

AXON EXECUTIVE SUMMARY
COMBINING
EXISTING INTERVIEWROOM,
CAMERA/SOFTWARE PROGRAM
UPGRADING TO TASER10

CLEARWATER POLICE DEPARTMENT

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AXON 5-YEAR CONTRACT INTRODUCTION

On behalf of Axon, we are pleased to present the following proposal for your Interview Room, Body Worn Camera (BWC), and Conducted Energy Weapon (CEW), needs. This solution is reflected via a new consolidated 5-year contract with an effective start date of 11/1/2023.

Per the previous contract, this contract is structured to reflect 245 BWC users, 255 TASER10 users and 7 Interview Rooms. Axon's package includes hardware, software, accessories, training programs, 24/7 customer support, equipment refreshes, and warranties to help equip your officers with the solutions they need.

This proposal was developed as a recommendation based on the discussions, presentations, and demos the PD and Axon have had over the last several months.

Best regards,

Brendan Rome & Alyssa Payne

5- YEAR CONTRACT BENEFITS

- ▶ Fixed Cost / Price Predictability for 5 Years
- ▶ One Contract / One End Date to Manage
 - Consolidate the BWC and CEW contracts for additional savings and efficiency.
- ▶ Upgrade to TASER 10
 - More than a weapon for building trust, advancing training, and supporting transparency.
- ▶ Same Equipment & Hardware Refresh Schedule (no mixed inventory)
- ▶ Maintain Current Unlimited 7+ Bundle and Upgrade to Taser 10 Certification Bundle
 - Respond & Respond Plus
 - Axon Performance
 - Axon Citizen for Communities
 - Redaction Assistant
 - Auto-tagging
 - Abundant Third-Party Storage
 - Third Party Playback
 - Investigate
 - Auto-Transcribe
 - TASER10
- ▶ (2) TAP (Technology Assurance Plan) Upgrades of Body Worn Camera & Docks

5 -YEAR CONTRACT DELIVERABLES

BWC COMPONENTS

- ▶ 245 Axon Body 4 cameras
- ▶ TAP Program: BWC & Docks Refreshes at 0, 30, 60 months
- ▶ Unlimited Axon Storage
- ▶ Professional Licenses for all users
- ▶ Respond & Respond Plus
- ▶ Auto-Tagging
- ▶ Redaction Assistant
- ▶ Axon View & Capture
- ▶ Citizen for Officer (1:1)
- ▶ Performance
- ▶ Axon 3rd Party Viewer
- ▶ Axon Investigate

CEW COMPONENTS

- ▶ 255 Taser 10
- ▶ Taser Signal Activation
- ▶ Taser Cartridges & Batteries
- ▶ CEW Training Supplies
- ▶ CEW Vouchers (Instructor and MIS School)
- ▶ CEW Rechargeable Batteries and Dock & Walk Bays

TASER 10

In line with its focus to provide safer, more reliable tools that can stop threats, Axon has an ongoing commitment to continually improve its [TASER energy weapons](#). In 2020, the company accelerated investments in advancing less-lethal technology to better serve public safety and communities. TASER 10 represents a giant leap in innovation, with several step-function improvements compared to previous versions.

Key new advancements include:

- **New de-escalation features**, including a 1,000-lumen pulsing light, loud audible alerts and LASER painting to warn a subject to comply before having to deploy probes.
- A longer range of up to **45 feet**, compared with only 25 feet previously, creating more time and space for decision-making and reducing risk for everyone involved.
- The ability to deploy up to **10 probes** compared with four probes previously, which only provided one or two opportunities to be effective. The device also has a differing tone when a good connection is made, alerting the officer.
- **Individually targeted probes** enabling the user to create their own spread, compared with the previous need to deploy two probes simultaneously at a predefined angle. This drastically improves accuracy and effectiveness, expanding the scenarios in which it can be used.

"As technology leaders in public safety, we have a responsibility to identify every possible way we can give officers better tools to reduce officer-involved shootings," said Axon CEO Rick Smith, who founded the company 30 years ago with a mission to leverage technology to protect life and obsolete the bullet. "We have worked tirelessly to develop TASER 10 because we know that public safety needs better ways to stop imminent threats and protect their communities and themselves without lethal force. TASER 10 ushers in the potential for a less-lethal future, and we are confident it will be a key factor in helping to cut gun-related deaths between police and the public by 50% in the next 10 years."

THE MOST RELIABLE ENERGY WEAPON TO DATE

Today, we know that ineffective TASER deployments can result in an escalation to lethal force and that over 80% of officer-involved shootings occur within a 40-foot range. TASER 10 provides almost double the range of our previous energy weapons, with a maximum distance to reach a subject of 45 feet (13.7 meters), providing more time and space to de-escalate and resolve conflicts.

The TASER 10 provides more opportunities than other less-lethal options to immediately stop a threat without needing to reload. The TASER 10 is a two-probe-connect energy weapon. The first trigger pull discharges a single probe without electrical output and the second trigger pull discharges a second probe to create [neuromuscular incapacitation](#) (NMI). The device provides

additional opportunities to obtain effective NMI, with the subsequent trigger pulls if the previous probes did not have proper attainment.

Leveraging smart technology, TASER 10 avoids delivering more charge than necessary. Regardless of how many probes make a connection, the device will only deliver current to the best four connections. Additionally, the TASER 10 has a reduced voltage of approximately 1,000 volts, compared with the previous 50,000 volts with the TASER 7.

MORE THAN JUST AN ENERGY WEAPON

TASER 10's additional capabilities make it more than just an energy weapon. It integrates with the Axon suite of products including:

- [Axon Evidence](#), which allows agencies to manage pulse graphs, weapons activity, event logs and firing logs in the same cloud-hosted software system where they can store body camera video and other digital evidence.
- [The Axon Network](#), which seamlessly connects TASER 10 to Axon body-worn cameras and in-car cameras, as well as the Axon Respond real-time operations platform and the Axon Records productivity software suite. These additional capabilities ensure that agencies never miss a critical moment on their cameras and increase visibility to surface insights for continuous improvement. This supports greater transparency and accountability and informs policy for the future. The Axon network also helps officers save time on writing reports so they can spend more time protecting their communities.
- Smart holster technology. TASER 10 has an onboard sensor that pairs with certified holsters, allowing the TASER 10 to detect when it has been removed from a holster. TASER 10 logs the de-holstering event and emits a wireless signal to alert local body cameras to begin recording.

TASER 10 EVALUATION AND SAFETY

As with all previous TASER energy weapons, Axon performed multi-phase testing of the TASER 10 to ensure the weapon meets expectations for both safety and effectiveness. This included independent cardiac safety testing conducted at The Johns Hopkins University School of Medicine, as well as physiologic and metabolic testing, and probe wound profile testing conducted under the direction of Axon's medical director and Science and Medical Advisory Board (SMAB). All tests confirmed that the TASER 10 has a safety profile comparable to or better than previous TASER energy weapons. Today, TASER energy weapons are the most studied use-of-force tool available to law enforcement. Learn more about the safety of TASER energy weapons [here](#).

Axon also worked with several public safety agencies to evaluate TASER 10 prior to launch. This enabled Axon to gather data and feedback directly from trusted partners and translate those findings to best practices for future use with agencies and forces around the world.

"As public servants, our goal is never to bring harm to anyone in a difficult situation," said Dennis Lemma, Sheriff at the Seminole County Sheriff's Office in Sanford, Fla., and a key agency in Axon's TASER 10 evaluation program. "The TASER 10 adds a new level of confidence for our deputies when intervention is required to ensure that they can de-escalate with accuracy and enhanced safety. I believe that the TASER 10 will play a key role in reducing situations where our deputies may otherwise have to resort to lethal options, and we believe that the TASER 10 will serve as a key tool to continue to keep our communities safe."

THE NEXT GIANT LEAP TO PROTECT LIFE

During the design phase of the TASER 10, Axon worked directly with law enforcement, community members and Axon's [Ethics and Equity Advisory Council](#) (EEAC), to obtain feedback that informed these new capabilities, taking ideas from real-life experiences into development.

"The key is to find common ground for both community members and public servants. It's not enough to be safe, we also need people to feel safe in their communities and where they serve. This is why we enlisted feedback from both the community and public safety in the design of the TASER 10," said Regina Holloway, Vice President of Global Strategic Community Impact at Axon. "The result is an energy weapon that can provide up to 10 opportunities to protect a life. At the end of the day, we know that community members and officers want to make it home safe. By improving the effectiveness of TASER technology, we can help make sure that happens."

TASER 10 is a giant leap toward Axon's collective moonshot effort to cut gun-related deaths between police and the public by 50% in 10 years. Axon recognizes that this is a joint effort that involves industry-leading partners, community members and advocates, law enforcement and government entities. The goal is to establish a three-pronged approach with a series of solutions and advancements across technology, training and building greater trust through data and insights that can inform progress and ultimately save lives. Through a shared commitment to research, dialogue, innovation and implementation, Axon, alongside its partners, believes all involved can develop responsible, evidence-based solutions to cut gun-related deaths — and ultimately become greater than the sum of our parts to achieve our moonshot goal.



IN CONCLUSION

Axon values the partnership with Clearwater PD and we look forward to continuing that relationship into the future. We thank you for your evaluation and engagement during this process and look forward to working together as the agency deploys these tools and solutions.

PROTECT LIFE



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 Albany Police Dept. with post-sales and post-deployment support. Whether that be troubleshooting assistance, technical support, consulting advice, or help with exchanging and returning equipment, our dedicated team is here for you. Through regular communication, our knowledgeable staff can offer Albany Police Dept. 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
- ▶ **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



CLEARWATER PD

Our goal is to provide Clearwater Police 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.

AXON PRODUCT OVERVIEWS

[AXON BODY 3 WITH AXON RESPOND FOR DEVICES+](#) – Unlock added value with Axon's connected camera, Axon Body 3, where advanced imaging and audio meet real-time awareness. Additionally, OSP 7+ Premium users benefit from an Axon Respond for Devices+ license that enables real-time alerts, live maps, and access to livestreams from Axon Evidence and the Axon Aware mobile application.

[AXON SIGNAL SIDEARM](#) – Capture vital footage by adding a sensor to your holster that alerts your camera to start recording when a firearm is unholstered.

[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 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 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 CITIZEN ONE-TO-ONE](#) – Allows community members with pertinent evidence to make one-to-one submissions from the Axon Capture mobile application.

[AXON CAPTURE](#) – A mobile application built for your smartphone to easily record photo, audio, and video evidence without leaving the scene.

[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.

[AUTO-TAGGING](#) – Take information from your existing CAD/RMS to automatically add metadata to your videos housed in Axon Evidence.

[THIRD-PARTY VIDEO PLAYBACK](#) – By incorporating video conversion and playback tools in Axon Evidence, agencies can review, store, and organize video evidence from many sources.

