.
- Integration with TASER 7 CEW devices for enhanced situational awareness.
- Native ESRI based mapping with ability to connect to ESRI online communities and your agency's local ArcGIS data.
- SaaS model reduces security and administration by local IT staff: no local installation
- Robust API and SDK allows data to be easily ingested and pushed out to other systems -- preventing data silos.
- Complete leveraging of Axon Evidence (evidence.com) sharing to allow fast, efficient, digital and secure sharing of data to DAs and Prosecutors.
- Future versions/enhancements included with minimal down time and no need to purchase an upgrade to the latest version.
- Native integration with Axon Records.
- Reliability: Fault – and disaster – tolerant infrastructure in at least four redundant data centers in both the East and West regions of the United States.
- Security Testing: Independent security firms perform in depth security and penetration testing.
- Automatic, timely security upgrades and enhancements deployed to application without the need for any local IT staff involvement.



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Axon Customer Support

- Online and email-based support available 24/7
- Human phone-based support available Monday–Friday 7:00 AM–5:00 PM MST; support is located in Scottsdale, AZ, USA
- Library of webinars available 24/7
- Remote-location troubleshooting



Axon Brand Model Numbers

1. Axon Body 3 Camera Model: 73202
2. Axon Flex 2 Cameras:
 - Axon Flex 2 Camera (online) Model: 11528
 - Axon Flex 2 Camera (offline) Model: 11529
3. Axon Flex 2 Controller Model: 11532
4. Axon Flex 2 USB Sync Cable Model: 11534
5. Axon Flex 2 Coiled Cable, Straight to Right Angle, 48" (1.2 m)
6. Axon Flex 2 Camera Mounts:
 - Oakley Flak Jacket Kit Model: 11544
 - Collar Mount Model: 11545
 - Oakley Clip Model: 11554
 - Epaulette Mount Model: 11546
 - Ballcap Mount Model: 11547
 - Ballistic Vest Mount Model: 11555
7. Universal Helmet Mount Model: 11548
8. Axon Air System with Axon Evidence (Evidence.com) 5-Year License Model: 12332
9. Axon Body 2 Camera Model: 74001
10. Axon Body 2 Camera Mounts:
 - Axon RapidLock Velcro Mount Model: 74054
11. Axon Flex 2 Controller and Axon Body 2 Camera Mounts:
 - Z-Bracket, Men's, Axon RapidLock Model: 74018
 - Z-Bracket, Women's Axon RapidLock Model: 74019
 - Magnet, Flexible, Axon RapidLock Model: 74020
 - Magnet, Outerwear, Axon RapidLock Model: 74021
 - Small Pocket, 4" (10.1 cm), Axon RapidLock Model: 74022
 - Large Pocket, 6" (15.2 cm), Axon RapidLock Model: 74023



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- MOLLE Mount, Single, Axon RapidLock Model: 11507
- MOLLE Mount, Double, Axon RapidLock Model: 11508
- Belt Clip Mount, Axon RapidLock Model: 11509

12. Axon Fleet Camera

- Axon Fleet 2 Front Camera: 71079
- Axon Fleet 2 Front Camera Mount: 71080
- Axon Fleet 2 Rear Camera: 71081
- Axon Fleet 2 Rear Camera Controller: 71082
- Axon Fleet 2 Rear Camera Controller Mount: 71083
- Axon Fleet Battery System: 74024
- Axon Fleet Bluetooth Dongle: 74027

13. Axon Signal Unit Model: 70112

14. Axon Dock Models:

- Axon Dock – Individual Bay and Core for Axon Flex 2
- Axon Dock – 6-Bay and Core for Axon Flex 2
- Individual Bay for Axon Flex 2 Model: 11538
- Core (compatible with all Individual Bays and 6-Bays) Model: 70027
- Wall Mount Bracket Assembly for Axon Dock: 70033
- Axon Dock – Individual Bay and Core for Axon Body 2 and Axon Fleet Model 74009
- Axon Dock – 6-Bay and Core for Axon Body 2 and Axon Fleet Model 74008
- Individual Bay for Axon Body 2 and Axon Fleet Model: 74011

15. Axon Signal Performance Power Magazine (SPPM) Model: 70116

Axon Product Packages

1. Officer Safety Plan: includes a CEW, Axon camera and Dock upgrade, and Axon Evidence license and storage. See your Sales Representative for further details and Model numbers.
2. TASER Assurance Plan (TAP): Hardware extended coverage, Spare Products (for Axon cameras), and Upgrade Models, for the Axon Flex camera and controller, Axon Body camera, and Axon Dock. (The TAP is available only through Axon Enterprise, Inc.)

SOLE AUTHORIZED DISTRIBUTOR FOR AXON BRAND PRODUCTS	SOLE AUTHORIZED REPAIR FACILITY FOR AXON BRAND PRODUCTS
<p style="text-align: center;">Axon Enterprise, Inc. 17800 N. 85th Street, Scottsdale, AZ 85255 Phone: 480-905-2000 or 800-978-2737 Fax: 480-991-0791</p>	<p style="text-align: center;">Axon Enterprise, Inc. 17800 N. 85th Street, Scottsdale, AZ 85255 Phone: 480-905-2000 or 800-978-2737 Fax: 480-991-0791</p>

Please contact your local Axon sales representative or call us at 1-800-978-2737 with any questions.

Sincerely,



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SCOTTSDALE, ARIZONA 85255

—
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A handwritten signature in black ink, appearing to read 'Josh Isner'.

Josh Isner
Chief Revenue Officer
Axon Enterprise, Inc.

Android is a trademark of Google, Inc., Bluetooth is a trademark of the Bluetooth SIG, Flak Jacket is a trademark of Oakley, Inc, iPod Touch is a trademark of Apple Inc, iOS is a trademark of Cisco, LTE is a trademark of the European Telecommunications Standards Institute, Shoei is a trademark of Shoei Co., Ltd., VELCRO is a trademark of Velcro Industries, B.V., and Wi-Fi is a trademark of the Wi-Fi Alliance.

▲, ▲ AXON, Axon, Axon Evidence, Axon Flex, Axon InterviewFleet, X2, X26, TASER 7, and TASER are trademarks of Axon Enterprise, Inc., some of which are registered in the US and other countries. For more information, visit www.axon.com/legal. All rights reserved. © 2020 Axon Enterprise, Inc.

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-418440-44960.019KH

Issued: 02/02/2023

Quote Expiration: 12/31/2023

Estimated Contract Start Date: 04/01/2024

Account Number: 110373

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery-45125 W 10 Mile Rd 45125 W 10 Mile Rd Novi, MI 48375-3006 USA	Novi Police Dept. - MI 45125 W 10 Mile Rd Novi, MI 48375-3006 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Hites Phone: Email: khites@axon.com Fax:	Keith Wuotinen Phone: (248) 348-7100 Email: kwuotinen@cityofnovi.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$397,122.70
ESTIMATED TOTAL W/ TAX	\$397,122.70

Discount Summary

Average Savings Per Year	\$11,807.38
TOTAL SAVINGS	\$59,036.90

Payment Summary

Date	Subtotal	Tax	Total
Mar 2024	\$79,424.58	\$0.00	\$79,424.58
Mar 2025	\$79,424.53	\$0.00	\$79,424.53
Mar 2026	\$79,424.53	\$0.00	\$79,424.53
Mar 2027	\$79,424.53	\$0.00	\$79,424.53
Mar 2028	\$79,424.53	\$0.00	\$79,424.53
Total	\$397,122.70	\$0.00	\$397,122.70

Quote Unbundled Price:	\$456,159.60
Quote List Price:	\$397,129.20
Quote Subtotal:	\$397,122.70

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
Fleet3A	Fleet 3 Advanced	26	60	\$292.41	\$254.57	\$254.57	\$397,122.70	\$0.00	\$397,122.70
Total							\$397,122.70	\$0.00	\$397,122.70

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
Fleet 3 Advanced	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	26	03/01/2024
Fleet 3 Advanced	70112	AXON SIGNAL UNIT	26	03/01/2024
Fleet 3 Advanced	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	26	03/01/2024
Fleet 3 Advanced	72034	FLEET SIM INSERTION, VZW	26	03/01/2024
Fleet 3 Advanced	72036	FLEET 3 STANDARD 2 CAMERA KIT	26	03/01/2024
Fleet 3 Advanced	72040	FLEET REFRESH, 2 CAMERA KIT	26	03/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80400	FLEET, VEHICLE LICENSE	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80401	FLEET 3, ALPR LICENSE, 1 CAMERA	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80402	RESPOND DEVICE LICENSE - FLEET 3	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80410	FLEET, UNLIMITED STORAGE, 1 CAMERA	52	04/01/2024	03/31/2029

Services

Bundle	Item	Description	QTY
Fleet 3 Advanced	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	26

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced	80379	EXT WARRANTY, AXON SIGNAL UNIT	26	04/01/2024	03/31/2029
Fleet 3 Advanced	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	26	02/01/2025	03/31/2029

Payment Details

Mar 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3A	Fleet 3 Advanced	26	\$79,424.58	\$0.00	\$79,424.58
Total				\$79,424.58	\$0.00	\$79,424.58

Mar 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53

Mar 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53

Mar 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53

Mar 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3A	Fleet 3 Advanced	26	\$79,424.53	\$0.00	\$79,424.53
Total				\$79,424.53	\$0.00	\$79,424.53

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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.



Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-454982-44960.018KH

Issued: 02/02/2023

Quote Expiration: 07/01/2023

Estimated Contract Start Date: 08/01/2023

Account Number: 110373

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery-45125 W 10 Mile Rd 45125 W 10 Mile Rd Novi, MI 48375-3006 USA	Novi Police Dept. - MI 45125 W 10 Mile Rd Novi, MI 48375-3006 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Kyle Hites Phone: Email: khites@axon.com Fax:	Keith Wuotinen Phone: (248) 348-7100 Email: kwuotinen@cityofnovi.org Fax:

Quote Summary

Program Length	60 Months
TOTAL COST	\$565,973.00
ESTIMATED TOTAL W/ TAX	\$565,973.00

Discount Summary

Average Savings Per Year	\$3,793.68
TOTAL SAVINGS	\$18,968.40

Payment Summary

Date	Subtotal	Tax	Total
Jul 2023	\$183,683.56	\$0.00	\$183,683.56
Jul 2024	\$95,572.36	\$0.00	\$95,572.36
Jul 2025	\$95,572.36	\$0.00	\$95,572.36
Jul 2026	\$95,572.36	\$0.00	\$95,572.36
Jul 2027	\$95,572.36	\$0.00	\$95,572.36
Total	\$565,973.00	\$0.00	\$565,973.00

Quote Unbundled Price: \$584,941.40
 Quote List Price: \$557,048.00
 Quote Subtotal: \$565,973.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	60	\$72.24	\$34.66	\$34.66	\$16,636.80	\$0.00	\$16,636.80
BWCamTAP	Body Worn Camera TAP Bundle	75	60	\$34.69	\$32.50	\$32.50	\$146,250.00	\$0.00	\$146,250.00
A la Carte Hardware									
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150			\$1.00	\$1.00	\$150.00	\$0.00	\$150.00
75015	SIGNAL SIDEARM KIT	75			\$249.00	\$249.00	\$18,675.00	\$0.00	\$18,675.00
AB3C	AB3 Camera Bundle	75			\$749.00	\$749.00	\$56,175.00	\$0.00	\$56,175.00
AB3MBD	AB3 Multi Bay Dock Bundle	8			\$1,638.90	\$1,638.90	\$13,111.20	\$0.00	\$13,111.20
A la Carte Software									
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	60		\$24.00	\$24.00	\$108,000.00	\$0.00	\$108,000.00
73682	AUTO TAGGING LICENSE	75	60		\$9.00	\$9.00	\$40,500.00	\$0.00	\$40,500.00
73478	REDACTION ASSISTANT USER LICENSE	75	60		\$9.00	\$9.00	\$40,500.00	\$0.00	\$40,500.00
BasicLicense	Basic License Bundle	80	60		\$15.00	\$16.25	\$78,000.00	\$0.00	\$78,000.00
ProLicense	Pro License Bundle	15	60		\$39.00	\$42.25	\$38,025.00	\$0.00	\$38,025.00
A la Carte Services									
85144	AXON STARTER	1			\$9,950.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
Total							\$565,973.00	\$0.00	\$565,973.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB3 Camera Bundle	11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2	83	07/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	75	07/01/2023
AB3 Camera Bundle	73202	AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK	2	07/01/2023
AB3 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	83	07/01/2023
AB3 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	8	07/01/2023
AB3 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	8	07/01/2023
AB3 Multi Bay Dock Bundle	74210	AXON BODY 3 - 8 BAY DOCK	8	07/01/2023
A la Carte	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150	07/01/2023
A la Carte	75015	SIGNAL SIDEARM KIT	75	07/01/2023
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	8	01/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	77	01/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	8	07/01/2028
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	77	07/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE-	80	08/01/2023	07/31/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	80	08/01/2023	07/31/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE-	45	08/01/2023	07/31/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	15	08/01/2023	07/31/2028
A la Carte	73478	REDACTION ASSISTANT USER LICENSE	75	08/01/2023	07/31/2028
A la Carte	73682	AUTO TAGGING LICENSE	75	08/01/2023	07/31/2028
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	08/01/2023	07/31/2028

Services

Bundle	Item	Description	QTY
A la Carte	85144	AXON STARTER	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	8	08/01/2023	07/31/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	75	07/01/2024	07/31/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	2	07/01/2024	07/31/2028

Payment Details

Jul 2023						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK	150	\$150.00	\$0.00	\$150.00
Year 1	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 1	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 1	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 1	75015	SIGNAL SIDEARM KIT	75	\$18,675.00	\$0.00	\$18,675.00
Year 1	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 1	AB3C	AB3 Camera Bundle	75	\$56,175.00	\$0.00	\$56,175.00
Year 1	AB3MBD	AB3 Multi Bay Dock Bundle	8	\$13,111.20	\$0.00	\$13,111.20
Year 1	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 1	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$183,683.56	\$0.00	\$183,683.56

Jul 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 2	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 2	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 2	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 2	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 3	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 3	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 3	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 3	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00

Non-Binding Budgetary Estimate

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 4	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 4	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 4	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Jul 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73478	REDACTION ASSISTANT USER LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 5	73682	AUTO TAGGING LICENSE	75	\$8,100.00	\$0.00	\$8,100.00
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	75	\$21,600.00	\$0.00	\$21,600.00
Year 5	85144	AXON STARTER	1	\$1,990.00	\$0.00	\$1,990.00
Year 5	BasicLicense	Basic License Bundle	80	\$15,600.00	\$0.00	\$15,600.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	8	\$3,327.36	\$0.00	\$3,327.36
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	75	\$29,250.00	\$0.00	\$29,250.00
Year 5	ProLicense	Pro License Bundle	15	\$7,605.00	\$0.00	\$7,605.00
Total				\$95,572.36	\$0.00	\$95,572.36

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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.



RESOLUTION

NOW, THEREFORE BE IT RESOLVED that the following Budget Amendment for the purchase of In-Car Cameras and Body Cameras for the Novi Police Department is authorized:

	INCREASE (DECREASE)
General Fund	
EXPENDITURES	
Public Safety: Police Department	
Capital Outlay	965,000
TOTAL EXPENDITURES	<u>\$ 965,000</u>
Net Increase (Decrease) to Fund Balance	<u><u>\$ (965,000)</u></u>

I hereby certify that the foregoing is a true and complete copy of a resolution adopted by the City Council of the City of Novi at a regular meeting held on Monday, February 6, 2023.

Cortney Hanson
City Clerk