



**MICHAEL S. MONTELEONE**  
EXECUTIVE UNDERSHERIFF

## ALBANY COUNTY SHERIFF'S OFFICE

County Court House Albany, New York 12207 (518) 487-5400  
[WWW.ALBANYCOUNTYSHERIFF.COM](http://WWW.ALBANYCOUNTYSHERIFF.COM)

**CRAIG D. APPLE, SR.**  
SHERIFF



**WILLIAM M. RICE**  
UNDERSHERIFF

January 17, 2023

Honorable Andrew C. Joyce  
Legislative Clerk's Office  
112 State Street, Room 710  
Albany, New York 12207

*Andrew*  
Dear Mr. Joyce:

The attached correspondence is forwarded for presentation to the members of the Albany County Legislature.

Legislative approval is required to authorize the Sheriff's Office to purchase 211 body cameras and accessories from AXON Enterprises and enter into a 5-year service agreement beginning March 1, 2023 thru December 31, 2027 at a total cost of \$3,066,213.25. The funds will be allocated as follow:

Year 1 amount \$260,000.00 paid with seizure funds

Year 2 amount \$701,553.31 will be paid with a combination of budgeted and grant funds

Years 3-5 amount \$701,553.29 will be paid with a combination of budgeted and grant funds

Should there be any questions, please do not hesitate to contact me.

Sincerely,

*Craig D. Apple, Sr.*  
Craig D. Apple, Sr.  
Sheriff

Att.

Cc: Hon. Daniel P. McCoy, County Executive  
Hon. William Clay, Public Safety Chairman  
Hon. Wanda Willingham, Audit & Finance Chairman

REQUEST FOR LEGISLATIVE ACTION

FOR COUNSEL USE ONLY

DATE: \_\_\_\_\_  
RECEIVED: \_\_\_\_\_  
RECEIVED BY: \_\_\_\_\_  
METHOD: HAND \_\_\_\_\_  
COURIER \_\_\_\_\_  
MAIL \_\_\_\_\_

DATE: JANUARY 17, 2023

DEPARTMENT: ALBANY COUNTY SHERIFF'S OFFICE

CONTACT PERSON: SHERIFF CRAIG D APPLE SR

TELEPHONE: 518-447-5440

DEPT. REPRESENTATIVE ATTENDING SHERIFF CRAIG D APPLE SR

COMMITTEE MEETING: \_\_\_\_\_

PURPOSE OF REQUEST:

ADOPTION OF LOCAL LAW

AMENDMENT OF PRIOR LEGISLATION

APPROVAL/ADOPTION OF PLAN/PROCEDURE

BOND APPROVAL

BUDGET AMENDMENT (SEE BELOW)

CONTRACT AUTHORIZATION (SEE BELOW)

ENVIRONMENTAL IMPACT

HOME RULE REQUEST

PROPERTY CONVEYANCE

OTHER: (STATE BRIEFLY IF NOT LISTED ABOVE)

THE SHERIFF'S OFFICE IS LOOKING TO PURCHASE 211 BODY CAMERAS AND ACCESSORIES

FROM AXON ENTERPRISES AND ENTER INTO A 5-YEAR SERVICE AGREEMENT AT A TOTAL COST

OF \$3,066,213.25

CONCERNING BUDGET AMENDMENTS

STATE THE FOLLOWING

INCREASE ACCOUNT/LINE NO. \_\_\_\_\_

SOURCE OF FUNDS: \_\_\_\_\_

TITLE CHANGE: \_\_\_\_\_

CONCERNING CONTRACT AUTHORIZATION,

STATE THE FOLLOWING:

TYPE OF CONTRACT

CHANGE ORDER/CONTRACT AMENDMENT

PURCHASE (EQUIPMENT/ SUPPLIES)

LEASE (EQUIPMENT/SUPPLIES)

REQUIREMENTS

PROFESSIONAL SERVICES

EDUCATIONAL/TRAINING

GRANT: NEW

RENEWAL

SUBMISSION DEADLINE DATE

SETTLEMENT OF A CLAIM

RELEASE OF LIABILITY

OTHER: (STATE BRIEFLY)

X

X

**CONCERNING CONTRACT AUTHORIZATION (CONT'D)**

**STATE THE FOLLOWING:**

CONTRACT TERMS/CONDITIONS:

PARTY (NAME/ADDRESS):

AXON ENTERPRISE, INC

17800 N 85TH STREET

SCOTTSDALE, AZ 85255

AMOUNT/RATE SCHEDULE/FEE:

\$3,066,213.25

TERM: 3/1/2023 THRU 12/31/2027

SCOPE OF SERVICES: PURCHASE OF AXON ENTERPRISE BODY CAMERAS,  
TASERS AND ACCESSORIES

CONTRACT FUNDING:

ANTICIPATED IN CURRENT BUDGET: YES ☒ NO ☐

FUNDING SOURCE: SEIZURE FUNDS, BUDGETED FUNDS AND GRANT AWARDS

COUNTY BUDGET ACCOUNTS:

REVENUE:

APPROPRIATION: A93110.22750

BOND(RES. NO. & DATE OF ADOPTION)

CONCERNING ALL REQUESTS:

MANDATED PROGRAM/SERVICE: YES ☐ NO ☒

IF MANDATED CITE: AUTHORITY

ANTICIPATED IN CURRENT ADOPTED BUDGET: YES ☒ NO ☐

IF YES, INDICATE REVENUE APPROPRIATION ACCOUNTS:

FISCAL IMPACT - FUNDING: (DOLLARS OR PERCENTAGES)

FEDERAL

STATE

COUNTY

100%

TERM/LENGTH OF FUNDING

PREVIOUS REQUESTS FOR IDENTICAL OR SIMILAR ACTION:

RESOLUTION/LAW NUMBER:

DATE OF ADOPTION:

JUSTIFICATION: (STATE BRIEFLY WHY LEGISLATIVE ACTION IS REQUESTED)

LEGISLATIVE APPROVAL IS NEEDED FOR PURCHASES OF \$100,000 OR MORE.

THIS PURCHASE WILL BE MADE USING A COMBINATION OF SEIZURE FUNDS, BUDGETED  
FUNDS, AND GRANT FUNDS

BACK-UP MATERIAL SUBMITTED (I.E. APPLICATION/APPROVAL NOTICES FROM FUNDING SOURCE,  
BID TABULATION SHEET, CIVIL SERVICE APPROVAL NOTICE, PROGRAM ANNOUNCEMENT, CONTRACTS  
AND/OR ANY MATERIALS WHICH EXPLAIN OR SUPPORT THE REQUEST FOR LEGISLATIVE ACTION.)

SUBMITTED BY: CRAIG D APPLE SR

TITLE: SHERIFF



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-449104-44939.587BD

Issued: 01/13/2023

Quote Expiration: 03/31/2023

Estimated Contract Start Date: 04/01/2023

Account Number: 110771

Payment Terms: N30

Delivery Method:

| SHIP TO  | BILL TO  |
|--|--|
| Delivery Invoice: 16 Eagle St<br>16 Eagle St<br>Albany, NY 12207-1019<br>USA | Albany County Sheriff's Office - NY<br>16 Eagle St<br>Albany, NY 12207-1019<br>USA<br>Email: contactsheriff@albanycounty.com |

| SALES REPRESENTATIVE  | PRIMARY CONTACT  |
|---|--|
| Ben DeRites<br>Phone: +1 9082462648<br>Email: bderites@axon.com<br>Fax: | Craig Apple<br>Phone: (518) 487-5400<br>Email: craig.apple@albanycounty.com<br>Fax: (518) 447-5588 |

### Quote Summary

|                        |                |
|------------------------|----------------|
| Program Length         | 60 Months      |
| TOTAL COST             | \$3,066,213.25 |
| ESTIMATED TOTAL W/ TAX | \$3,066,213.25 |

### Discount Summary

|                          |              |
|--------------------------|--------------|
| Average Savings Per Year | \$147,377.07 |
| TOTAL SAVINGS            | \$736,885.35 |

### Payment Summary

| Date     | Subtotal       | Tax    | Total          |
|----------|----------------|--------|----------------|
| Mar 2023 | \$260,000.07   | \$0.00 | \$260,000.07   |
| Mar 2024 | \$701,553.31   | \$0.00 | \$701,553.31   |
| Mar 2025 | \$701,553.29   | \$0.00 | \$701,553.29   |
| Mar 2026 | \$701,553.29   | \$0.00 | \$701,553.29   |
| Mar 2027 | \$701,553.29   | \$0.00 | \$701,553.29   |
| Total    | \$3,066,213.25 | \$0.00 | \$3,066,213.25 |

Quote Unbundled Price: \$3,803,098.60  
 Quote List Price: \$3,209,293.60  
 Quote Subtotal: \$3,066,213.25

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

| Item                       | Description                        | Qty | Term | Unbundled | List Price | Net Price  | Subtotal              | Tax           | Total                 |
|----------------------------|------------------------------------|-----|------|-----------|------------|------------|-----------------------|---------------|-----------------------|
| <b>Program</b>             |                                    |     |      |           |            |            |                       |               |                       |
| 202QSP7+Premium            | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | 60   | \$382.01  | \$313.06   | \$313.06   | \$2,629,704.00        | \$0.00        | \$2,629,704.00        |
| BWCamTAP                   | Body Worn Camera TAP Bundle        | 65  | 60   | \$36.25   | \$32.50    | \$32.50    | \$126,750.00          | \$0.00        | \$126,750.00          |
| <b>A la Carte Hardware</b> |                                    |     |      |           |            |            |                       |               |                       |
| AB3C                       | AB3 Camera Bundle                  | 140 |      |           | \$749.00   | \$726.53   | \$101,714.20          | \$0.00        | \$101,714.20          |
| AB3MBD                     | AB3 Multi Bay Dock Bundle          | 9   |      |           | \$1,638.90 | \$0.00     | \$0.00                | \$0.00        | \$0.00                |
| AB3C                       | AB3 Camera Bundle                  | 65  |      |           | \$749.00   | \$0.00     | \$0.00                | \$0.00        | \$0.00                |
| AB3MBD                     | AB3 Multi Bay Dock Bundle          | 5   |      |           | \$1,638.90 | \$1,622.51 | \$8,112.55            | \$0.00        | \$8,112.55            |
| <b>A la Carte Software</b> |                                    |     |      |           |            |            |                       |               |                       |
| BasicLicense               | Basic License Bundle               | 250 | 60   |           | \$15.00    | \$9.71     | \$145,657.50          | \$0.00        | \$145,657.50          |
| ProLicense                 | Pro License Bundle                 | 15  | 60   |           | \$39.00    | \$42.25    | \$38,025.00           | \$0.00        | \$38,025.00           |
| <b>A la Carte Services</b> |                                    |     |      |           |            |            |                       |               |                       |
| 85144                      | AXON STARTER                       | 1   |      |           | \$9,950.00 | \$9,950.00 | \$9,950.00            | \$0.00        | \$9,950.00            |
| 85014                      | AXON 1-DAY SERVICE                 | 2   |      |           | \$3,150.00 | \$3,150.00 | \$6,300.00            | \$0.00        | \$6,300.00            |
| <b>Total</b>               |                                    |     |      |           |            |            | <b>\$3,066,213.25</b> | <b>\$0.00</b> | <b>\$3,066,213.25</b> |

## 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                       | 154 | 03/01/2023              |
| AB3 Camera Bundle                  | 11534  | USB-C to USB-A CABLE FOR AB3 OR FLEX 2                       | 72  | 03/01/2023              |
| AB3 Camera Bundle                  | 73202  | AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK                    | 140 | 03/01/2023              |
| AB3 Camera Bundle                  | 73202  | AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK                    | 2   | 03/01/2023              |
| AB3 Camera Bundle                  | 73202  | AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK                    | 65  | 03/01/2023              |
| AB3 Camera Bundle                  | 73202  | AXON BODY 3 - NA10 - US - BLK - RAPIDLOCK                    | 4   | 03/01/2023              |
| AB3 Camera Bundle                  | 74028  | WING CLIP MOUNT, AXON RAPIDLOCK                              | 154 | 03/01/2023              |
| AB3 Camera Bundle                  | 74028  | WING CLIP MOUNT, AXON RAPIDLOCK                              | 72  | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 70033  | WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK                  | 9   | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 70033  | WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK                  | 5   | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 71019  | NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK  | 9   | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 71019  | NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK  | 5   | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 74210  | AXON BODY 3 - 8 BAY DOCK                                     | 9   | 03/01/2023              |
| AB3 Multi Bay Dock Bundle          | 74210  | AXON BODY 3 - 8 BAY DOCK                                     | 5   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100126 | AXON VR TACTICAL BAG   | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100186 | HTC FOCUS 3 WRIST TRACKER                                    | 4   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20008  | TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R | 140 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20008  | TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R | 4   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20018  | TASER 7 BATTERY PACK, TACTICAL                               | 168 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20050  | HOOK-AND-LOOP TRAINING (HALT) SUIT                           | 3   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20160  | TASER 7 HOLSTER - SAFARILAND, RH-CART CARRIER                | 140 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20296  | SAMSUNG S7+ TABLET FOR VR SIMULATOR                          | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20297  | SAMSUNG S7+ TABLET CASE FOR VR SIMULATOR                     | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20298  | VR-ENABLED GLOCK 19 CONTROLLER                               | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20378  | HTC FOCUS 3 VR HEADSET                                       | 6   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS             | 420 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS             | 280 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, STANDOFF (12-DEGREE) NS              | 420 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS        | 280 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22177  | TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS      | 280 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22178  | TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS   | 280 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22179  | TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS            | 50  | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22181  | TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS       | 50  | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22196  | TASER 7 VR CARTRIDGE, STANDOFF (3.5-DEGREE)                  | 4   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22197  | TASER 7 VR CARTRIDGE, CLOSE-QUARTERS (12-DEGREE)             | 4   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 70033  | WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK                  | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 71019  | NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK  | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 71044  | BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK                  | 280 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 74200  | TASER 7 6-BAY DOCK AND CORE                                  | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 75015  | SIGNAL SIDEARM KIT   | 140 | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80087  | TASER 7 TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)        | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80090  | TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7       | 2   | 03/01/2023              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS             | 280 | 03/01/2024              |

## Hardware

| Bundle                             | Item   | Description  | QTY | Estimated Delivery Date |
|------------------------------------|--------|--|-----|-------------------------|
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS      | 280 | 03/01/2024              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS           | 280 | 03/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS      | 280 | 03/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22177  | TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS    | 280 | 03/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22178  | TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS | 280 | 03/01/2025              |
| Body Worn Camera TAP Bundle        | 73309  | AXON CAMERA REFRESH ONE                                    | 67  | 09/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100210 | VIRTUAL REALITY TABLET REFRESH ONE                         | 2   | 09/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20373  | VIRTUAL REALITY HEADSET REFRESH ONE                        | 6   | 09/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73309  | AXON CAMERA REFRESH ONE                                    | 144 | 09/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73689  | MULTI-BAY BWC DOCK 1ST REFRESH                             | 14  | 09/01/2025              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS           | 280 | 03/01/2026              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS      | 280 | 03/01/2026              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22175  | TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS           | 280 | 03/01/2027              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 22176  | TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS      | 280 | 03/01/2027              |
| Body Worn Camera TAP Bundle        | 73310  | AXON CAMERA REFRESH TWO                                    | 67  | 03/01/2028              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73310  | AXON CAMERA REFRESH TWO                                    | 144 | 03/01/2028              |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73688  | MULTI-BAY BWC DOCK 2ND REFRESH                             | 14  | 03/01/2028              |

## Software

| Bundle                             | Item   | Description                                | QTY | Estimated Start Date | Estimated End Date |
|------------------------------------|--------|--|-----|----------------------|--------------------|
| Basic License Bundle               | 73683  | 10 GB EVIDENCE.COM A-LA-CART STORAGE-      | 250 | 04/01/2023           | 03/31/2028         |
| Basic License Bundle               | 73840  | EVIDENCE.COM BASIC ACCESS LICENSE          | 250 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100165 | UNLIMITED 3RD-PARTY STORAGE                | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100590 | MY90 LICENSE                               | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20248  | TASER 7 EVIDENCE.COM LICENSE               | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20248  | TASER 7 EVIDENCE.COM LICENSE               | 2   | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20370  | FULL VR TASER 7 ADD-ON USER ACCESS         | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73478  | REDACTION ASSISTANT USER LICENSE           | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73618  | CITIZEN FOR COMMUNITIES USER LICENSE       | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73638  | STANDARDS ACCESS LICENSE                   | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73680  | RESPOND DEVICE PLUS LICENSE                | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73681  | AXON RECORDS FULL                          | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73682  | AUTO TAGGING LICENSE                       | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73686  | EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73739  | PERFORMANCE LICENSE                        | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73746  | PROFESSIONAL EVIDENCE.COM LICENSE          | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 73746  | PROFESSIONAL EVIDENCE.COM LICENSE          | 1   | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 85760  | Auto-Transcribe Unlimited Service          | 140 | 04/01/2023           | 03/31/2028         |
| Pro License Bundle                 | 73683  | 10 GB EVIDENCE.COM A-LA-CART STORAGE-      | 45  | 04/01/2023           | 03/31/2028         |
| Pro License Bundle                 | 73746  | PROFESSIONAL EVIDENCE.COM LICENSE          | 15  | 04/01/2023           | 03/31/2028         |

## Services

| Bundle                             | Item   | Description                       | QTY |
|------------------------------------|--------|-----------------------------------|-----|
| OFFICER SAFETY PLAN 7 PLUS Premium | 100105 | MY90 SETUP                        | 1   |
| OFFICER SAFETY PLAN 7 PLUS Premium | 11642  | THIRD-PARTY VIDEO SUPPORT LICENSE | 140 |

## Services

| Bundle                             | Item  | Description                              | QTY | Estimated End Date |
|------------------------------------|-------|--|-----|--------------------|
| OFFICER SAFETY PLAN 7 PLUS Premium | 20119 | TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20119 | TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20119 | TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20119 | TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 20120 | TASER 7 INSTRUCTOR COURSE VOUCHER        | 1   | 03/31/2028         |
| A la Carte                         | 85014 | AXON 1-DAY SERVICE                       | 2   | 03/31/2028         |
| A la Carte                         | 85144 | AXON STARTER                             | 1   | 03/31/2028         |

## Warranties

| Bundle                             | Item   | Description                                | QTY | Estimated Start Date | Estimated End Date |
|------------------------------------|--------|--|-----|----------------------|--------------------|
| Body Worn Camera TAP Bundle        | 80464  | EXT WARRANTY, CAMERA (TAP)                 | 65  | 04/01/2023           | 03/31/2028         |
| Body Worn Camera TAP Bundle        | 80464  | EXT WARRANTY, CAMERA (TAP)                 | 2   | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80464  | EXT WARRANTY, CAMERA (TAP)                 | 140 | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80464  | EXT WARRANTY, CAMERA (TAP)                 | 4   | 04/01/2023           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100197 | HTC FOCUS 3 VR HEADSET - WARRANTY          | 6   | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 100213 | VIRTUAL REALITY TABLET - HARDWARE WARRANTY | 2   | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80374  | EXT WARRANTY, TASER 7 BATTERY PACK         | 168 | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80395  | EXT WARRANTY, TASER 7 HANDLE               | 140 | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80395  | EXT WARRANTY, TASER 7 HANDLE               | 4   | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80396  | EXT WARRANTY, TASER 7 SIX BAY DOCK         | 2   | 03/01/2024           | 03/31/2028         |
| OFFICER SAFETY PLAN 7 PLUS Premium | 80465  | EXT WARRANTY, MULTI-BAY DOCK (TAP)         | 14  | 03/01/2024           | 03/31/2028         |

# Payment Details

| Mar 2023     |                  |                                    |     |              |        |              |
|--------------|------------------|------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item             | Description                        | Qty | Subtotal     | Tax    | Total        |
| Year 1       | 2022OSP7+Premium | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | \$222,986.18 | \$0.00 | \$222,986.18 |
| Year 1       | 85014            | AXON 1-DAY SERVICE                 | 2   | \$534.20     | \$0.00 | \$534.20     |
| Year 1       | 85144            | AXON STARTER                       | 1   | \$843.72     | \$0.00 | \$843.72     |
| Year 1       | AB3C             | AB3 Camera Bundle                  | 140 | \$8,624.88   | \$0.00 | \$8,624.88   |
| Year 1       | AB3C             | AB3 Camera Bundle                  | 65  | \$0.00       | \$0.00 | \$0.00       |
| Year 1       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 9   | \$0.00       | \$0.00 | \$0.00       |
| Year 1       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 5   | \$687.91     | \$0.00 | \$687.91     |
| Year 1       | BasicLicense     | Basic License Bundle               | 250 | \$12,351.06  | \$0.00 | \$12,351.06  |
| Year 1       | BWCamTAP         | Body Worn Camera TAP Bundle        | 65  | \$10,747.80  | \$0.00 | \$10,747.80  |
| Year 1       | ProLicense       | Pro License Bundle                 | 15  | \$3,224.32   | \$0.00 | \$3,224.32   |
| Total        |                  |                                    |     | \$260,000.07 | \$0.00 | \$260,000.07 |

| Mar 2024     |                  |                                    |     |              |        |              |
|--------------|------------------|------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item             | Description                        | Qty | Subtotal     | Tax    | Total        |
| Year 2       | 2022OSP7+Premium | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | \$601,679.47 | \$0.00 | \$601,679.47 |
| Year 2       | 85014            | AXON 1-DAY SERVICE                 | 2   | \$1,441.45   | \$0.00 | \$1,441.45   |
| Year 2       | 85144            | AXON STARTER                       | 1   | \$2,276.57   | \$0.00 | \$2,276.57   |
| Year 2       | AB3C             | AB3 Camera Bundle                  | 140 | \$23,272.33  | \$0.00 | \$23,272.33  |
| Year 2       | AB3C             | AB3 Camera Bundle                  | 65  | \$0.00       | \$0.00 | \$0.00       |
| Year 2       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 9   | \$0.00       | \$0.00 | \$0.00       |
| Year 2       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 5   | \$1,856.16   | \$0.00 | \$1,856.16   |
| Year 2       | BasicLicense     | Basic License Bundle               | 250 | \$33,326.61  | \$0.00 | \$33,326.61  |
| Year 2       | BWCamTAP         | Body Worn Camera TAP Bundle        | 65  | \$29,000.55  | \$0.00 | \$29,000.55  |
| Year 2       | ProLicense       | Pro License Bundle                 | 15  | \$8,700.17   | \$0.00 | \$8,700.17   |
| Total        |                  |                                    |     | \$701,553.31 | \$0.00 | \$701,553.31 |

| Mar 2025     |                  |                                    |     |              |        |              |
|--------------|------------------|------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item             | Description                        | Qty | Subtotal     | Tax    | Total        |
| Year 3       | 2022OSP7+Premium | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | \$601,679.45 | \$0.00 | \$601,679.45 |
| Year 3       | 85014            | AXON 1-DAY SERVICE                 | 2   | \$1,441.45   | \$0.00 | \$1,441.45   |
| Year 3       | 85144            | AXON STARTER                       | 1   | \$2,276.57   | \$0.00 | \$2,276.57   |
| Year 3       | AB3C             | AB3 Camera Bundle                  | 140 | \$23,272.33  | \$0.00 | \$23,272.33  |
| Year 3       | AB3C             | AB3 Camera Bundle                  | 65  | \$0.00       | \$0.00 | \$0.00       |
| Year 3       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 9   | \$0.00       | \$0.00 | \$0.00       |
| Year 3       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 5   | \$1,856.16   | \$0.00 | \$1,856.16   |
| Year 3       | BasicLicense     | Basic License Bundle               | 250 | \$33,326.61  | \$0.00 | \$33,326.61  |
| Year 3       | BWCamTAP         | Body Worn Camera TAP Bundle        | 65  | \$29,000.55  | \$0.00 | \$29,000.55  |
| Year 3       | ProLicense       | Pro License Bundle                 | 15  | \$8,700.17   | \$0.00 | \$8,700.17   |
| Total        |                  |                                    |     | \$701,553.29 | \$0.00 | \$701,553.29 |

| Mar 2026     |                  |                                    |     |              |        |              |
|--------------|------------------|------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item             | Description                        | Qty | Subtotal     | Tax    | Total        |
| Year 4       | 2022OSP7+Premium | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | \$601,679.45 | \$0.00 | \$601,679.45 |
| Year 4       | 85014            | AXON 1-DAY SERVICE                 | 2   | \$1,441.45   | \$0.00 | \$1,441.45   |
| Year 4       | 85144            | AXON STARTER                       | 1   | \$2,276.57   | \$0.00 | \$2,276.57   |
| Year 4       | AB3C             | AB3 Camera Bundle                  | 140 | \$23,272.33  | \$0.00 | \$23,272.33  |
| Year 4       | AB3C             | AB3 Camera Bundle                  | 65  | \$0.00       | \$0.00 | \$0.00       |
| Year 4       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 9   | \$0.00       | \$0.00 | \$0.00       |
| Year 4       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 5   | \$1,856.16   | \$0.00 | \$1,856.16   |
| Year 4       | Basic license    | Basic License Bundle               | 250 | \$33,326.61  | \$0.00 | \$33,326.61  |
| Year 4       | BWCamTAP         | Body Worn Camera TAP Bundle        | 65  | \$29,000.55  | \$0.00 | \$29,000.55  |
| Year 4       | ProLicense       | Pro License Bundle                 | 15  | \$8,700.17   | \$0.00 | \$8,700.17   |
| Total        |                  |                                    |     | \$701,553.29 | \$0.00 | \$701,553.29 |

| Mar 2027     |                  |                                    |     |              |        |              |
|--------------|------------------|------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item             | Description                        | Qty | Subtotal     | Tax    | Total        |
| Year 5       | 2022OSP7+Premium | OFFICER SAFETY PLAN 7 PLUS Premium | 140 | \$601,679.45 | \$0.00 | \$601,679.45 |
| Year 5       | 85014            | AXON 1-DAY SERVICE                 | 2   | \$1,441.45   | \$0.00 | \$1,441.45   |
| Year 5       | 85144            | AXON STARTER                       | 1   | \$2,276.57   | \$0.00 | \$2,276.57   |
| Year 5       | AB3C             | AB3 Camera Bundle                  | 140 | \$23,272.33  | \$0.00 | \$23,272.33  |
| Year 5       | AB3C             | AB3 Camera Bundle                  | 65  | \$0.00       | \$0.00 | \$0.00       |
| Year 5       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 9   | \$0.00       | \$0.00 | \$0.00       |
| Year 5       | AB3MBD           | AB3 Multi Bay Dock Bundle          | 5   | \$1,856.16   | \$0.00 | \$1,856.16   |
| Year 5       | Basic license    | Basic License Bundle               | 250 | \$33,326.61  | \$0.00 | \$33,326.61  |
| Year 5       | BWCamTAP         | Body Worn Camera TAP Bundle        | 65  | \$29,000.55  | \$0.00 | \$29,000.55  |
| Year 5       | ProLicense       | Pro License Bundle                 | 15  | \$8,700.17   | \$0.00 | \$8,700.17   |
| Total        |                  |                                    |     | \$701,553.29 | \$0.00 | \$701,553.29 |

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.

Contract Sourcewell Contract #010720-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

## 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](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. 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](http://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

1/13/2023



## ATTENTION

This order may qualify for freight shipping, please fill out the following information.

|   |  |
|---|--|
| Who is the receiving contact and what is the contact phone number for this shipment?  |  |
| What are the receiving hours of operation?  |  |
| Is a loading dock available for this incoming shipment?<br>If yes, are you able to unload pallets from the trailer or will the driver need to assist with unload? |  |
| Do you have a forklift and/or pallet jack to transport pallets into your facility?  |  |
| Are there any delivery restrictions (no 53' trailers, no box trucks, etc.)?   |  |



| AXON

OFFICER SAFETY PLAN 7+ PREMIUM  
5-YEAR QUOTE SUMMARY

ALBANY COUNTY SHERIFF - NY

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Submitted By: Axon Enterprise, Inc.

17800 North 85<sup>th</sup> Street

Scottsdale, AZ 85255

Phone: 800.978.2737

AXON ENTERPRISE, INC.  
17800 NORTH 85<sup>TH</sup> STREET  
SCOTTSDALE, AZ 85255



Albany County Sheriff  
16 Eagle St.  
Albany, NY 12207

Outfitting the Albany County Sheriff's Office with a rugged and reliable body-worn camera (BWC) and less-lethal weapons solution should be a top priority. The system you choose should be designed to help limit false accusations, build trust in your community, and ultimately keep your officers safe.

That is why Axon Enterprise, Inc. (Axon) believes the Albany County Sheriffs should implement our Axon Officer Safety Plan 7+ Premium package specifically created for law enforcement, which bundles hardware, software accessories, equipment refreshes, and warranties together to help equip your officers with the solutions they need to uphold your mission.

With the implementation of our solution, Axon can offer the Albany County Sheriffs will have:

- Reliable hardware, including cameras, docks, tasers and accessories, as well as complimentary mobile applications
- A comprehensive DEMS that makes sharing, managing, and redacting evidence simple
- Predictable annual spend
- Reduced liability
- Increased efficiency and safety

The unbundled standard price of this tailored OSP 7+ Premium solution would total **\$3,803,098** over a five-year period. Due to the size and technological needs of the department, Axon has agreed to extend a price of **\$3,066,213** which includes a **20% bundled discount** as well as an additional **\$164,778 discount** over a 5- year period. This will result in a savings of approximately **\$736,885** for the county over the next 5 years.

If you have any questions regarding our proposal, pricing, or products, please contact Ben DeRites by phone at 908.246.2648, or via email at [bderites@axon.com](mailto:bderites@axon.com).

We look forward to working with the Albany County Sheriffs to implement our robust OSP7+ premium program.

|   |   |
|---|---|
| EXECUTIVE SUMMARY .....                     | 1 |
| DETAILED PRODUCT OVERVIEW .....             | 3 |
| EXECUTABLE QUOTE FOLLOWS ON NEXT PAGE ..... | 8 |
| OUR VALUES.....                             | 9 |

Our acceptance of this engagement is subject to completion of a formal agreement between both parties documenting the purchased products and services. Upon acceptance, the actual terms of our engagement will be documented in a separate writing to be signed by you and us. The information provided in this proposal is intended for informational purposes only and may not be copied, used, or modified, in whole or in part, for any purpose other than evaluation or as otherwise stated in the solicitation documents without Axon's written approval. All information and data in this proposal are current as of May 31, 2023, unless otherwise noted.



## EXECUTIVE SUMMARY

Axon represents the entire network of devices, applications, and people that is revolutionizing public safety around the world. Our mission is to protect life. Our technologies give law enforcement the confidence, focus, and time they need to keep their communities safe. Today, our CEWs are in use in more than 18,000 agencies globally and our other Axon family of products are in use by more than 6,000 agencies. Our suite of connected products from body cameras to evidence management, has given agencies the flexibility and the versatility to operate with increased transparency and efficiency.

For the Albany County Sheriffs, serving the community with the Axon's TASER weapons, Body Worn Cameras and applications that all seamlessly transfer to Axon Evidence, is critically important. Axon has worked with the Sheriffs Department on a TASER initiative over the past 10+ years to help create an even safer environment. The updated TASER equipment and addition of Axon Body Worn Cameras will bolster Albany County Sheriffs continued goal of promoting officer safety and transparency to the city's citizens.

By continuing to partner with Axon, the Albany County Sheriff will have access to an ecosystem of hardware and software designed to communicate with one another during those critical moments in the field. With this bundled solution, the Albany County Sheriff can expect a cost-effective approach focused on:

- Equipping your officers with high-quality Axon Body 3 cameras with multiple mounting options and docks
- Equipping your officers with integrated Taser 7's
- Providing a DEMS that has tools to help you remain compliant with ever-evolving policies, laws, and mandates

## PROPOSED SOLUTIONS FOR ALBANY COUNTY SHERIFF DEPARTMENT

To help bring the Albany County Sheriffs to the forefront of technology as it relates to law enforcement, Axon has created a customized solution comprised of the following components.

### HARDWARE

- 205 AB3 cameras (140 for Patrol, 65 for Jail)
- +6 spare AB3 cameras
- 205 Body Worn Camera mounts ( Wing Clip Mounts)
- 14 Eight bay docks ( 5 for Patrol, 9 for Corrections)
- 140 Taser 7's
- 140 Taser 7 holsters
- 2 Taser 7 dock
- 140 Signal Sidearm units

## SOFTWARE

- 125 Axon Evidence Unlimited Licenses
- Unlimited Axon cloud storage
- 155 Pro Licenses (140 included in OSP, 15 additional for non-bwc users)
- 250 Basic Licenses (for Corrections users)
- Axon Auto-tagging
- Axon Respond+ Live-Streaming & GPS
- Axon Capture
- Axon View
- Redaction Assistant
- Axon Performance
- Axon Citizen
- Axon Channel Services ( up to 3 channels)
- Axon Virtual Reality
- Unlimited Axon Auto-Transcribe
- Unlimited Third Party Video Storage
- Access to Axon Records (RMS)
- My90

## WARRANTIES & EQUIPMENT REFRESHES

Included is an automatic refresh every 2.5 years for Body Cameras. Minimizing the chance that an officer goes on duty without a camera, includes on-site spare units, as well as an extended warranty at no additional cost through the life of the agreement.

- Full warranty on all devices
- 205 of the latest cameras years 2.5 and 5.
- All new docking stations with each camera refresh

## AXON PROFESSIONAL SERVICES

Axon's Professional Services help introduce our technologies to agencies with the right training and implementation support.

- 3 days Onsite Configuration of Axon Evidence and all devices and docks
- System admin and end user training on site for Axon Evidence
- 24/7 Help Desk and Axon Help Center (<https://help.axon.com/hc/en-us>)

Logistical Details:

- SLA – 45 days from signed quote to delivery of hardware
- 20-35 days for onsite team setup and user training

## DETAILED PRODUCT OVERVIEW

### AXON BODY 3 – SEE TRUTH IN THE MOMENT

Axon Body 3 isn't just a camera; it's a rugged communications beacon front and center on every call. Featuring our new Axon Respond technology and an LTE connection that enables real-time features like GPS; Body 3 empowers officers with more support in the moment. Coupled with enhanced low-light performance and reduced motion blur, which provides clearer evidence in the now, more efficient AI-powered processes after the fact, and most importantly, safer communities in the long run.



Axon Body 3

### AXON RESPOND FOR DEVICES REAL-TIME TECHNOLOGY

Picture this—an officer is in a foot chase away from their vehicle, losing certainty of their exact whereabouts during a life-or-death situation. With our new Axon Respond for Devices situational awareness technology, an officer need not worry about where a pursuit may take them because they can now stay connected wherever they are with alerts sent to Axon Evidence. These alerts can then allow supervisors to locate and provide officers support in the moment. With features like live maps and live-streaming to our connected devices, Axon Respond for Devices focuses on providing real-time awareness and is truly a game-changing new platform that will continue to include advanced capabilities as your needs evolve.

### SIMPLE, STREAMLINED OPERATION

Take back time with simpler device operation and program management. With time-saving features like rapid recharge and offload, you can leverage your camera as an AI-powered personal assistant that integrates with our other solutions and limits your administrative burden.

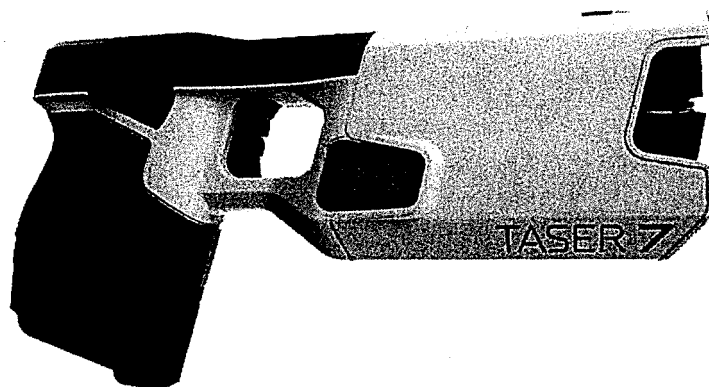
### THE TECHNOLOGY ASSURANCE PLAN (TAP)

The Technology Assurance Plan (TAP) is a service plan that combines warranty coverage on your Axon body cameras with automatic refresh units every 2.5 years. Minimizing the chance that an officer goes on duty without a camera, TAP includes on-site spare units, as well as an extended warranty at no additional cost through the life of the agreement. TAP not only protects your agency today—it ensures it will stay protected in the future.

### TASER 7

The TASER 7 energy weapon is designed to give officers the confidence to de-escalate dangerous situations. The following new components, technology, and features easily distinguish the TASER 7 energy weapon from its predecessors:

- Redesigned darts with Smart Probes to improve accuracy, increase target retention, and improve attainment
- Inclusion of Close Quarter and Standoff cartridges that provide different angles of separation in the top and bottom probes to achieve optimal probe spread at varying distances
- Revamped Adaptive Cross Connect technology uses an advanced algorithm to check and recheck the connections between positive and negative probes to deliver the most effective pulse from the TASER 7 energy weapon
- New Rapid Arc technology to achieve better full-body lockup by delivering more pulses at a more frequent rate
- High-visibility green top laser to enable better daytime targeting
- Louder warning arc to serve as an additional deterrent for noncompliant behavior



The TASER 7 energy weapon is the first energy weapon to feature wireless connectivity to Axon applications. This connectivity improves and automates workflows, so officers can focus on policing.

The TASER 7 energy weapon uses removable, rechargeable batteries that function as much more than a power source. Through a “Dock and Walk” workflow – much like that used by Axon body-worn cameras – the batteries act almost like encrypted USB drives. Every time a battery is plugged into a TASER 7 energy weapon Dock, it uploads the energy weapon’s data logs to Axon Evidence and receives available firmware updates automatically. So, the next time an officer plugs the battery into a TASER 7 energy weapon, the device runs the most up-to-date software.

We have improved several armory and administrative functions with Axon Evidence and Axon Device Manager, a connected mobile application for managing device

assignments in seconds. Axon Evidence includes better search functionality and device status reporting to assist inventory management and tracking.

## TASER 7 CERTIFICATION BUNDLE

The TASER 7 energy weapon Certification bundle is a safety-focused package of TASER 7 energy weapon accessories and services. With advanced and comprehensive training, this bundle ensures officers are fully equipped and prepared to use their TASER 7 energy weapons in the field. The package includes:

- TASER 7 energy weapon cartridges
- End-user Training
- Access to Online Training Content
- Access to Virtual Reality Training Content
- Oculus Go Virtual Reality Headset for agencies with 50+ officers
- Hook and Loop Training (HALT) Suit for agencies with 50+ officers
- Instructor Training Voucher for 5% of the agency's total officer count
- Training Target for agencies receiving TASER 7 energy weapon handle(s) via TAP refresh or other means

## SIGNAL ACCESSORIES

**AXON SIGNAL SIDEARM** – A smart sensor that attaches to an officer's holster. The Signal Sidearm sensor uses Axon Signal technology to trigger Axon body-worn cameras within range to start recording automatically when an officer's weapon is drawn.

**AXON SIGNAL TASER 7** – Axon Signal in Taser 7 will activate any Axon Body Worn camera within a 30-50 ft radius once the Taser is activated.

**AXON SIGNAL VEHICLE** – Axon Signal Vehicle is configured to alert any Axon body worn camera when a vehicle's light bar is turned on, when a vehicle is involved in an accident, or when a vehicle reaches a certain speed. Axon Signal will beacon for 30 seconds and trigger any Axon Body Worn camera within a 30-50 ft radius to activate.

## A SMARTER, HARDER-WORKING DEMS

Axon Evidence is at the core of Axon's network, and with its easy-to-use interface, managing and storing your data can happen all in one place. With robust cases functionality, redaction capabilities, intuitive sharing workflows, and a complimentary prosecutor platform, our cloud-based DEMS is packed with features that will only improve over time.



## ADDITIONAL FEATURES & APPLICATIONS

**AXON AUTO TAGGING** – Take information from your existing CAD/RMS to automatically add metadata to your videos housed in Axon Evidence.

**AXON AUTO-TRANSCRIBE** – Axon Auto-Transcribe includes two features—Review Assistant and Transcription Assistant—to help agencies expedite evidence review and transcription processes. Review Assistant is designed to help agencies accelerate the process of reviewing evidence, while Transcription Assistant is designed to help agencies quickly produce admissible transcripts.

**AXON REDACTION ASSISTANT** – Cut down redaction work significantly by letting the Redaction Assistant automatically detect and track the screens, license plates, and faces in a video.

**AXON CITIZEN FOR COMMUNITIES** – With Axon Citizen, you can invite individual witnesses, or the entire community, to submit photos and videos of an incident directly to your agency. One-to-one submissions and community-wide portals help get to the truth quickly.

**AXON PERFORMANCE** – Streamline supervisor reviews and measure your body-worn camera policy performance in near real-time and identify areas to improve training and establish clearer policies.

**AXON RECORDS** – Axon Records allow agencies to take advantage of automated workflows related to creating reports, responding to calls for service, engaging with community members, and bringing criminals to justice.

**AXON CAPTURE** – Axon Capture is a mobile application built specifically for law enforcement that allows officers to capture digital evidence right from the field. The application eliminates the need to carry multiple devices for photo, video, and audio recording. Instead, it uses the capabilities of the smartphone already in your pocket and adds the security and organization needed to protect truth. You can add tags, titles, or GPS coordinates to any recording before uploading the data to Axon Evidence, without leaving anything on your phone.

**AXON THIRD PARTY STORAGE** – Many departments still use systems outside of the Axon ecosystem (interview rooms, CCTV, in-car cameras) – with third party video storage and playback, departments can utilize Axon Evidence as their centralized database for all evidence. This creates more efficient workflows, saving time and resources when it comes time to building cases.

## AXON VR AND SENSORY TRAINING

Axon Empathy Development Training in VR utilizes virtual reality's many educational benefits to better train officers on alternative de-escalation tactics for situations involving persons in crisis. The OSP7 package includes an HTC headset, and access to Axon's several training scenarios. Each scenario first places the trainee in the unique perspective of a subject in crisis, and then into the perspective of the responding

officer where the trainee is tasked with different decisions to gain the subject's compliance.

➤ **Scalable, Wireless Platform**

VR Training is offered on the industry-leading HTC VIVE Focus Plus, a compact system requiring no external PC, cameras, or dedicated room space

➤ **Expert Content**

We work with subject matter experts like career clinicians, crisis intervention and mental health counselors, educators, community leaders and more throughout the content creation process, from defining learning objectives to scripting ([axon.com/vr](http://axon.com/vr))

➤ **Basic, Intermediate & Advanced Experiences**

Officers build critical thinking skills by progressing through increasingly complex, realistic scenarios that require them to make decisions under evolving conditions

➤ **Bias Prevention Features**

Training can randomize various factors in a scenario, such as gender and race, to help officers prepare for real-world variety

➤ **Focus On the Most Common Encounters**

Unlike traditional simulators, Axon VR Training centers on developing de-escalation skills needed to successfully resolve the most common calls for service, such as domestic violence or other crises, rather than solely on once-in-a-career lethal force encounters

➤ **Axon Device & Software Integration**

Simulator Training includes a training TASER energy weapon and firearm and integrates with Axon Evidence and Axon Academy for streamlined program administration. Future integrations include Axon body cams and Axon Performance software.

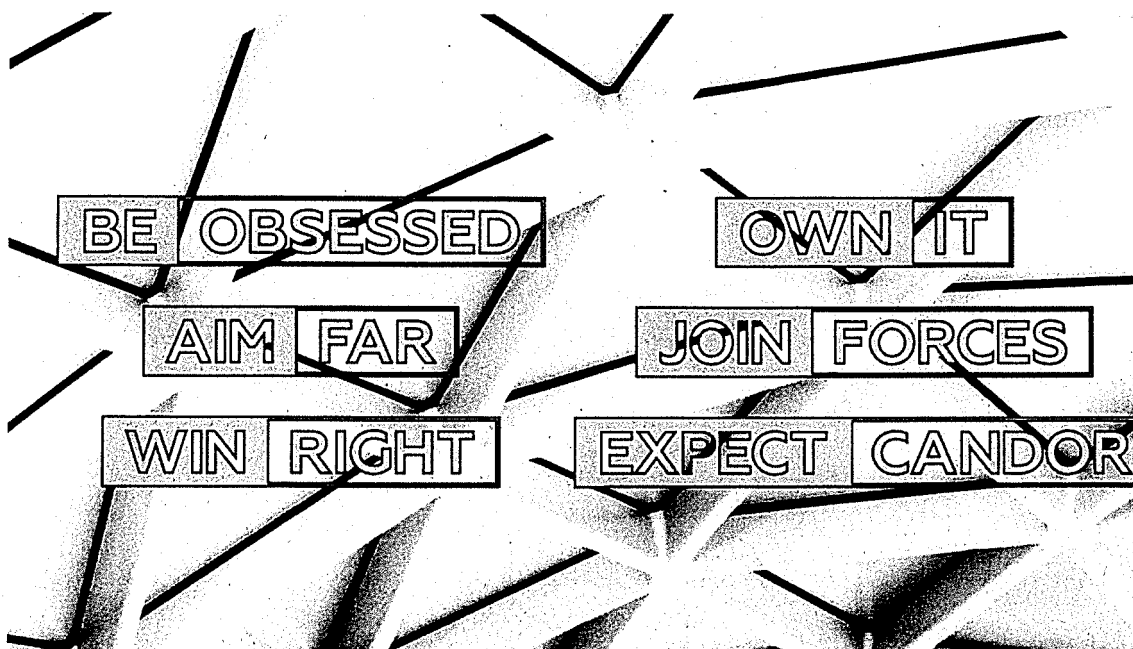
## JOINING FORCES THROUGH AXON'S ECOSYSTEM

We've long made the priorities of law enforcement our own, and your challenges ours to solve. When you partner with Axon, you're partnering with a team of product experts, security professionals, engineers, technology specialists, and former law enforcement personnel. We are dedicated to pushing the boundaries of technology and are committed to delivering on those efforts, to offer law enforcement the solutions needed to help make the world a safer place. By becoming a part of the Axon Ecosystem made up of connected devices and apps, the Albany County Sheriffs can better position itself to protect fellow officers and the communities you serve.

Our mission to protect life and truth in the field, at the station, and in the courtroom is unwavering, and we are prepared to join forces with you, to keep your officers and community safe.

**EXECUTABLE QUOTE FOLLOWS ON NEXT PAGE**

Quote provided as separate attachment via email



#### / BE OBSESSED

We never want to develop or sell something that you don't want or need. We're obsessed with creating products that solve real problems and add value. If it doesn't benefit you, then we rethink what we're doing.

#### / AIM FAR

We want to reinvent the world to be a safer and better place. We've failed spectacularly a few times, but that's what you get when you aim for the stars. That's our final destination.

#### / WIN RIGHT

We are fiercely competitive and have an unquenchable thirst to win, but we don't think winning and doing the right thing are mutually exclusive. Our challenge is to make them synonymous and never compromise our integrity.

#### OWN IT

We empower individuals to step up and take initiative. To be an owner and see things through to completion. That's the only way we've been able to succeed as a company, and it's the only way we will continue to grow.

#### JOIN FORCES

Creating the future is a team sport. When a company scales globally in 40 different markets with multiple technology stacks ranging from wearables, cloud solutions, and energy weapons, you need teamwork. We're one global team committed to an audacious vision.

#### EXPECT CANDOR

Candor gets critical issues elevated, puts truth on the table, and reaches right answer faster. How can we be the best version of ourselves and the best company we can be, if we can't offer and be given critical feedback?

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