

**VILLAGE OF VERNON HILLS**

**ORDINANCE NO. 2018-111**

**AN ORDINANCE AUTHORIZING APPROVAL TO WAIVE THE COMPETITIVE BIDDING PROCESS FOR THE PURCHASE OF THE FLEET 2.0 IN-CAR CAMERA SYSTEM FOR POLICE DEPARTMENT PATROL VEHICLES AND EXECUTION OF A FIVE YEAR AGREEMENT AND EXPENDITURE WITH AXON ENTERPRISE, INC. IN AN AMOUNT NOT TO EXCEED \$128,513.64**

**WHEREAS**, the Village of Vernon Hills, County of Lake, State of Illinois (*"the Village"*) is a duly organized and existing municipality and unit of local government created under the provisions of the laws of the State of Illinois, and is operating under the provisions of the Illinois Municipal Code; and

**WHEREAS**, The Village operates the Vernon Hills Police Department which provides policing services to the Village and utilizes patrol vehicles for such services; and

**WHEREAS**, the need for an in-car camera system for said patrol vehicles has been established; and

**WHEREAS**, due to the product being tested and installed in other Lake County police departments and adopted by the Lake County State's Attorney's Office to streamline the transfer of records, staff recommends waiving the competitive bidding process and contracting with AXON Enterprise, Inc. to deliver, install, and maintain the FLEET 2.0 in-car camera system for a total expenditure of \$128,513.64 over 5 years, with the Fiscal Year 2019 payment not to exceed \$27,905.64; and

**WHEREAS**, expenditures over \$25,000 require Board of Trustees approval.

**NOW THEREFORE BE IT ORDAINED BY THE PRESIDENT AND BOARD OF TRUSTEES OF THE VILLAGE OF VERNON HILLS, LAKE COUNTY, ILLINOIS, AS FOLLOWS:**

**SECTION 1: EXECUTION OF AGREEMENT:** The Village Manager is hereby authorized to execute all required documents to purchase the FLEET 2.0 in-car camera system and contract with AXON Enterprise, Inc. for an amount not to exceed \$128,513.64 with a Fiscal Year 2019 payment of \$27,905.64.

**SECTION 2: AUTHORIZATION & RELEASE OF PAYMENT:** The Finance Department is hereby authorized to make payment to Axon Enterprise, Inc. in an amount not to exceed \$27,905.64 in Fiscal Year 2019 for the year-one payment.

**SECTION 3: EFFECTIVE DATE:** This Ordinance shall be in full force and effect from its passage and approval.

**SECTION 4: ORDINANCE NUMBER:** This Ordinance shall be known as Ordinance Number 2018-111.

Dated the 19<sup>th</sup> day of June 2018

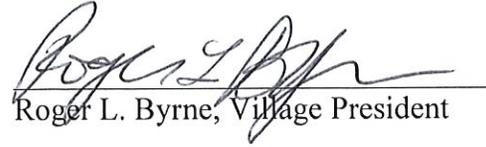
*[SIGNATURE PAGE FOLLOWS]*

Adopted by roll call vote as follows:

AYES: 5- Hebda, Schultz, Marquardt, Oppenheim, Koch

NAYS: 0 - None

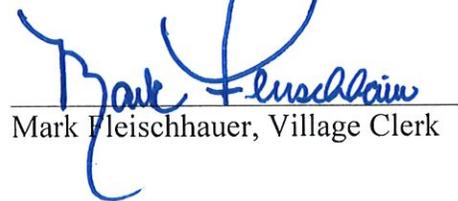
ABSENT AND NOT VOTING: 1 - Takaoka

  
\_\_\_\_\_  
Roger L. Byrne, Village President

PASSED: June 19, 2018

APPROVED: June 19, 2018

ATTEST: June 20, 2018

  
\_\_\_\_\_  
Mark Fleischhauer, Village Clerk

VILLAGE OF VERNON HILLS

ORDINANCE NO. 2018-111

AN ORDINANCE AUTHORIZING APPROVAL TO WAIVE THE COMPETITIVE BIDDING  
PROCESS FOR THE PURCHASE OF THE FLEET 2.0 IN-CAR CAMERA SYSTEM FOR  
POLICE DEPARTMENT PATROL VEHICLES AND EXECUTION OF A FIVE YEAR  
AGREEMENT AND EXPENDITURE WITH AXON ENTERPRISE, INC. IN AN AMOUNT  
NOT TO EXCEED \$128,513.64

THE 19th DAY OF JUNE 2018

Published in pamphlet form by the Authority of the  
President and Board of Trustees of the Village of  
Vernon Hills, Lake County, Illinois, this  
19th Day of June 2018



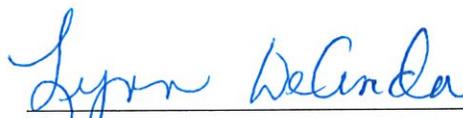
AFFIDAVIT OF SERVICE

STATE OF ILLINOIS     )  
  )  
COUNTY OF LAKE        )

I, MARK FLEISCHHAUER, BEING FIRST DULY APPOINTED, DEPOSES AND SAYS ON OATH THAT AS VILLAGE CLERK OF THE VILLAGE OF VERNON HILLS, HE DID CAUSE THE FOREGOING CERTIFICATE ORDINANCE NO. 2018-111 - AN ORDINANCE AUTHORIZING APPROVAL TO WAIVE THE COMPETITIVE BIDDING PROCESS FOR THE PURCHASE OF THE FLEET 2.0 IN-CAR CAMERA SYSTEM FOR POLICE DEPARTMENT PATROL VEHICLES AND EXECUTION OF A FIVE YEAR AGREEMENT AND EXPENDITURE WITH AXON ENTERPRISE, INC. IN AN AMOUNT NOT TO EXCEED \$128,513.64 TO BE POSTED IN THE VILLAGE HALL AS REQUIRED BY LAW FROM JUNE 26, 2018 TO JULY 10, 2018.

  
\_\_\_\_\_  
Mark Fleischhauer  
Village Clerk

SUBSCRIBED AND SWORN TO BEFORE  
THIS 19th DAY OF JUNE 2018

  
\_\_\_\_\_  
Notary Public





# AXON

**Vernon Hills Police Dept. - IL**

**AXON SALES REPRESENTATIVE**

Chad Gappa  
(480) 502-6255  
cgappa@axon.com

**ISSUED**  
6/11/2018



**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 Phone: (800) 978-2737

**Q-167970-43262.783CG**

Issued: 06/11/2018

Quote Expiration: 06/22/2018

Account Number: 178765

Start Date: 07/15/2018

Payment Terms: Net 30

Delivery Method: Fedex - Ground

**SHIP TO**

Patrick Kreis  
 Vernon Hills Police Dept.  
 754 LAKEVIEW PKWY  
 Vernon Hills, IL 60061  
 US

**BILL TO**

Vernon Hills Police Dept.  
 754 LAKEVIEW PKWY  
 Vernon Hills, IL 60061  
 US

**SALES REPRESENTATIVE**

Chad Gappa  
 Phone: (480) 502-6255  
 Email: cgappa@axon.com  
 Fax: (480) 696-7643

**PRIMARY CONTACT**

Patrick Kreis  
 Phone: (847) 247-4880  
 Email: pkreis@vhills.org

**Year 1**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
89101	PROFESSIONAL EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	10	468.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	300	0.00	0.00	0.00
87101	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	33	180.00	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	330	0.00	0.00	0.00
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	9	1,548.00	0.00	0.00
<b>Hardware</b>					
74003	CAMERA SYSTEM, AXON FLEET	18	399.00	499.00	8,982.00
74025	MOUNT ASSEMBLY, AXON FLEET	18	0.00	259.49	4,670.82
70112	AXON SIGNAL UNIT	9	0.00	505.66	4,550.94
74024	BATTERY SYSTEM, AXON FLEET	18	0.00	505.66	9,101.88
74027	Axon Fleet Dongle	9	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	9	880.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	9	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	9	270.00	0.00	0.00
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	9	550.00	0.00	0.00
85736	5 YEAR FLEET TAP	18	0.00	0.00	0.00
<b>Other</b>					
No Custom Triggers	No Custom Triggers (Declined)	9	0.00	0.00	0.00

## Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Other (Continued)</b>					
Customer Provided Server	This is a placeholder item for the WOS bundles which allows reps to indicate that a customer is providing their own server hardware.	1	0.00	0.00	0.00
<b>Services</b>					
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)	9	1,200.00	0.00	0.00
<b>WiFi Offload</b>					
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	1	600.00	600.00	600.00
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	1	0.00	0.00	0.00
Subtotal					27,905.64
Estimated Shipping					0.00
Estimated Tax					0.00
Total					27,905.64

## Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	9	1,548.00	1,548.00	13,932.00
89201	PROFESSIONAL EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	10	468.00	468.00	4,680.00
85110	EVIDENCE.COM INCLUDED STORAGE	300	0.00	0.00	0.00
87201	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	33	180.00	180.00	5,940.00
85110	EVIDENCE.COM INCLUDED STORAGE	330	0.00	0.00	0.00
<b>WiFi Offload</b>					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	1	600.00	600.00	600.00
Subtotal					25,152.00
Estimated Tax					0.00
Total					25,152.00

## Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	9	1,548.00	1,548.00	13,932.00
89301	PROFESSIONAL EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	10	468.00	468.00	4,680.00

### Year 3 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages (Continued)</b>					
85110	EVIDENCE.COM INCLUDED STORAGE	300	0.00	0.00	0.00
87301	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	33	180.00	180.00	5,940.00
85110	EVIDENCE.COM INCLUDED STORAGE	330	0.00	0.00	0.00
<b>WiFi Offload</b>					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	1	600.00	600.00	600.00
Subtotal					25,152.00
Estimated Tax					0.00
Total					25,152.00

### Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	9	1,548.00	1,548.00	13,932.00
89401	PROFESSIONAL EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	10	468.00	468.00	4,680.00
85110	EVIDENCE.COM INCLUDED STORAGE	300	0.00	0.00	0.00
87401	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	33	180.00	180.00	5,940.00
85110	EVIDENCE.COM INCLUDED STORAGE	330	0.00	0.00	0.00
<b>WiFi Offload</b>					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	1	600.00	600.00	600.00
Subtotal					25,152.00
Estimated Tax					0.00
Total					25,152.00

### Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>Axon Plans &amp; Packages</b>					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	9	1,548.00	1,548.00	13,932.00
89501	PROFESSIONAL EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	10	468.00	468.00	4,680.00
85110	EVIDENCE.COM INCLUDED STORAGE	300	0.00	0.00	0.00
87501	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	33	180.00	180.00	5,940.00
85110	EVIDENCE.COM INCLUDED STORAGE	330	0.00	0.00	0.00

**Year 5 (Continued)**

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
<b>WiFi Offload</b>					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	1	600.00	600.00	600.00
				Subtotal	25,152.00
				Estimated Tax	0.00
				Total	25,152.00
<b>Grand Total</b>					<b>128,513.64</b>

## Discounts (USD)

Quote Expiration: 06/22/2018

List Amount	159,042.00
Discounts	30,528.36
<b>Total</b>	<b>128,513.64</b>

*\*Total excludes applicable taxes and shipping*

## Summary of Payments

Payment	Amount (USD)
Year 1	27,905.64
Year 2	25,152.00
Year 3	25,152.00
Year 4	25,152.00
Year 5	25,152.00
<b>Grand Total</b>	<b>128,513.64</b>

STATEMENT OF WORK & CONFIGURATION DOCUMENT

**Axon Fleet In-Car Recording Platform**

This document details a proposed system design

Agency Created For: Vernon Hills Police Dept. - IL

Quote: Q-167970-43262.783CG

Sold By:	Chad Gappa
Designed By:	Jake Borro
Installed By:	Axon
Target Install Date:	

# VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME	
Headquarters	Vernon Hills Police Dept. - IL	
<p><b>Total Configured Vehicles</b></p> <ul style="list-style-type: none"> <li>• 9 Total Vehicles with this Configuration</li> </ul> <p><b>Video Capture Sources</b></p> <ul style="list-style-type: none"> <li>• 18 Total Cameras Deployed</li> <li>• 1 Axon Signal Unit(s) Per Vehicle</li> </ul> <p><b>Mobile Data Terminal Per Vehicle</b></p> <ul style="list-style-type: none"> <li>• 1 Located In Each Vehicle</li> </ul> <p><b>Mobile Router Per Vehicle</b></p> <ul style="list-style-type: none"> <li>• 1 Cradlepoint IBR900 Series</li> </ul> <p><b>Offload Mechanism</b></p> <ul style="list-style-type: none"> <li>• Wi-Fi;Store &amp; Forward</li> </ul> <p><b>Evidence Management System</b></p> <ul style="list-style-type: none"> <li>• Evidence.com</li> </ul>		 Axon Camera  Signal Unit  In-Car Router  Battery Box

## SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

### Vehicle Hardware

Vehicle Hardware	2	Axon Fleet Cameras will be installed in each vehicle
	2	Axon Fleet Battery Boxes will be installed in each vehicle
	1	Axon Signal Units will be installed in each vehicle
	1	Cradlepoint IBR900 Series router will be installed in each vehicle
Axon Battery Boxes	Each battery box will provide power to its connected camera for up to 4 hours, to allow for video offload while the vehicle is in an off state.	
Signal Activation Methods	When triggered, the Axon Signal Vehicle (ASV) device will activate the recording mechanism for all configured Axon cameras within 30 feet of the vehicle.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal	
Mobile Data Terminal Requirements	<p><b>Operating System:</b> Windows 7 or Windows 10 - x32 or x64</p> <p><b>Hard Drive:</b> Must have 25GB+ of free disk space</p> <p><b>RAM/Memory:</b> Windows 7 - 4GB or greater   Windows 10 - 8GB or greater</p> <p><b>Ethernet Port:</b> The system requires the MDT to have one dedicated and available Ethernet port reserved for an Ethernet cable from router. The Ethernet port can be located on an electronic and stationary mobile docking station. If a docking station is used, it is the preferred location for the Ethernet port.</p> <p><b>Wi-Fi Card:</b> The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p><b>USB Ports:</b> If the computer is assigned to the officer and does not remain with the vehicle, then the number dongles ordered should equal the number of officers or the number of computers assigned. At least one dedicated and available USB 2.0 port for the Fleet USB dongle USB Port on MDT or Dock.</p>	

<b>Additional Considerations</b>	If the customer has a MiFi hotspot, embedded cellular, or USB 4G, then the customer must purchase a Cradlepoint router with an external antenna and Cradlecare. For agencies that use NetMotion Mobility, Axon traffic must be passed through; such that it does not use the Mobility VPN tunnel. Customer must provide IT and / or Admin resources at time of installation to ensure data routing if functional for Axon Fleet operation.	
<b>Hardware Provisioning</b>	Axon will provide the following router for all vehicles:	Cradlepoint IBR900 Series
	The customer will provide a MDT for each vehicle	

### In-Car Network Considerations

<b>Network Requirements</b>	Cradlepoint IBR900 Series will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.		
<b>Network Addressing</b>	<b>IP Addressing</b>		<b>Total IPs Required</b>
	Axon Fleet Cameras	18	36
	Mobile Data Terminal	9	
	Cradlepoint IBR900 Series	9	
<b>Hardware Provisioning</b>	Customer to provide all IP addressing and applicable network information		

### Network Consideration Agreement

<b>Network Consideration Agreement</b>	Customer acknowledges the minimum requirements for the network to support this Statement of Work.
	All Axon employees performing services under this SOW are CJIS certified.
	If the network provided by Customer does not meet the minimum requirements, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply. Additional fees would also apply if Axon is required to extend the installation time for reasons caused by the customer or the customer network accessibility.

### Professional Services & Training

<b>Project Management</b>	Axon will assign a Project Manager that will provide the expertise to execute a successful Fleet camera deployment and implementation. The Project Manager will have knowledge and experience with all phases of the project management lifecycle and with all application modules being implemented. He/she will work closely with the customer's project manager and project team members and will be responsible for completing the tasks required to meet all contract deliverables.
<b>Vehicle Installation</b>	Axon will be performing the installation of all Axon Fleet vehicle hardware. Installation services purchased from Axon include a "clip" and removal of existing in-car system hardware. This does not include "full removal" of existing wiring. A "full removal" of all existing hardware and wiring is subject to additional fees. Axon provides basic Fleet operation overview to the customer lead and/or Admin at the time of install.
<b>Custom Trigger Installation</b>	Axon Signal Units have multiple trigger configuration options. Any trigger configurations that include a door or magnetic door switch are considered "custom" and may be subject to additional fees.
<b>Training</b>	End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL. End-user go-live training and support is not included in the installation fee scope.

## WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 9 concurrent vehicles offloading at any given time.
	1 servers are required to facilitate the offload of in-car data to Evidence.com
	2 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Cradlepoint IBR900 Series will connect to the agency's wireless access point(s) and initiate the upload of recorded video content
Hardware Provisioning	Customer will provide all wireless access points for installation.
	Customer will provide all server(s) for this installation.

## Store & Forward Server Considerations

Hardware Provisioning	Customer will provide all wireless access points for installation.
	Customer will provide all server(s) for this installation.
	Customer will provide the data switch for this installation.
	Customer will provide the server rack for this installation.
	Customer will provide the KVM, monitor and mouse for this installation.
	Customer will provide the Uninterruptible Power Supply (UPS) for this installation.
	Servers will maintain a Sustained Disk Write Speed of Mbps.

## Network Considerations

Agency Provided Metrics	Camera Bitrate (see Comments)	7	Mbps	
	Shifts per Day	2	Shifts	
	Maximum Offline Time	1	Days	
	Hours Of video Recorded Per Shift	3	Hours	
	Number of Vehicles per Shift at Site	9	Vehicles	
	Max Concurrent Vehicles Offloading	9	Vehicles	
	Available Internet Upload Bandwidth	10	Mbps	
Variables	Vehicle Offload Time	60	Minutes	
	Wi-Fi Overhead	0	Percent	
	Network Protocol Overhead	10	Percent	
	Max Storage Utilization %	90	Percent	
Results	Data Size per Vehicle / Shift	9450	MB	
	Required Throughput Per Vehicle	21	Mbps	
	Minimum Wi-Fi Speed	21	Mbps	
	Total Data per Shift	83.06	GB	

## Network Considerations

Results	Total Data per Day	166.11	GB	
	Total Offload Bandwidth	189	Mbps	
	Total Storage	18457.03	GB	
	Required Sustained Network Bandwidth	205	Mbps	
	Sustained Disk Write Speed	24	Mbps	
	Min. Supportable Throughput to E.com	15.75	Mbps	
	E.com Throughput Difference	-5.75	Mbps	

## Notes

The 9 Fleet 2 Unlimited Package, 33 Basic and 10 Pro Evidence.com Licenses, Fleet installation, and Cradlepoint hardware/software delivered in year 1 are discounted 100% if this quote is executed prior to 6/22/18 and if the agreement is not executed on or before this date then the discount is removed.

Ship and invoice no later than 7/15/18. Everything must also be installed by 8/15/18.

Axon Fleet System Compatibility: Additional costs may be incurred by the customer related to installing or optimizing their wireless infrastructure in order to achieve the desired wireless download speeds, access point coverage, bandwidth or network stability. These costs are solely the responsibility of the customer.

## Axon's Sales Terms and Conditions

By signing this document, you certify that you have read and agree to the provisions set forth in this document and Axon's Master Services and Purchasing Agreement (MSPA), posted at <https://www.axon.com/legal/sales-terms-and-conditions>, as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. You represent that you are legally authorized to sign this Agreement on behalf of your entity. If you do not have this authority, please do not sign this document.

Signature:

Mark Fleischhauer

Date:

6/22/18

Name (Print):

MARK FLEISCHHAUER

Title:

VILLAGE MANAGER

PO# (Or write  
N/A):

N/A

Please sign and email to Chad Gappa at [cgappa@axon.com](mailto:cgappa@axon.com) or fax to (480) 696-7643

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store [buy.axon.com](http://buy.axon.com)

Quote: Q-167970-43262.783CG

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