

RESOLUTION NO. 2023- 371

A RESOLUTION AUTHORIZING A CONTRACT AWARD TO A STATE CONTRACT VENDOR, AXON ENTERPRISE, INC., SCOTTSDALE, AZ FOR THE PURCHASE OF BODY WORN CAMERAS, TASERS, DRONES, REDACTION SOFTWARE, MEMORY/STORAGE FOR BODY WORN CAMERA EVIDENCE AND ASSOCIATED SOFTWARE.

WHEREAS, the City of Vineland, pursuant to N.J.S.A. 40a:11-12 and N.J.A.C. 5:34-7.29(C), may by resolution and without advertising for bids, purchase any goods or services under the State of New Jersey Cooperative Purchasing Program for any State contracts entered into on behalf of the Division of Purchase and Property in the Department of the Treasury; and

WHEREAS, the City of Vineland intends to enter into a contract with a State Contract Vendor for the Purchase of Body Worn Cameras, Tasers, Drones, Redaction Software, Memory/Storage for Body Worn Camera Evidence and Associated Software for the Vineland Police Department, through this resolution and properly executed contracts, which shall be subject to all the conditions applicable to the current State contracts; and

WHEREAS, the Chief of Police has recommended that a contract be awarded to Axon Enterprise, Inc., Scottsdale, Arizona (17-Fleet-00738), for the Purchase of Body Worn Cameras, Tasers, Drones, Redaction Software, Memory/Storage for Body Worn Camera Evidence and Associated Software for a five (5) year period beginning October 1, 2023 in the total amount not to exceed \$1,224,278.15, invoiced annually as follows:

YEAR 1 - \$251,036.95
YEAR 2 - \$243,301.25
YEAR 3 - \$243,310.25
YEAR 4 - \$243,310.25
YEAR 5 - \$243,310.45; and

WHEREAS, Axon Enterprise has indicated that the existing contracts with the City for Body Worn Cameras authorized by Resolution No. 2017-356, Tasers authorized by Resolution No. 2019-561 and Drones authorized by Resolution No. 2022-232, shall be terminated effective September 30, 2023; and

WHEREAS, the Chief Financial Officer has certified the availability of funds for said contract to be awarded; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts.

NOW THEREFORE BE IT RESOLVED by the Council of the City of Vineland as follows:

1. That the contract with Axon Enterprise, Inc. for Body Worn Cameras authorized by Resolution No. 2017-356, and the Resolution itself are hereby vacated and terminated; the contract with Axon Enterprise, Inc. for Tasers authorized by Resolution No. 2019-561 and the Resolution itself are hereby vacated and terminated; the contract with Axon Enterprises, Inc. for Drones authorized by Resolution No. 2022-232 and the Resolution itself are hereby vacated and terminated.
2. That this contract for the Purchase of Body Worn Cameras, Tasers, Drones, Redaction Software, Memory/Storage for Body Worn Camera Evidence and Associated Software is awarded pursuant to N.J.S.A. 40A:11-12a and N.J.A.C. 5:34-7.29(c), under the State of New Jersey Cooperative Purchasing Program.

- 3. That the Mayor is hereby authorized to execute a contract to Axon Enterprise, Inc., Scottsdale, Arizona for the Purchase of Body Worn Cameras, Tasers, Drones, Redaction Software, Memory/Storage for Body Worn Camera Evidence and Associated Software for the Vineland Police Department, for a five (5) year period beginning October 1, 2023 in the total amount not to exceed \$1,224,278.15, invoiced annually as stated above.

Adopted:

President of Council

ATTEST:

City Clerk

**REQUEST FOR RESOLUTION
FOR COOPERATIVE CONTRACT AWARDS
UNDER 40A:11-12, N.J.A.C. 5:34-7.29 & LFN 2012-10
(REQUIRED FOR PURCHASES OVER \$17,500.00)**



7/5/23

(DATE)

1. Goods or Services (detailed description): Axon - Provides body worn cameras, tasers, drones, redaction software, memory/storage for bodyworn camera evidence. This is a 5 year deal and ends early all prior contracts with Axon to merge into one contract.

2. Amount to be Awarded: 1,224,278.15

- ☐ Encumber Total Award
☒ Encumber by Supplemental Release

YEAR 1 - 251,036.95
YEAR 2 - 243,310.25
YEAR 3 - 243,310.25
YEAR 4 - 243,310.25
YEAR 5 - 243,310.45

3. Budgeted: By Ordinance No. _____
Or Grant: Title & Year _____

4. **Account Number to be Charged: 3-01-25-240-2502-23016

5. Contract Period (if applicable): September 2023 to September 2027

6. Date to be Awarded: _____

7. Recommended Vendor and Address: Axon Enterprise, Inc.
17800 N. 8th St. Scottsdale, Arizona, 85255

8. Justification for Vendor Recommendation: (attach add'l information for Council review)
Vineland Police Department is currently using Axon body worn cameras, tasers, drones, redaction assistant and all of Axon's associated software for these programs.

Type of Contract: ☒ State ☐ National ☐ Regional ☐ County

Vendor's Cooperative Contract # 17-Fleet-00738

expire May 13, 2024

9. Evaluation Performed by: Sgt. Owen Flores

10. Approved by: _____

7/5/23

Date

11. Attachments:

- ☐ Awarding Proposal
☐ Other: _____

- Send Original to: Purchasing Department
- Send copies to: Business Administration

**If more than one account #, provide break down



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-477485-45085.521SK

Issued: 06/08/2023

Quote Expiration: 07/01/2023

Estimated Contract Start Date: 10/01/2023

Account Number: 320149

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO	SALES REPRESENTATIVE	PRIMARY CONTACT
Vineland Police Dept - NJ 620 E PLUM ST VINELAND, NJ 08360-3709 USA	Vineland Police Dept - NJ 620 E PLUM ST VINELAND NJ 08360-3709 USA Email: 0216001670	Saunsanie Kitchko Phone: Email: skitchko@axon.com Fax:	Owen Flores Phone: (856) 691-4111 Email: oflores@vinelandcity.org Fax: (856) 794-1047

Quote Summary

Program Length	60 Months
TOTAL COST	\$1,224,278.15
ESTIMATED TOTAL W/ TAX	\$1,224,278.15

Discount Summary

Average Savings Per Year	\$63,649.49
TOTAL SAVINGS	\$318,247.45

Payment Summary

Date	Subtotal	Tax	Total
Sep 2023	\$251,036.95	\$0.00	\$251,036.95
Sep 2024	\$243,310.25	\$0.00	\$243,310.25
Sep 2025	\$243,310.25	\$0.00	\$243,310.25
Sep 2026	\$243,310.25	\$0.00	\$243,310.25
Sep 2027	\$243,310.45	\$0.00	\$243,310.45
Total	\$1,224,278.15	\$0.00	\$1,224,278.15

Quote Unbundled Price:	\$1,542,525.60
Quote List Price:	\$1,412,760.00
Quote Subtotal:	\$1,224,278.15

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									
100552	TRANSFER CREDIT - TAP	1			\$1.00	(\$8,064.00)	(\$8,064.00)	\$0.00	(\$8,064.00)
100553	TRANSFER CREDIT - T7 SW	1			\$1.00	(\$16,086.09)	(\$16,086.09)	\$0.00	(\$16,086.09)
100552	TRANSFER DEBIT - T7 HW	1			\$1.00	\$31,876.80	\$31,876.80	\$0.00	\$31,876.80
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	60	\$70.49	\$34.66	\$34.66	\$45,751.20	\$0.00	\$45,751.20
BWCamTAP	Body Worn Camera TAP Bundle	180	60	\$37.00	\$32.50	\$32.50	\$351,000.00	\$0.00	\$351,000.00
T7Cert	Taser 7 Certification Bundle	50	60	\$81.70	\$70.41	\$70.41	\$211,230.00	\$0.00	\$211,230.00
A la Carte Hardware									
H00001	AB4 Camera Bundle	180			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00002	AB4 Multi Bay Dock Bundle	22			\$1,638.90	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Software									
73682	AUTO TAGGING LICENSE	180	60		\$9.76	\$9.76	\$105,408.00	\$0.00	\$105,408.00
73478	REDACTION ASSISTANT USER LICENSE	180	60		\$9.76	\$9.76	\$105,408.00	\$0.00	\$105,408.00
73449	RESPOND DEVICE LICENSE	180	60		\$5.42	\$5.42	\$58,536.00	\$0.00	\$58,536.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	60		\$0.60	\$0.60	\$43,200.00	\$0.00	\$43,200.00
100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	60		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	60		\$166.58	\$166.58	\$39,979.20	\$0.00	\$39,979.20
12234	AXON AIR, SKYDIO CONNECT LICENSE	4	60		\$166.58	\$166.58	\$39,979.20	\$0.00	\$39,979.20
BasicLicense	Basic License Bundle	180	60		\$16.87	\$16.25	\$175,500.00	\$0.00	\$175,500.00
ProLicense	Pro License Bundle	16	60		\$42.91	\$42.25	\$40,559.84	\$0.00	\$40,559.84
Total							\$1,224,278.15	\$0.00	\$1,224,278.15

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB4 Camera Bundle	100147	AXON BODY 4 - NA	180	09/01/2023
AB4 Camera Bundle	100147	AXON BODY 4 - NA	6	09/01/2023
AB4 Camera Bundle	100466	USB-C to USB-C CABLE FOR AB4	198	09/01/2023
AB4 Camera Bundle	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	198	09/01/2023
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	22	09/01/2023
AB4 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	22	09/01/2023
AB4 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	22	09/01/2023
Taser 7 Certification Bundle	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	50	09/01/2023
Taser 7 Certification Bundle	20008	TASER 7 HANDLE, YLW, HIGH VISIBILITY (GREEN LASER), CLASS 3R	1	09/01/2023
Taser 7 Certification Bundle	20018	TASER BATTERY PACK, TACTICAL	60	09/01/2023
Taser 7 Certification Bundle	20050	HOOK-AND-LOOP TRAINING (HALT) SUIT	1	09/01/2023
Taser 7 Certification Bundle	20160	TASER 7 HOLSTER - SAFARILAND, RH+CARD CARRIER	48	09/01/2023
Taser 7 Certification Bundle	20161	TASER 7 HOLSTER - SAFARILAND, LH+CARD CARRIER	2	09/01/2023
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	150	09/01/2023
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	100	09/01/2023
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	150	09/01/2023
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	100	09/01/2023
Taser 7 Certification Bundle	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	100	09/01/2023
Taser 7 Certification Bundle	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	100	09/01/2023
Taser 7 Certification Bundle	22179	TASER 7 INERT CARTRIDGE, STANDOFF (3.5-DEGREE) NS	50	09/01/2023
Taser 7 Certification Bundle	22181	TASER 7 INERT CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	50	09/01/2023
Taser 7 Certification Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	1	09/01/2023
Taser 7 Certification Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	1	09/01/2023
Taser 7 Certification Bundle	74200	TASER 6-BAY DOCK AND CORE	1	09/01/2023
Taser 7 Certification Bundle	80087	TASER TARGET, CONDUCTIVE, PROFESSIONAL (RUGGEDIZED)	1	09/01/2023
Taser 7 Certification Bundle	80090	TARGET FRAME, PROFESSIONAL, 27.5 IN. X 75 IN., TASER 7	1	09/01/2023
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	100	09/01/2024
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	100	09/01/2024
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	100	09/01/2025
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	100	09/01/2025
Taser 7 Certification Bundle	22177	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, STANDOFF NS	100	09/01/2025
Taser 7 Certification Bundle	22178	TASER 7 HOOK-AND-LOOP TRN (HALT) CARTRIDGE, CLOSE QUART NS	100	09/01/2025
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	22	03/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	186	03/01/2026
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	100	09/01/2026
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	100	09/01/2026
Taser 7 Certification Bundle	22175	TASER 7 LIVE CARTRIDGE, STANDOFF (3.5-DEGREE) NS	100	09/01/2027
Taser 7 Certification Bundle	22176	TASER 7 LIVE CARTRIDGE, CLOSE QUARTERS (12-DEGREE) NS	100	09/01/2027
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	22	09/01/2028
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	186	09/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	180	10/01/2023	09/30/2028
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	180	10/01/2023	09/30/2028
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	48	10/01/2023	09/30/2028
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	16	10/01/2023	09/30/2028
Taser 7 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	50	10/01/2023	09/30/2028
Taser 7 Certification Bundle	20248	TASER 7 EVIDENCE.COM LICENSE	1	10/01/2023	09/30/2028
A la Carte	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	10/01/2023	09/30/2028
A la Carte	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	10/01/2023	09/30/2028
A la Carte	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	10/01/2023	09/30/2028
A la Carte	73449	RESPOND DEVICE LICENSE	180	10/01/2023	09/30/2028
A la Carte	73478	REDACTION ASSISTANT USER LICENSE	180	10/01/2023	09/30/2028
A la Carte	73682	AUTO TAGGING LICENSE	180	10/01/2023	09/30/2028
A la Carte	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	10/01/2023	09/30/2028

Services

Bundle	Item	Description	QTY
Taser 7 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 7 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 7 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 7 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 7 Certification Bundle	20119	TASER 7 MASTER INSTRUCTOR SCHOOL VOUCHER	1
Taser 7 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 7 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 7 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 7 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 7 Certification Bundle	20120	TASER 7 INSTRUCTOR COURSE VOUCHER	1
Taser 7 Certification Bundle	20246	TASER 7 DUTY CARTRIDGE REPLACEMENT ACCESS PROGRAM	50

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	180	10/01/2023	09/30/2028
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	6	10/01/2023	09/30/2028
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	22	09/01/2024	09/30/2028
Taser 7 Certification Bundle	80374	EXT WARRANTY, TASER 7 BATTERY PACK	60	09/01/2024	09/30/2028
Taser 7 Certification Bundle	80395	EXT WARRANTY, TASER 7 HANDLE	50	09/01/2024	09/30/2028
Taser 7 Certification Bundle	80395	EXT WARRANTY, TASER 7 HANDLE	1	09/01/2024	09/30/2028
Taser 7 Certification Bundle	80396	EXT WARRANTY, TASER 7 SIX BAY DOCK	1	09/01/2024	09/30/2028

Payment Details

Sep 2023

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Annual Payment 1	100552	TRANSFER CREDIT - TAP	1	(\$8,064.00)	\$0.00	(\$8,064.00)
Annual Payment 1	100552	TRANSFER DEBIT - T7 HW	1	\$31,876.80	\$0.00	\$31,876.80
Annual Payment 1	100553	TRANSFER CREDIT - T7 SW	1	(\$16,086.09)	\$0.00	(\$16,086.09)
Annual Payment 1	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 1	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 1	T7Cert	Taser 7 Certification Bundle	50	\$42,245.96	\$0.00	\$42,245.96
Year 1	73449	RESPOND DEVICE LICENSE	180	\$11,707.20	\$0.00	\$11,707.20
Year 1	73478	REDACTION ASSISTANT USER LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 1	73682	AUTO TAGGING LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 1	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	\$8,640.00	\$0.00	\$8,640.00
Year 1	BasicLicense	Basic License Bundle	180	\$35,100.00	\$0.00	\$35,100.00
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	\$9,150.24	\$0.00	\$9,150.24
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	180	\$70,200.00	\$0.00	\$70,200.00
Year 1	H00001	AB4 Camera Bundle	180	\$0.00	\$0.00	\$0.00
Year 1	H00002	AB4 Multi Bay Dock Bundle	22	\$0.00	\$0.00	\$0.00
Year 1	ProLicense	Pro License Bundle	16	\$8,111.96	\$0.00	\$8,111.96
Total				\$251,036.95	\$0.00	\$251,036.95

Sep 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Annual Payment 2	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 2	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 2	T7Cert	Taser 7 Certification Bundle	50	\$42,245.96	\$0.00	\$42,245.96
Year 2	73449	RESPOND DEVICE LICENSE	180	\$11,707.20	\$0.00	\$11,707.20
Year 2	73478	REDACTION ASSISTANT USER LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 2	73682	AUTO TAGGING LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 2	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	\$8,640.00	\$0.00	\$8,640.00
Year 2	BasicLicense	Basic License Bundle	180	\$35,100.00	\$0.00	\$35,100.00
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	\$9,150.24	\$0.00	\$9,150.24
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	180	\$70,200.00	\$0.00	\$70,200.00
Year 2	H00001	AB4 Camera Bundle	180	\$0.00	\$0.00	\$0.00
Year 2	H00002	AB4 Multi Bay Dock Bundle	22	\$0.00	\$0.00	\$0.00
Year 2	ProLicense	Pro License Bundle	16	\$8,111.97	\$0.00	\$8,111.97
Total				\$243,310.25	\$0.00	\$243,310.25

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00

Sep 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 3	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 3	T7Cert	Taser 7 Certification Bundle	50	\$42,245.96	\$0.00	\$42,245.96
Year 3	73449	RESPOND DEVICE LICENSE	180	\$11,707.20	\$0.00	\$11,707.20
Year 3	73478	REDACTION ASSISTANT USER LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 3	73682	AUTO TAGGING LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 3	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	\$8,640.00	\$0.00	\$8,640.00
Year 3	BasicLicense	Basic License Bundle	180	\$35,100.00	\$0.00	\$35,100.00
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	\$9,150.24	\$0.00	\$9,150.24
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	180	\$70,200.00	\$0.00	\$70,200.00
Year 3	H00001	AB4 Camera Bundle	180	\$0.00	\$0.00	\$0.00
Year 3	H00002	AB4 Multi Bay Dock Bundle	22	\$0.00	\$0.00	\$0.00
Year 3	ProLicense	Pro License Bundle	16	\$8,111.97	\$0.00	\$8,111.97
Total				\$243,310.25	\$0.00	\$243,310.25

Sep 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Annual Payment 4	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 4	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 4	T7Cert	Taser 7 Certification Bundle	50	\$42,245.96	\$0.00	\$42,245.96
Year 4	73449	RESPOND DEVICE LICENSE	180	\$11,707.20	\$0.00	\$11,707.20
Year 4	73478	REDACTION ASSISTANT USER LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 4	73682	AUTO TAGGING LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 4	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	\$8,640.00	\$0.00	\$8,640.00
Year 4	BasicLicense	Basic License Bundle	180	\$35,100.00	\$0.00	\$35,100.00
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	\$9,150.24	\$0.00	\$9,150.24
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	180	\$70,200.00	\$0.00	\$70,200.00
Year 4	H00001	AB4 Camera Bundle	180	\$0.00	\$0.00	\$0.00
Year 4	H00002	AB4 Multi Bay Dock Bundle	22	\$0.00	\$0.00	\$0.00
Year 4	ProLicense	Pro License Bundle	16	\$8,111.97	\$0.00	\$8,111.97
Total				\$243,310.25	\$0.00	\$243,310.25

Sep 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	100551	AXON AIR, PROGRAM MANAGEMENT FOR SKYDIO DRONES	4	\$0.00	\$0.00	\$0.00
Annual Payment 5	12230	AXON AIR, SKYDIO AUTONOMY ENTERPRISE FOR X2E	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 5	12234	AXON AIR, SKYDIO CONNECT LICENSE	4	\$7,995.84	\$0.00	\$7,995.84
Annual Payment 5	T7Cert	Taser 7 Certification Bundle	50	\$42,246.16	\$0.00	\$42,246.16
Year 5	73449	RESPOND DEVICE LICENSE	180	\$11,707.20	\$0.00	\$11,707.20
Year 5	73478	REDACTION ASSISTANT USER LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 5	73682	AUTO TAGGING LICENSE	180	\$21,081.60	\$0.00	\$21,081.60
Year 5	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	1200	\$8,640.00	\$0.00	\$8,640.00
Year 5	BasicLicense	Basic License Bundle	180	\$35,100.00	\$0.00	\$35,100.00
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	22	\$9,150.24	\$0.00	\$9,150.24

Sep 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	180	\$70,200.00	\$0.00	\$70,200.00
Year 5	H00001	AB4 Camera Bundle	180	\$0.00	\$0.00	\$0.00
Year 5	H00002	AB4 Multi Bay Dock Bundle	22	\$0.00	\$0.00	\$0.00
Year 5	ProLicense	Pro License Bundle	16	\$8,111.97	\$0.00	\$8,111.97
Total				\$243,310.45	\$0.00	\$243,310.45

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 State of New Jersey T0106/17-FLEET-00738 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), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

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

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Exceptions to Standard Terms and Conditions

Agency has existing contract #00013172 (originated via Q-115382) from 10/1/2017 - 9/30/2023 and is terminating this contract effective 9/30/2023. Termination of aforementioned contract(s) will be accepted when an executed copy of this agreement is received.

100% discounted body-worn camera and docking station hardware contained in this quote reflects a TAP replacement for hardware purchased under existing contract #00013172. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

Agency has existing contract #00025475 (originated via Q-232424) and is terminating that contract upon the new license start date (09/30/2023) of this quote.

The parties agree that Axon is granting a refund of \$3,426 to refund paid, but undelivered services. This discount is based on a ship date range of 9/1/2023 - 9/15/2023, resulting in a 10/1/2023 license date. Any change in this date and resulting license start date will result in modification of this discount value which may result in additional fees due to or from Axon.

The parties agree that Axon is charging a debit of \$31,876.80 to capture the remaining value owed from previously deployed CEW hardware. This debit is based on a ship date range of 9/1/2023 - 9/15/2023, resulting in a 10/1/2023 contract start date. Any change in this ship date and resulting contract start date will result in modification of this debit's value which may result in additional fees due to or from Axon.

This credit is contingent upon agency payment of any outstanding invoices including and not limited to Year 4 Billing of contract 00025475.

Signature

Date Signed

Reid Wanda

From: Saunsanie Kitchko <skitchko@axon.com>
Sent: Friday, July 28, 2023 12:08 PM
To: Reid Wanda; Brownlee Jeanine
Cc: Lopez Regina; Johnson Lester L.; Flores Owen
Subject: RE: Revised wording for Axon for award on 8-8

00013172 BWC
00025475 TASER
00077331 Axon Air (drone)

From: Reid Wanda <wreid@vinelandcity.org>
Sent: Friday, July 28, 2023 11:57 AM
To: Saunsanie Kitchko <skitchko@axon.com>; Brownlee Jeanine <jbrownlee@vinelandcity.org>
Cc: Lopez Regina <rlopez@vinelandcity.org>; Johnson Lester L. <ljohnson@vinelandcity.org>; Flores Owen <oflores@vinelandcity.org>
Subject: RE: Revised wording for Axon for award on 8-8

Good afternoon.

From your quote it looks like contract #00013172 is for body worn cameras and docking stations. Is contract #00025475 for tasers? Also what is contract #00077331 for? Please confirm.

Thank you

*Wanda Reid
Administrative Secretary
Business Administration
856-794-4000 ext. 4140*

From: Saunsanie Kitchko <skitchko@axon.com>
Sent: Thursday, July 27, 2023 5:48 PM
To: Brownlee Jeanine <jbrownlee@vinelandcity.org>
Cc: Reid Wanda <wreid@vinelandcity.org>; Lopez Regina <rlopez@vinelandcity.org>; Johnson Lester L. <ljohnson@vinelandcity.org>; Flores Owen <oflores@vinelandcity.org>
Subject: Re: Revised wording for Axon for award on 8-8

To whom it may concern

Agency has existing contract #00077331 (originated via Q-398242) from 7/15/2022 - 7/14/2027 and is terminating that contract upon the new license start date (09/30/2023) of this quote.

Get [Outlook for iOS](#)

From: Saunsanie Kitchko <skitchko@axon.com>
Sent: Thursday, July 27, 2023 4:52:11 PM
To: Brownlee Jeanine <jbrownlee@vinelandcity.org>

6/8/2023



PRODUCTS / CAMERAS

AXON BODY 3

See truth in the moment

[CONTACT US](#)



/ CLEAR FRAME PLAYBACK

Reduced motion blur during recording means clearer evidence during playback with a near-photographic level of detail.

/ MULTI-MIC AUDIO

Four microphones work together to capture clear audio, with algorithms optimized for law enforcement scenarios.

/ ALERTS, LIVE MAPS AND STREAMING

Using Axon Respond, permissioned staff can get alerts, like when a weapon is deployed, plus view officer location when recording and activate livestreams.

/ IRONCLAD SECURITY

Disk encryption, signed commands, secure boot and enhanced video authenticity and integrity validation are just some of Body 3's security enhancements.

/ WIRELESS ACTIVATION

Axon Body 3 is compatible with our Axon Signal wireless activation technology so officers can focus on the situation at hand, not on pressing 'record'.

/ SLEEK LE-READY DESIGN

The camera's rugged design can withstand tough conditions, and its clean form makes it easy for officers to operate.

/ SAFETY + USABILITY

The display screen gives important info without distraction. And the front LED's brightness auto-adjusts to allow transparency without compromising officer safety.

/ VIDEO RECALL

In the event of a late or non-activation, retrieve up to 18 hours of audio-free footage from critical incidents so that truth is preserved.

PRODUCTS / SMART WEAPONS

TASER 7

De-escalate with confidence

CONTACT US



/ CLOSE-RANGE OPTIMIZED

93% increased probe spread at close range, where 85% of deployments occur, according to agency reports. Check out the [Cartridge Comparison Video](#)

/ IMPROVED DARTS

TASER 7 darts fly straighter and faster with nearly twice the kinetic energy for better connection to the target, and the body of the dart breaks away to allow for attainment at tough angles

/ NEW DEVICE MANAGEMENT

Assign devices in seconds with the Axon Device Manager application, and update firmware, upload logs and recharge the battery simply by docking it and walking

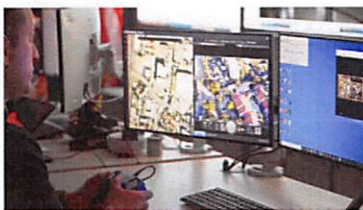
/ ADAPTIVE CROSS-CONNECT

Electricity is intentionally driven between all contacts to maximize the effectiveness of the probe deployment and to help compensate for close probe spreads or clothing disconnects. [Learn more here](#)



Axon Air Remote: Drone as First Responder is here

Axon Air Remote allows law enforcement to remotely operate drones from anywhere, resulting in faster response times, improved tactical decision-making and cost savings



Control

Remotely fly missions from thousands of miles away with near-zero latency



Autonomy

Create autonomous missions with a single click and respond to incidents in a matter of moments



Flexibility

Respond to calls efficiently and safely through customizable flight restrictions, geofences and built-in preflight checks