



Town of Milford

POLICE DEPARTMENT

19 Garden Street
Milford, NH 03055
603-249-0630

Michael J. Viola
Chief of Police



To: Mark Bender
Thru: Chief Michael J. Viola
From: Captain Shawn Pelletier
Date: November 7, 2019
Reference: Body Camera Estimate Request

Mr. Bender,

This letter is a response on the recent request from Selectman Paul Dargie on an estimate to outfit the police department with body cameras. In speaking with the Hollis Police Chief he is pleased with the contract and service they receive from Axon Enterprise (Formerly Taser) with their body cameras and Axon is a company I work with currently for Taser equipment. Axon is also a reputable body camera company. Axon and other body camera companies typically do not provide estimates to police departments but rather provide cameras and equipment for a trial phase where then they will provide an estimate once an agreement for the trial is reached. Due to this, receiving or getting multiple estimates from other companies would be difficult. The Axon New Hampshire representative provided me with an estimate with the understanding we would contact Axon first if we decided to make a body camera system purchase. I asked them to provide me with an estimate on one of their best five year plans which includes warranties and replacement of equipment if they are damaged or if upgrades become available. Here is a layout of the estimate and service charges I received:

- The purchase of 27 body cameras (27 Officers get their own) \$13,473.00
- 6 Evidence.com docking stations. Evidence.com is a digital storage based company that would store and hold our videos. Each Bay holds 3 cameras \$ 4,485.00
- 6 docking stations replacement plan \$ 1,008.00
- Evidence.com Pro for 2 users (video redaction ability) \$ 936.00
- Evidence.com storage for 27 cameras (unlimited) \$ 7,776.00
- Replacement Plan for 27 cameras (full warranty) \$ 6,480.00
- Basic License for 25 cameras (Officers can view their own videos) \$ 4,500.00
- Axon starter program (on line training/ year one only) \$1,000.00
- Year one total payment (Promotional Discount -\$ 13,000) \$ 26,658.00

- Year two and the following three years payment annually \$20,700.00
- Total cost for a five year plan with shipping and handling is estimated at \$ 109,458.00

Please remember this is an estimate only and prices and terms are subject to change. If you have any further questions on body cameras, laws on the use of body cameras or pricing please let me know. Thank you for your time.

Captain Shawn Pelletier
Support Division
Milford Police Department
spelletier@milford.nh.gov
603-249-0630 X 358

		5 year warranty +Hardware Replacement		1year warranty		
	quantity	Included Feature	\$ Amount		Included Feature	\$ Amount
Body Cameras	27	Axon Body 2 cameras	\$ 13,473.00	27	Axon Body 2 cameras	\$ 13,473.00
	27	Body 2 Extended Warranty	Included			
	27	Body 2 Replacement Plan(T.A.PI)	6,480.00			
Docking Bays		6-Bay Docking Station (AB2 Flex2)	4,485.00	3	6-Bay Docking Station (AB2 Flex2)	4,485.00
		6-Bay Docking Station Two-Year Ext. Warranty	Included			
	18	Docking Station Replacement Plan (T.A.P.I)	1,008.00			
Licensing, Storage, & Software	2	Professional license	936.00	2	Professional License	\$ 936.00
	25	Basic license	\$ 4,500.00	25	Basic license	4,500.00
	27	Unlimited Storage	\$ 7,776.00	27	Unlimited Storage	\$ 7,776.00
Professional Services and Training	27	Axon Capture App	Included	27	Axon Capture App	Included
	2	Axon Citizen App (for Pro Users)	Included w/ Pro	2	Axon Citizen App (for Pro Users)	Included w/ Pro
	0	Professional Services (Day 1)	\$	0	Professional Services (Day 1)	\$
	0	Professional Services (Add'l Days)	\$	0	Professional Services (Add'l Days)	\$
	1	Online Training Class	\$ 1,000.00	1	Online Training Class	\$ 1,000.00
		Signal Device Installation	\$		Signal Device Installation	\$
		Promotional Discounts	\$ 13,000.00		Promotional Discounts	\$ 8,000.00
		Due in Year 1	\$ 26,658.00		Due in Year 1	\$ 24,170.00
		Due in Year 2	\$ 20,700.00		Due in Year 2	13,212.00
		Due in Year 3	\$ 20,700.00		Due in Year 3	13,212.00
		Due in Year 4	\$ 20,700.00		Due in Year 4	13,212.00
		Due in Year 5	\$ 20,700.00		Due in Year 5	13,212.00
		Total Over 5 Years	\$ 109,458.00		Total Over 5 Years	77,018.00
		This is a Non-Binding Estimate, Tax Not Included Estimate May Expire without Notice			***This is a Non-Binding Estimate, TIK Not Included*** Estimate May Expire without Notice	

This estimate is built under the assumption that all hardware, licenses, and services are offered as a package that can not be separated. The estimates

Warranty Information:

The hardware replacement option comes with a 5 year warranty and brand new camera refreshes at the 2.5 year mark and the 5 year mark. So in reality you will be getting **81 new Cameras** with the 5 year warranty quote provided. The reason we do this is because we know the lithium ion batteries on the cameras will degrade over time (just like your cell phone) and this will allow you to budget for new replacements without having to go back to council every 3 years and get more funding. The license subscriptions are designed to have budget certainty with the platform and enables your agency to not have to focus on purchasing, maintaining, and upgrading a server based system.

Warranty Information:

All the body worn cameras come with an inherit 1year, no questions asked warranty

5 Year Warranty + Hardware Replacement				1Year Warranty			
	quantity	Included Feature	\$ Amount		Included Feature	\$ Amount	
Body Cameras	27	Axon Body 2 cameras	\$ 13,473.00	27	Axon Body 2 cameras	\$ 13,473.00	
	27	Body 2 Extended Warranty	Included				
	27	Body 2 Battery Replacement Plan (1, 1, 1, 1, 1)	\$ 6,480.00				
Docking Bays	3	6-Bay Docking Station (AB2, Flex2)	\$ 4,485.00	3	6-Bay Docking Station (AB2, Flex2)	\$ 4,485.00	
	3	6-Bay Docking Station Two-Year Ext. Warranty	Included				
	18	Docking Station Replacement Plan (1, 1, 1, 1, 1)	\$ 1,008.00				
Licensing, Storage, & Software	2	Professional License	\$ 936.00	2	Professional License	\$ 936.00	
	25	Basic License	\$ 4,500.00	25	Basic License	\$ 4,500.00	
	11000	GB of Data	\$ 8,250.00	11000	GB of Data	\$ 8,250.00	
	27	Axon Capture App	Included	27	Axon Capture App	Included	
	2	Axon Citizen App (for Pro Users)	Included w/ Pro	2	Axon Citizen App (for Pro Users)	Included w/ Pro	
Professional Services and Training	0	Professional Services (Day 1)	\$	0	Professional Services (Day 1)	\$	
	0	Professional Services (Add'l Days)	\$	0	Professional Services (Add'l Days)	\$	
	1	Online Training Class	\$ 1,000.00	1	Online Training Class	\$ 1,000.00	
		Promotional Discounts	\$ 13,000.00		Promotional Discounts	\$ 8,500.00	
		Due in Year 1	\$ 27,132.00		Due in Year 1	\$ 24,144.00	
		Due in Year 2	\$ 21,174.00		Due in Year 2	\$ 13,686.00	
		Due in Year 3	\$ 21,174.00		Due in Year 3	\$ 13,686.00	
		Due in Year 4	\$ 21,174.00		Due in Year 4	\$ 13,686.00	
		Due in Year 5	\$ 21,174.00		Due in Year 5	\$ 13,686.00	
		Total Over 5 Years	\$ 111,828.00		Total Over 5 Years	\$ 78,888.00	
		This is a Non-Binding Estimate, Tax Not Included Estimate May Expire without Notice			***This is a Non-Binding Estimate, Tax Not Included*** Estimate May Expire without Notice		

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Warranty Information:

All the body worn cameras come with an inherent 1 year, no questions asked warranty