

AXON ENTERPRISE, INC.

TASER 7 CERTIFICATION PLAN FIVE-YEAR QUOTE SUMMARY

SANTA BARBARA COUNTY SHERIFF'S
DEPARTMENT

Axon Enterprise, Inc.
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TASER 7 CERTIFICATION PLAN

With the TASER 7 Certification Plan, Santa Barbara County Sheriff's Department can make the most of your TASER 7 program. Not only will your officers be better equipped with the advancements of the TASER 7 designed to help reduce misses, clothing disconnects, and close-probe spreads. Additionally, the TASER 7 Certification Plan can help Santa Barbara County Sheriff's Department cutdown administrative time and build in essential training—all with one comprehensive package.

Below you'll find details on the different components and benefits of the TASER 7 Certification Plan, which includes weapons, accessories, and multiple training resources.

HARDWARE COMPONENTS

- ▶ 454 TASER 7 CEW's, 440 Holsters, and 528 Battery Packs
- ▶ 5 TASER 7 Docks and Wall Mounts
- ▶ TASER 7 Cartridges
 - ▶ Includes Close Quarter, Standoff, Hook and Loop Training (HALT), Inert Resettable Training Cartridges
- ▶ HALT Suit and Training Target (40+ Sworn)

SOFTWARE COMPONENTS

- ▶ 440 Axon Evidence TASER 7 User License
- ▶ 2 Axon Evidence TASER 7 Admin License
- ▶ Axon Device Manager Mobile Application

TRAINING & SUPPORT

- ▶ Axon CEW Instructor Certification Voucher
- ▶ Axon Academy End-User Online Training

WARRANTIES & REFRESHES

- ▶ One-Year TASER 7 Manufacturer Warranties
- ▶ TASER 7 Extended Warranties

COST OVERVIEW	
TASER 7 Program Length	Five Years
Cost Per User Per Month	\$57.50
SAVINGS OVERVIEW	
Bundled Savings	\$293,999.75
Trade-In Credit	\$76,037.55
Additional Credits	
TOTAL SAVINGS OFFERED	\$370,037.30

BILLING SCHEDULE	
Payment Year	Cost per Year (440 Officers)
Year 1	\$288,942.49
Year 2	\$288,942.49
Year 3	\$288,942.49
Year 4	\$288,942.49
Year 5	\$288,942.49
TOTAL PROGRAM COST	\$1,444,712.44
ESTIMATED TOTAL W/ TAX	\$1,444,712.44



DETAILED PROGRAM DELIVERABLES

HARDWARE	Y1	Y2	Y3	Y4	Y5
TASER 7 (Handles and Holsters)	X				
TASER 7 Docks and Wall Mounts	X				
TASER 7 Battery Packs	X				
Standoff and Close Quarter Cartridges	X				
Training HALT Cartridges	X	X			X
Inert Resettable Training Cartridges			X		
Duty Cartridge Replenishment Plan			X		
HALT Suit, Target, and Target Frame	X				
SOFTWARE					
Axon Evidence TASER 7 User License			X		
Axon Evidence TASER 7 Admin License			X		
Axon Device Manager Mobile Application			X		
SERVICES					
Axon CEW Instructor Certification Voucher			X		
Axon Academy End-User Online Training			X		
WARRANTIES					
TASER 7 Manufacturer + Extended Warranties			X		



IN CONCLUSION

By investing in our solutions as a bundle—versus a la carte purchases—Santa Barbara County Sheriff's Department will receive an overall savings of \$370,037.30 over the span of a five-year contract for 440 officers.

For your convenience, we have also included a link to our [Master Services and Purchasing Agreement](#) for you to review.

Please note, to sign a deal with Axon Enterprise, Inc., all accounts must be current, and any outstanding invoices must be paid.

If you have any questions regarding our solutions or pricing, please contact National Director Brian Black by phone at (602) 499-1427, or by email at bblack@axon.com. We look forward to working with Santa Barbara County Sheriff's Department to help bolster your current workflows by joining our technology—designed specifically for law enforcement—with your personnel.

APPENDIX

PROTECT
LIFE



APPENDIX



DETAILED PRODUCT OVERVIEW

TASER 7 – Receive Axon's latest TASER CEW, our most effective and connected device ever. This also includes the TASER 7 Certification Plan, which covers holsters, rechargeable batteries, instructor training, end-user training and access to ongoing online and VR training content.

TASER 7 HOLSTER – The new holster comes with a cartridge carrier, allowing you to carry both cartridge types and quickly reload if a situation calls for it. The cartridge carrier is removable so it can be worn on the belt or in a wide variety of configurations.

RECHARGEABLE BATTERY – Recharge the battery just by docking it. The TASER 7 also automatically uploads improved pulse graphs and device logs and updates firmware when the battery is docked.

TASER 7 DOCK – Similar in design to Axon's body-worn camera docks, the TASER 7 dock has 6 bays and comes with a wall mount.

TASER 7 CARTRIDGES – Axon now offers two different CEW cartridge types: close-quarters and standoff cartridges. Since agency reports suggest that 85% of deployments occur at close range, we optimized the close quarters cartridge for a wide-probe spread. A close-quarter deployment can fully incapacitate a subject as close as four feet. The standoff cartridge is used for longer distances and has an 86% improved drop over distance for greater accuracy.

HALT SUIT – More hands-on time means more opportunities to deploy cartridges and practice scenarios using our new HALT suit that eliminates pin-prick injuries.

TRAINING TARGET/FRAME – Axon's new targets are specifically designed for live cartridge use with increased durability, portability, and enhanced clarity on preferred target zones for CEW use. They require less backing than previous designs and can withstand hits from all cartridge types/probe lengths.

AXON DEVICE MANAGER MOBILE APPLICATION – Seamlessly manage TASER registration and assignment with available Near Field Communication (NFC) and QR-Code technology.



DEDICATION TO CUSTOMER SUCCESS

Once a solution is delivered, most agencies are left asking, what's next? Axon has you covered. We are committed to providing Santa Barbara County Sheriff's Department with post-sales and post-deployment support. Whether that be troubleshooting assistance, technical support, additional training, consulting advice, or help with exchanging and returning equipment, our dedicated team is here for you. Through regular communication, our knowledgeable staff can offer Santa Barbara County Sheriff's Department the support you should expect from a service provider. This support includes access to:

- ▶ **24/7 CUSTOMER SUPPORT** – Axon's full customer support division available via live phone support, 24 hours a day, seven days a week.
- ▶ **PROFESSIONAL SERVICES** – Experienced and skilled personnel who are involved in the implementation, development, deployment, management, and support of your Axon program
- ▶ **SALES ENGINEERS (SE)** – SEs own the technical aspects of the sales process and have the technical mindset which allows them to understand complex systems and solve intricate challenges involving hardware, software, and network issues
- ▶ **CUSTOMER SUCCESS MANAGERS** – Dedicated Axon personnel assigned per agency who communicate important operating system/firmware and hardware updates, identify day-to-day bugs, and address general issues, as well as fulfill hardware refreshes and deployment of new equipment, conduct quarterly business reviews with customers, and identify important customer feature requests
- ▶ **SUBJECT MATTER EXPERTS (SME)** – SMEs have vast experience in Axon products and an understanding of the complex issues that affect law enforcement around the world
- ▶ **ECOMMERCE** – Axon's online store available to clients for an expedited purchasing experience on smaller orders
- ▶ **CONSULTANTS** – Part-time expert consultants, made up of retired law enforcement leaders, who deliver service on smaller projects and serve as additional resources on large projects
- ▶ **AXON'S EXECUTIVE TEAM** – A leadership team with broad business and technology experience
- ▶ **AXON'S CEW TEAM** – A team of experienced CEW sales reps, engineers, and SMEs
- ▶ **CURRENT CLIENT EXPERIENCE** – Reference information provided by our current clients to demonstrate our experience working with agencies of similar size and scope of work
- ▶ **AXON ACCELERATE** – Axon's user conference brings members of the law enforcement community, technology leaders, and prosecutors together to learn how agencies can make policing more effective and efficient with Axon products
- ▶ **ACCOUNT MANAGEMENT HELP** – Available assistance when issues arise with an agencies account
- ▶ **LUNCH AND LEARNS** – Short informational sessions to share knowledge across and within different disciplines at Axon
- ▶ **LEARNING AND DEVELOPMENT** – Ongoing training courses that cover and promote proper software and hardware use and compliance

Our goal is to provide Santa Barbara County Sheriff's Department with the necessary assistance to help make the most of the solutions you count on every day. With a network of resources dedicated and designed to meet the needs of law enforcement, Axon is here to help.