

March 4, 2021

Abigail Chittenden, Senior Account Manager

[Achittenden@idoa.IN.gov](mailto:Achittenden@idoa.IN.gov)

Indiana Department of Administration, Procurement Division

402 W. Washington St., Room W468

Indianapolis, Indiana 46204

Dear Ms. Chittenden,

Axon Enterprise, Inc. (Axon) acknowledges understanding of the general information in Section 1 and agrees with the requirements/conditions listed in Section 1.

Willingness to provide requested products and services

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 requested exceptions to non-mandatory contract clauses is included as an attachment.

Ability and Desire to Supply Products or Services

The Indiana State Police (ISP) knows the importance of providing your officers with the equipment and technology needed to help keep them safe and informed. Without access to an in-car and body-worn system built to communicate with one another, the risk of missing key events in the moment is heightened. ISP needs a solution designed to cover numerous vantage points and activate when purposeful action is taken.

That is why Axon Enterprise, Inc. (Axon) believes ISP should implement our Axon Body 3 and Axon Fleet in-car cameras, as well as our digital evidence management system (DEMS), Axon Evidence. By taking full advantage of our ecosystem, ISP can connect your people with the devices and applications designed to capture reliable evidence wherever it occurs, improve workflows, and save time, so your officers can spend theirs where it matters the most.

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.

By choosing Axon, ISP can have access to a comprehensive solution that offers:

* Body-worn and in-car cameras that work either as standalone devices or in conjunction with one another
* Seamless integration between multiple pieces of hardware and software
* An easy-to-use DEMS to manage, edit, review, and share collected data

Axon Body 3 - see truth in the moment

Axon Body 3 isn't just a camera: it's a rugged communications beacon front and center on every call. Featuring enhanced low-light performance, reduced motion blur, and an LTE connection that enables real-time features like live streaming, Axon Body 3 provides officers with more support in the moment. Advanced audio algorithms focus on the most important sounds for evidentiary purposes. The imaging and audio capabilities result in better video evidence, pure and simple.

AXON FLEET - IN-CAR DONE DIFFERENT

Axon Fleet leaves clunky, inefficient in-car video systems in the past. With easy installation, cloud-connected software, sleek hardware, and subscription pricing, ISP can save your officers time, and your agency valuable resources. With Axon Fleet, your vehicles can stay on the road where they belong, and users can offload footage anytime, anyplace.

Redesigned front and rear cameras, two-officer support, video recall, and integration with our MDT application, Axon View XL, give your officers access to a system developed to capture evidence from multiple vantage points, while working seamlessly to manage and store critical data and improve workflows.

A Smarter, Harder-Working DEMS

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

A secure axon network

For your officers to do their job with confidence, we need to ensure that the devices, software, and services we supply are reliable and secure. When we build new hardware or software, the focus isn’t just on functionality—we also make it a top priority your information is tightly guarded, thus giving you confidence in the integrity and security of the evidence you capture and store.

Joining forces Through axon’s ecosystem

We’ve long made the priorities of law enforcement our own, and your challenges ours to solve. We are dedicated to pushing the boundaries of technology and are committed to delivering on those efforts, to offer law enforcement the solutions needed to help make the world a safer place. By becoming a part of the Axon Ecosystem made up of connected devices and apps, ISP can better position itself to protect fellow officers and the communities you serve.

Axon has partnered with more than 7,500 agencies around the world to deliver innovative hardware and software solutions built for the public safety sector. With a dedicated research and development department and budget, we are focused on supporting our current technology and improving it for the future.

Contact INFORMATION

Should you have any questions about our products or services, please contact those listed below.

|  |  |  |
| --- | --- | --- |
| Proposal Contact | Sales / Pricing Contact | Legal Contact |
| Julia Leibelshon, Sr. Proposal Analyst  17800 N. 85th Street  Scottsdale, AZ 85255  (P) 480.584.7733  (F) 480.991.0791  [jleibelshon@axon.com](mailto:jleibelshon@axon.com) | Jeff Goolsby, National Sales Director  17800 N. 85th Street  Scottsdale, AZ 85255  (P) 480.861.0624  (F) 480.991.0791  [jgoolsby@axon.com](mailto:jgoolsby@axon.com) | Katie Wingate,  Associate Corporate Counsel  17800 N. 85th Street  Scottsdale, AZ 85255  (P) 480.208.0499  (F) 480.991.0791  [kwingate@axon.com](mailto:kwingate@axon.com) |

Sincerely,



Robert Driscoll

VP, Associate General Counsel and Assistant Corporate Secretary