**RFP # 100-21-66665 BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| Axon’s body-worn and in-car cameras are designed to work with one another, whether in the field or at the station. With Axon Signal technology, all of your cameras have the capability to sense specific triggers meant to activate a camera and initiate a recording. The following Signal technology offers various activation methods, that include:   * THE AXON SIGNAL UNIT (ASU) – ASU is installed in a vehicle and activates Axon cameras in response to vehicle triggers like light bar/siren, door, vehicle speed, acceleration, crash, and weapon rack activation. * SIGNAL PERFORMANCE POWER MAGAZINE (SPPM) – SPPM is a TASER energy weapon battery accessory that activates Axon cameras when your TASER energy weapon is armed, the trigger is pulled, or the arc is engaged. * AXON SIGNAL SIDEARM – Signal Sidearm is an easy-to-install smart sensor that attaches to the outside of the majority of sidearm holsters. Axon cameras within range can detect the removal of a sidearm from its holster and trigger nearby Axon cameras to begin recording.   Additionally, Axon in-car and body-worn cameras can integrate through the use of our MDT application and Axon Evidence. To optimize user functionality and utilize software-driven features to minimize the costs and constraints of excessive hardware components, ISP can use:   * Axon Fleet dashboard application to watch live video from your body-worn cameras * Axon Auto-Tagging to create retention schedules and tag digital evidence with vital information, that is then applied to Axon videos and imported and stored in Axon Evidence * Multicam Playback within Axon Evidence to play and review up to four videos—recorded by different cameras—at the same time   Axon Evidence is Axon’s secure, centralized digital evidence management system designed to organize, view, and share all types of digital evidence in one single place. With easy-to-use search features and dynamic playback capabilities, ISP can find and review the vital pieces of evidence needed to build a case or review an officer’s performance, which can then be shared internally or with external prosecuting partners or agencies.  Built-in tools such as automated redaction and Axon Performance’s metrics review dashboards can help speed up workflows, improve policy compliance, and protect privacy, which can all lead to lessening your agency’s administrative burden.  Robust evidence, device, and user audit trails help protect chain of custody within the system, while our advanced report generation allows administrators to review your agency’s utilization of Axon Evidence features.  Within Axon Evidence, access to stored information is governed by agency-defined access control settings and configurations. Administrators will create roles for different users that dictate levels of access. Each Axon Evidence user will then be assigned one of these roles, which determine if they do or do not have access to particular DEMS features and functions. Agencies can also leverage the system to create cases and groups to control evidence access lists and improve sharing workflows.  Additionally, Axon Evidence provides many security features to secure digital evidence, including password complexity requirements, failed login limits, and enforced timeout settings. Multi-factor authentication options are also available to allow a user to access the system without the need for an administrator’s approval.  **EXPERIENCE PROVIDING REQUESTED SOLUTIONS**  Since 2012, Axon has developed and manufactured multiple generations of body-worn cameras—including Axon Flex 2, Axon Body 2, and Axon Body 3—and delivered approximately 492,000 devices to law enforcement worldwide. During this time, our engineers and product managers have expanded our product lines to include first-person point of view cameras designed to imitate the human eye, as well as devices equipped with real-time awareness capabilities such as access to livestreams and real-time officer location and alerts.  To date, the largest purchase of body-worn cameras was made by the London Metropolitan Police Service in London, UK in the amount of approximately 22,000 devices. In the U.S., the largest purchase of body-worn cameras was made by the Los Angeles Police Department in the amount of approximately 7,500 devices. Axon is responsible for the manufacturing and fulfillment of these orders, including ongoing support for each body-worn camera program after delivery and throughout the life of contracts.  Axon Fleet solution was released in 2016 and leverages a platform of law enforcement technologies that has been operating at scale since 2007. The same team that developed the industry-leading Axon body-worn camera and Axon Evidence digital evidence management solution created an in-car system to meet the needs of modern-day policing. Currently, more than 500 agencies have deployed the Axon Fleet solution.  The Axon platform of connected video recording, cloud, and mobile technologies is built around Axon Evidence, a scalable, cloud-based system that centralizes all types of digital files. Axon Evidence has been operating at scale since 2009. |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| The Secretary of State of Delaware issued a certificate for Axon Enterprise, Inc., whose Corporation Number is 3337819. Our headquarters is located in Scottsdale, AZ.  Axon Enterprise, Inc. (Axon) is not a subsidiary of another firm or company; Axon is the direct or indirect parent company of the following entities:   * Axon Enterprise Holding Company, LLC, organized in the United States * Vievu, LLC, organized in the United States * Dextro, Inc., organized in the United States * Familiar Inc., organized in the United States * Mediasolv Solutions Corporation, organized in the United States * Axon Public Safety B.V., organized in the Netherlands * TASER Holland B.V., organized in the Netherlands * Axon Public Safety Canada, organized in Canada * Axon Public Safety U.K. Limited, organized in the United Kingdom * Axon Public Safety Australia Pty Ltd., organized in Australia * Axon Public Safety Germany SE, organized in Germany * Axon Public Safety Southeast Asia LLC, organized in Vietnam * Axon Public Safety Finland Oy, organized in Finland * Axon Publicsafety India Private Limited, organized in India * Axon Public Safety Hong Kong Limited, organized in Hong Kong * Axon Enterprise Italia S.r.l., organized in Italy   **PRODUCT DIVISIONS**  Axon's operations comprise two reportable segments:  1) TASER: Axon is the market leader in the development, manufacture and sale of conducted energy weapons (CEWs), also known as conducted energy devices (CEDs), which we sell under our brand name, TASER. Research has shown that the TASER device is the most effective less than lethal force option, with the lowest likelihood of injury to officers and assailants. Since our inception in 1993, the TASER has been adopted by a majority of U.S. police departments and is used daily to help keep communities safe.  2) Software and Sensors: Axon is the market leader in on-officer body (Axon Body and Flex) and in-car (Axon Fleet) cameras as well as cloud-based digital evidence management software (Evidence.com). We develop, manufacture and sell fully integrated hardware and cloud-based software solutions that enable law enforcement to capture, securely store, manage, share and analyze video and other digital evidence.  Our marketing division is responsible for all product segments. As of December 31, 2019, 265 employees work in sales, marketing, communications and training departments. Sales and marketing expenses were $28.9 million and $19.4 million for the years ended December 31, 2019 and 2018, respectively.  **ATTACHMENTS**   * Certificate of Authority - Attachment E1 * Axon Organizational Chart - Attachment E2 |

* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include: most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.

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| Axon is a publicly traded company (NASDAQ: AXON). Axon Enterprise, Inc. (Axon) is not a subsidiary of another firm or company. Axon is the direct or indirect parent company of the entities named above. Our DUNS number is 83-217-6382. Our financial reports (SEC filings, 10-K, etc.) for the two most recently completed fiscal years can be found at <https://investor.axon.com/financials/sec-filings>.  **ATTACHMENTS**   * Dunn & Bradstreet Business Report - Attachment E3 |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The particular areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| A statement indicating that the CEO and CFO, of Axon, have taken personal responsibility for the thoroughness and correctness of any/all financial information is included as an attachment.  Axon is a publicly traded company (NASDAQ: AXON). Our audited financial reports (SEC filings, 10-K, etc.) can be found at <https://investor.axon.com/financials/sec-filings>.  **ATTACHMENTS**   * Statement of Financial Responsibility – Attachment E7 * Corporate Audit Responsibility - Attachment E8 |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.5.

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| Axon agrees to provide the requested products and/or services subject to the terms and conditions set forth in the RFP including, but not limited to, the State’s mandatory contract clauses. A list of Axon’s requested exceptions to non-mandatory contract clauses and our Master Services and Purchasing Agreement are included as Attachment E9.  **Requested Exceptions**  Please find below Axon Enterprise, Inc.’s (Axon) exceptions to the above-referenced solicitation. Axon is open to further discussions regarding requested changes, and it reserves the right to negotiate the terms of the Terms and Conditions attached to the Solicitation.   1. **Addition of Axon’s Terms and Conditions.**   Axon respectfully requests that its Master Services and Purchasing Agreement be incorporated as an exhibit into the final contract award. Axon agrees to negotiate with the State on these terms and conditions. Axon’s Master Services and Purchasing Agreement is included in Attachment E9.   1. **Sample Contract, Section 11.**   Axon respectfully requests that this section be amended, in relevant part, as follows:  The State shall not be required to pay for work ~~found to be unsatisfactory~~, inconsistent with this Contract or performed in violation of any federal, state or local statute, ordinance, rule or regulation.   1. **Sample Contract, Section 13.**   Axon respectfully requests that this section be deleted, as it does not seem applicable to the products and services being offered.   1. **Sample Contract, Section 27, Technology Standards 04-01.**   Axon respectfully requests to clarify for the State that Axon would have the remote capability to access devices in order to push software updates. If docking stations are on a segregated subnet, which is suggested but not required by Axon, then Axon’s access would be delineated from the remainder of the State’s network.   1. **Sample Contract, Section 27, Technology Standards 99-02.**   Axon respectfully requests to clarify for the State that Axon currently utilizes the following Server OS: Windows Server 2019 and Centos 7. Additionally, Axon currently utilizes the following DMBS: Cassandra and SQL.   1. **Sample Contract, Section 35.**   Axon respectfully requests that this section be amended to reflect that Axon’s response to this RFP take precedence over the RFP, as it is more specific to our offering.  **ATTACHMENTS**   * Requested Exceptions & MSPA - Attachment E9 |

* + 1. **References** - Reference information is captured on ATTACHMENT H. Respondent should complete the reference information portion of the ATTACHMENT H which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of ATTACHMENT H should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) ATTACHMENT H’s from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. *The State prefers references from state or highway patrols and from municipalities/agencies that are similar in size to the Indiana State Police (ISP).* ATTACHMENT H should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov) or mailed to the address listed in section 1.8 of the RFP. Attachment H should be submitted by the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | New York State Police |
| Company Mailing Address | 1220 Washington Ave. |
| Company City, State, Zip | Albany, NY 12226 |
| Company Website Address | <https://troopers.ny.gov/> |
| Contact Person | George Nohai |
| Contact Title | Lieutenant Colonel |
| Company Telephone Number | 518.457.9455 |
| Company Fax Number | N/A |
| Contact E-mail | George.Nohai@troopers.ny.gov |
| Industry of Company | Law Enforcement |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Tennessee Highway Patrol |
| Company Mailing Address | 1150 Foster Ave. |
| Company City, State, Zip | Nashville, TN 37243 |
| Company Website Address | <https://www.tn.gov/safety/tennessee-highway-patrol.html> |
| Contact Person | Sarah Hurst |
| Contact Title | Sergeant |
| Company Telephone Number | 615.854.6814 |
| Company Fax Number | 615.253.2096 |
| Contact E-mail | Sarah.hurst@tn.gov |
| Industry of Company | Law Enforcement |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Fishers Police Department |
| Company Mailing Address | 4 Municipal Dr. |
| Company City, State, Zip | Fishers, IN 46038 |
| Company Website Address | <https://www.fishers.in.us/241/Fishers-Police-Department> |
| Contact Person | Darrin Emmons |
| Contact Title | Lieutenant |
| Company Telephone Number | 317.716.9777 |
| Company Fax Number | N/A |
| Contact E-mail | EmmonsD@fishers.in.gov |
| Industry of Company | Law Enforcement |
| **Customer 4 (ALTERNATE #1)** |  |
| Legal Name of Company or Governmental Entity | Louisville Police Department |
| Company Mailing Address | 633 W Jefferson St. |
| Company City, State, Zip | Louisville, KY 40202 |
| Company Website Address | <https://www.louisville-police.org/> |
| Contact Person | Dan Gillespie |
| Contact Title | Technology Program Manager |
| Company Telephone Number | 5025746825 |
| Company Fax Number | N/A |
| Contact E-mail | Daniel.gillespie@louisvilleky.gov |
| Industry of Company | Law Enforcement |
| **Customer 5 (ALTERNATE #2)** |  |
| Legal Name of Company or Governmental Entity | Cincinnati Police Department |
| Company Mailing Address | 310 Ezzard Charles Dr. |
| Company City, State, Zip | Cincinnati, OH 45214 |
| Company Website Address | <https://www.cincinnati-oh.gov/police/contact-us/> |
| Contact Person | Ryan Smith |
| Contact Title | Sergeant |
| Company Telephone Number | 513.263.8209 |
| Company Fax Number | N/A |
| Contact E-mail | Ryan.smith@cincinnati-oh.gov |
| Industry of Company | Law Enforcement |

**2.3.7 Registration to do Business -** Selected out-of-state Respondents providing the products and/or services required by this RFP must be registered to do business within the State by the Indiana Secretary of State and the Indiana Department of Administration, Procurement Division. The address contact information for this office may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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| Axon is an active Delaware corporation with its principal place of business in Scottsdale, Arizona. We have been providing services to law enforcement since 1993.   * Axon’s IN Department of Revenue (DOR) account number is 013680542 001. * Axon’s IN Secretary of State Business ID is 2010031700090. * Axon’s User ID for the Indiana Department of Administration, Procurement Division Supplier portal is EXS0000002350.   **ATTACHMENTS**   * Certified Copy of IN Business Registration – Attachment E4 |

* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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| Confirmed.  **ATTACHMENTS**   * Authorization and Delegation of Signature Authority – Attachment E5 |

* + 1. **Subcontractors -** The Respondent is responsible for the performance of any obligations that may result from this RFP and shall not be relieved by the non-performance of any subcontractor. Any Respondent’s proposal must identify all subcontractors and describe the contractual relationship between the Respondent and each subcontractor. Either a copy of the executed subcontract or a letter of agreement over the official signature of the firms involved must accompany each proposal.  
         
       Any subcontracts entered into by the Respondent must be in compliance with all State statutes, and will be subject to the provisions thereof. For each portion of the proposed products and services to be provided by a subcontractor, the technical proposal must include the identification of the functions to be provided by the subcontractor and the subcontractor’s related qualifications and experience. The combined qualifications and experience of the Respondent and any or all subcontractors will be considered in the State’s evaluation. The Respondent must furnish information to the State as to the amount of the subcontract, the qualifications of the subcontractor for guaranteeing performance, and any other data that may be required by the State. All subcontracts held by the Respondent must be made available upon request for inspection and examination by appropriate State officials, and such relationships must meet with the approval of the State.  
         
       The Respondent must list any subcontractor’s name, address, and the state in which formed that are proposed to be used in providing the required products and/or services. The subcontractor’s responsibilities under the proposal, anticipated dollar amount for subcontract, form of organization, and an indication from the subcontractor of a willingness to carry out these responsibilities are to be included for each subcontractor. This assurance in no way relieves the Respondent of any responsibilities in responding to this RFP or in completing the commitments documented in the proposal. The Respondent must indicate which, if any, subcontractors qualify as a Minority Business Enterprises or Women’s Business Enterprises under IC 4-13-16.5-1. See Section 1.21 and Attachment A for Minority and Women’s Business Enterprises information. Please enter your response below and indicate if any attachments are included.

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| Axon will utilize the following subcontractors if awarded the contract.  **RCR Technology** is an MBE firm thatprovides procurement Services and Field Deployment Services (Certified Network Engineers). For the purpose of this RFP, they will provide routers for the solution.  RCR Technology (an Indiana company)  Johnathon Wynn  251 N. Illinois St.  Suite 1150  Indianapolis, IN 46202  JWynn@rcrtechnology.com  (317) 624-9500  TAX ID: 35-2019249  **Chucks Construction Company LLC (DBA Javit Consulting)** is a IVOSB technology service and talent company delivering successful projects enabling our government to operate at its highest level. Javit Consulting will assist in the training needs of this engagement.  **Javit Consulting** (an Indiana company)  Matt Javit, Vice President  7961 Thornberry Ct.  Avon, IN 46123-8093  matt@javit.com  ( 317 ) 658-0834  **Certified Fraud & Forensic Investigations** is a WBE firm that will provide camera installation service and consultation on this project.  Certified Fraud & Forensic Investigations (an Indiana company)  Jennifer Hathaway, President  10115 Indian Lake Boulevard North, Suite #88  Indianapolis, IN 46236  Jennifer@CFFIcorp.com  (317) 313-7948  **ATTACHMENTS**   * Attachment A - MWBE RFP Subcontractor Commitment Form * Attachment A1 - IVOSB Subcontractor Commitment Form |

* + 1. **RESERVED**
    2. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Axon Enterprise, Inc. |
| Contact Name | Julia Leibelshon |
| Contact Title | Senior Proposal Analyst |
| Contact E-mail Address | [jleibelshon@axon.com](mailto:jleibelshon@axon.com) |
| Company Mailing Address | 17800 N. 85th Street |
| Company City, State, Zip | Scottsdale, AZ 85255 |
| Company Telephone Number | 480-584-7733 |
| Company Fax Number | 480-991-0791 |
| Company Website Address | [www.axon.com](http://www.axon.com) |
| Federal Tax Identification Number (FTIN) | 86-0741227 |
| Number of Employees (company) | 1,633 as of January 20, 2021 |
| Years of Experience | 27 (since 1993) |
| Number of U.S. Offices | 3: Scottsdale, AZ (Headquarters), Seattle, WA and Charlotte, NC. |
| Year Indiana Office Established (if applicable) | Axon Enterprise, Inc. (Axon) is not a subsidiary of another firm or company. |
| Parent Company (if applicable) | Not applicable |
| Revenues ($MM, previous year) | 2019 - $530,860 MM |
| Revenues ($MM, 2 years prior) | 2018 - $420,068 MM |
| % Of Revenue from Indiana customers | 2019 – 1.220053%  2018 – 1.688224% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| Yes. Axon has implemented a comprehensive Business Continuity Plan to ensure ongoing operations of Axon operations and services in the event of adverse events. Included in the Plan are system resiliency and recovery plans for Axon Evidence for all global deployments. Axon Evidence was designed and is operated as a highly available cloud application. Multiple redundant components are used throughout the system architecture which allows for the application to attain high levels of reliability with expectation of unreliable components. Axon Evidence assumes failure of these unreliable components. This detail is covered in Axon Cloud Services Disaster Recovery Strategies and includes design and operational considerations to ensure operations in the presence of adverse events. The Disaster Recovery Strategies detail strategies against the loss or degradation of any redundantly virtualized component managed by Axon or services leveraged and inherited as part of Microsoft Azure's services.  In the event of a major disaster that results in a full loss of a Microsoft Azure region, Axon has created the Axon Evidence Information System Contingency Plan (ISCP). The ISCP focuses on the recovery of Axon Evidence to a secondary Microsoft Azure region. All data centers offer world-class security and system protection. All data centers employ backup power, climate control, alarms, and seismic bracing.  The application's highly resilient architecture and application delivery is supported by the Service Level Agreement established with Axon’s customer base.  The results of Axon’s last business continuity/disaster recovery tests were positive and resulting action items are managed as part of Axon's overall Business Continuity Program.  Axon’s last business continuity/disaster recovery test was conducted in March of 2020. The results were satisfactory and in-line with our Business Continuity objectives.  For security reasons, we don’t share the test results, however; we can share our Business Continuity Plan Overview. To do so, we will need the email addresses of the recipients to provide access.  Axon’s Business Continuity Plan and supporting recovery plans are ISO 27001 certified and are subject to an independent audit at least annually as part of Axon’s Trust and Compliance program.  **ATTACHMENTS**   * ISO 27001, 27018 Certificates – Attachment E6 |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| Axon Evidence has a dedicated Information Security team solely focused on keeping our digital evidence management solution secure and uncompromised. Our team remains vigilant in ensuring formal security practices are implemented and regularly assessed for continued effectiveness. These practices include but are not limited to access management, configuration management, vulnerability management, and security monitoring & response.  Axon Evidence offers numerous Data Security Management Functions. Axon meets and exceeds industry standards for the architecture and security of Axon Evidence. Axon has developed and operates secure software development lifecycle procedures (SDLC). Execution within the SDLC ensures security is evaluated at every phase of development and that quality measures are met.  Our information security certifications and compliances verify the measures Axon takes to ensure data security. We have achieved the following certifications for Axon Evidence:   * ISO/IEC 27001:2013 Certified - Information Security Management Standards * ISO/IEC 27018:2014 Certified - Code of Practice for Protecting Personal Data in the Cloud * CJIS Compliant * CALEA Standard 17.5.4 Compliant * AICPA SOC Type 2 Reporting * Cloud Security Alliance - CSA STAR Attestation (Level Two) * Cloud Security Alliance - CSA STAR Self-Assessment (Level One) * FedRAMP Joint Authorization Board (JAB) Provisional Authority to Operate (P-ATO) at the Moderate Impact Level (applicable only to the US Federal Region of Axon Evidence). Axon has achieved a FedRAMP Joint Authorization Board (JAB) Provisional Authority to Operate (P-ATO) at the Moderate Impact Level.   Axon Evidence uses strong encryption to protect evidence data in transit and at rest. CJIS-compliant cryptography has been implemented for Axon Evidence (FIPS 140-2 validated for data in transit and AES-256 of NSA's Suite B for data at rest).  **Data Protection**   * DATA IN TRANSIT – Evidence data is encrypted during transfer: SSL with RSA 2048 bit key, 256-bit ciphers, TLS 1.2, Perfect Forward Secrecy * DATA AT REST – Evidence data is encrypted in storage: 256-bit Advanced Encryption Standard (AES-256) |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| The priorities and challenges of law enforcement have been at the core of Axon’s mission, and our mission is simple: protect life. Founded in 1993, we first transformed law enforcement with our TASER conducted energy weapons (CEW). Today, we continue to define smarter policing with our growing suite of technology solutions. Axon has been providing body-worn cameras to law enforcement for approximately twelve years and we are committed to developing the latest technologies to make the world a safer place.  Axon creates connected technologies for truth in public safety. Building on a history of innovation in policing, our hardware and software solutions are designed specifically for law enforcement. Axon is not just a collection of individual technologies; it is a cohesive ecosystem. Every product works together, built by the same team of engineers and supported by the same technicians.  Axon is dedicated to making a difference through its advanced devices and digital evidence management system. Below you’ll find information on the usage, key features, and benefits of Axon’s technology in the law enforcement field.  Axon is dedicated to making a difference through its advanced devices and digital evidence management system. Below you’ll find information on the usage, key features, and benefits of Axon’s technology in the law enforcement field.  **AXON & AXON EVIDENCE USAGE**   * 7,500+ agencies worldwide in 59 countries * 52 members of the Major Cities Chiefs Association, representing the largest cities in the US and Canada, have deployed Axon cameras and Axon Evidence * 397,800+ cumulative users on the Axon network * 109+ petabytes of data on Axon Evidence * 610,000+ TASER CEWs in 41 countries * 10,000+ certified TASER instructors worldwide * 492,000+ body-worn cameras deployed   **SHAPING THE FUTURE BY STAYING INVOLVED**  As a member of some of the most prestigious associations across the country, Axon is dedicated to staying involved—and through our participation—we hope to continue building on our understanding of the issues you face while staying apprised of the conversations affecting the communities you serve. Axon is proud to be a part of the following associations.   * The Major County Sheriffs’ Association (MCSA) * The National Organization of Black Law Enforcement Executives (NOBLE) * The International Association of Chiefs of Police (IACP) * The FBI National Academy Associates (FBINAA)   **OUR EXPERIENCE ACROSS THE GLOBE**  Some of our largest body-worn camera and DEMS customers include:   * London Metropolitan Police Service, London UK * Victoria Police Service, Australia * Queensland Police Service, Australia * Western Australia Police, Australia * Northern Territory, Australia * Tasmania Police, Australia * Australian Capital Territory Police * Los Angeles, CA Police Department * Toronto Police Service, Canada * Charlotte-Mecklenburg, NC Police Department * Fort Worth, TX Police Department * Dallas, TX Police Department * San Diego, CA Police Department * Baltimore City, MD Police Department * Baltimore County, MD Police Department * Memphis, TN Police Department * Washington, DC Metropolitan Police Department * Denver, CO Police Department * Cincinnati, OH Police Department * Atlanta, GA Police Department |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| **BODY-WORN CAMERAS**  Since 2012, Axon has developed and manufactured multiple generations of body-worn cameras—including Axon Flex 2, Axon Body 2, and Axon Body 3—and delivered approximately 492,000 devices to law enforcement worldwide. During this time, our engineers and product managers have expanded our product lines to include first-person point of view cameras designed to imitate the human eye, as well as devices equipped with real-time awareness capabilities such as access to livestreams and real-time officer location and alerts.  To date, the three largest purchase of body-worn cameras were made by:   * London’s Metropolitan Police Service is one of the largest police forces in the world. It has around 31,000 officers, 1,400 Police Community Support Officers (PCSOs), and 2,600 volunteer officers in its Special Constabulary working across 620 square miles and protecting 7.2 million people. The Metropolitan Police Service is the largest Axon body-worn customer in the world, with 22,000 cameras deployed. * Victoria Police in Australia provides policing services to the Victorian community across 54 Police Service Areas, within 21 divisions and four regions, serving over 5.9 million people. Over 11,000 Victoria Police officers are currently utilizing Axon body-worn cameras. * The Los Angeles Police Department is the largest user of Axon body-worn camera technology in the United States, with over 7,500 cameras deployed. The LAPD is comprised of nearly 10,000 sworn officers, serving 468 square miles.   Axon is responsible for the manufacturing and fulfillment of these orders, including ongoing support for each body-worn camera program after delivery and throughout the life of contracts.  **IN-CAR CAMERAS**  Currently, more than 500 agencies have deployed the Axon Fleet in-car solution. Axon Fleet solution was released in 2016 and leverages a platform of law enforcement technologies that has been operating at scale since 2007. The same team that developed the industry-leading Axon body-worn camera and Axon Evidence digital evidence management solution created an in-car system to meet the needs of modern-day policing. Currently, more than 500 agencies have deployed the Axon Fleet solution.  Our largest Axon Fleet customers are:   * Fort Worth, TX - Deployed 550 vehicles offloading with WOS (Full deployment - 650), using integrated Axon body cameras and Axon Evidence. * South Carolina Department of Public Safety – Deployed 500 Axon Fleet systems, 500 body-worn cameras and Axon Evidence. * Maryland Department of State Police - Deployed 600 Axon Fleet 2 using Wi-Fi video offload to Axon Evidence. * Tennessee Highway Patrol - 700 Axon Fleet 2 systems deployed in three phases over five months. LTE video offload to Axon Evidence. * Austin TX Police Department - Deployed 135 Axon Fleet systems per year starting January 2020 through October 2029 – LTE offload to Axon Evidence. Deployment also includes Axon Body 3 with Axon Respond (livestreaming) and Auto Tagging (integration with CAD / RMS). |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Buy Indiana

Refer to Section 2.7 for additional information.

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| Axon is not claiming Buy Indiana status, as we do not qualify for any of the following:   * A business whose principal place of business is located in Indiana * A business that pays a majority of its payroll (in dollar volume) to residents of Indiana * A business that employs Indiana residents as a majority of its employees * A business that makes significant capital investments in Indiana * A business that has a substantial positive economic impact on Indiana |

* + 1. **RESERVED**