**Instructions**

Please supply requested information in the blue-shaded areas and indicate any attachments that have been included. Where appropriate, supporting documentation may be referenced by specific page and/or paragraph number(s).

**If any of this response contains confidential information, as defined by IC 5-14-3, provide a separate redacted (for public release) version of this document. Specify which statutory exception of APRA applies and provide a description explaining the manner in which the statutory exception to the APRA applies.**

**Respondent Name: Axon Enterprise, Inc**

**Attachment D – Cost Proposal**

* Was the Pro+ license cost included anywhere in the Cost Proposal? If not, please update the cost proposal to include pricing for 13 Pro+ licenses.

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| Pro+ license was not included in the original proposal. Axon will include 13 Pro+ licenses gratis as part of the updated proposal. |

* On the “BWC Solutions” tab, please update each solution to include 200 extra sidearm sensors.

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| Please see attached. |

* Why was the Fleet 2 proposed instead of the Fleet 3? What is the price difference? If the rear seat camera is removed from the package, could the Fleet 3 be proposed instead of the Fleet 2 at the same price? How soon will the Fleet 2 be obsolete?

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| Fleet 2 was initially proposed because of the tight timeline associated with Indiana State Police's RFP. Axon Fleet 3 will be released in July 2021. Axon will honor Axon Fleet 2 pricing on Axon Fleet 3 for Indiana State Police. If Indiana State Police made the decision to deploy Axon Fleet 3 in lieu of Axon Fleet 2, Axon would still commit to 90 day installation and deployment of body-worn cameras from award date. Axon Fleet 3 install and deployment would have its own 90 day deployment and install scheduled but with a delayed start. Axon is committed to developing an install and deployment schedule that works for Indiana State Police. Axon Fleet 2 will be supported for a minimum of 5 years after EOL, at this time there is no timeline for EOL Axon Fleet 2. |

**Attachment F – Technical Proposal**

* 2.4.2.2 (Basic Plan) – Please confirm that Tier 1 has 24x7 support.

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| Yes. |

* 2.4.2.2 (Basic Plan) – Is Tier 2 support also available 24x7 and is it in real time?

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| Yes. |

* Confirm that Axon will work with ISP to come up with a mutually agreed upon solution to mount and protect the router. Please confirm that Axon will incur the costs for the permanent mounting solution, whether it is fabricated or a pre-made tray/solution that is procured.

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| --- |
| Axon will work with Indiana State Police to come up with a mutually agreed upon solution to mount and protect the router. Axon will incur the costs for the permanent mounting solution, whether it is fabricated or a pre-made tray/solution that is procured. |

* What is the timeframe for creating and fabricating a permanent mounting solution for the router?

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| Axon has already researched possible solutions and identified a number of possible finished product candidates for Indiana State Police's application. Axon has a high degree of confidence that one of these finished product/premade solutions will meet Indiana State Police's standards. If a finished product/premade solution is agreed upon, Axon expects no disruption to the agreed upon install and deployment schedule of 90 days. If custom fabrication of a permanent mounting solution is required, it may require 30 days depending on agreed upon design, testing with Indiana State Police to ensure the solution is to the satisfaction of Indiana State Police, and fabrication of final product. Axon will also work with Cradlepoint to ensure that mounting solution does not impede the performance of the router. |

* Please confirm that the backseat camera can be moved and mounted to show the front passenger seat instead.

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| Confirmed. The backseat camera can be moved and mounted to show the front passenger seat instead. |

* Please confirm that all wiring will be supplied by Axon and is included in the pricing that was proposed.

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| Yes, all wiring is supplied by Axon and is included in the pricing included. |

* What number of installers is your company is willing to provide for this installation? Will they need to visit each district? Will there be one in the north, central, south, etc.?

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| Axon is committed to working with Indiana State Police to ensure adherence to the proposed timeline. The initial plan would be to deploy 6 teams of installers (installing 2-3 cars per day). If needed, Axon will deploy additional personnel to ensure adherence to agreed upon timeline. Axon personnel can be deployed in one central location or throughout the state. |

* Pleases confirm that there is already a Caliber API that is included in the pricing package.

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| Yes, Axon has already integrated with Caliber CAD system and this is included in the pricing package. |

* How many teams will Axon provide for vehicle installations? What positions will the teams be comprised of?

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| The initial plan would be to deploy 6 teams of installers (installing 2-3 cars per day). Teams are traditionally comprised of two individuals, one primary installer that is responsible for install of gear and ensuring that it works and is operational and interfacing with agency, one assistant that is responsible for un-boxing, assigning serial numbers, building vehicle in E.com and assisting the primary during install. If needed, Axon will deploy additional personnel to ensure adherence to agreed upon timeline. |

* What is the Fleet 2 license?

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| Each squad car needs an Axon Fleet 2 vehicle license; each user needs one Axon Fleet vehicle license and is included in the cost per vehicle, per month. The Axon Fleet 2 license includes the in-car camera hardware, unlimited storage for Fleet cameras and extended warranty for all hardware. |

* How would 5G technology affect the rollout of new devices? Can your company provide any assurances that you will use 4G LTE technology for the next year or two or longer?

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| The rollout and availability of 5G will not impede the rollout of new devices. Axon will continue to support 4G LTE since it will be more generally available in rural parts(low density) of Indiana while 5G becomes more available in urban areas(high density). It is the intention of Axon to support devices that support 4G and 5G to ensure the best possible experience for ISP. As part of this proposal Axon is offering the IBR-1700 with dual 4G LTE MC400 modems. As 5G becomes more readily available, at the direction of ISP the swappable MC400 modem could be upgraded with a 5G capable modem, thereby providing 4G and 5G availability in the same router. Until that time, Axon will continue to support 4G LTE. |

* Please confirm the State is the sole owner of the data and that at the end of the contract the State will not have to buy back our data.

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| Yes. All digital evidence stored on Axon Evidence is owned by Indiana State Police. Contracts are constructed to ensure that you retain all ownership of your data. Axon is a Data Processor of the agency content. The agency controls and owns all right, title, and interest in and to the agency content and Axon obtains no rights to the agency’s content. The agnecy is solely responsible for the uploading, sharing, withdrawal, management and deletion of the agency content. |

* Confirm that the body camera comes with two (2) SIM cards and the router comes with two (2) SIM cards. Please confirm that Axon will hold the carrier agreements for all SIM cards and that the State will not have to get their own carrier agreements.

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| The Axon Body 3 camera ships from Axon with an embedded a dual sim-modem with both AT&T FirstNet (Band 14) and Verizon Public Safety Core (Band 13). The CradlePoint IBR-1700 is a dual-modem router that will be supplied with both AT&T FirstNet and Verizon Public Safety Core SIMs. Axon's response includes holding the carrier contracts for the Axon Body 3 camera, it does not currently include holding the carrier agreements for the Cradlepoint IBR-1700. If Indiana State Police deems it necessary, Axon will hold the carrier agreement for the Cradlepoint IBR-1700. This would require a revised proposal to include the carrier fees. |