

TOWN OF EAST LYME
BOARD OF POLICE COMMISSIONERS
SPECIAL MEETING OF NOVEMBER 3, 2020

MINUTES

This meeting was held via Zoom online meeting services and was available for the public to view, listen and participate via videoconference and dial-in options.

MEMBERS PRESENT: Dan Price, Mark Powers, Joseph Perkins, Tony Buglione, Giancarlo D'Angelo, Lisa Pellegrini and Stephen Rebelowski.

ALSO IN ATTENDANCE: First Selectman Mark Nickerson, Police Chief Mike Finkelstein, Lieutenant Mike Macek and Lieutenant Dana Jezierski

Chairman Price called the meeting to order at 7:02 p.m.

Chief Finkelstein stated that they have met with three vendors; Panasonic, Watch Guard and Axon Enterprises, Inc., and have consulted with neighboring municipalities on their experiences. All three quotes are attached hereto. The current in-car system and equipment are Panasonic, but they have not really kept up with the most current technology. He stated that after extensive review, they are recommending the Axon system for the Town of East Lyme. He noted that all three products offer different capabilities, so the review of systems is not apples-to-apples. Other municipalities that are either currently using or transitioning into the Axon system are the Town of Groton, the City of Groton and New London; he noted that both of our Lieutenants have met with the Town of Groton police department and are in favor of the recommendation to use the Axon system. Chief Finkelstein stated that although the cost of the Axon system is higher than the other two systems, the Axon system includes an automatic 2-year replacement program, includes repairs and fixes to equipment, and also includes automatic upgrades as they become available over the 5-year contract period. The Axon system includes unlimited cloud storage, video redaction, and the ability to upload and save all applicable videos and documents to the case file; including cell block video, interview video, on-body and in-car camera footage. Chief stated that OPM is still offering a 30% reimbursement on the body camera equipment, but he noted that the last time he checked there was only about \$500K left in the OPM reimbursement fund and other municipalities are a step ahead of where we are so it's important to move forward as soon as we can. He noted that the total amount of the reimbursement should be around \$45,000 and is only eligible for reimbursement the first year on the ~\$150,000 for the body camera equipment; the remaining four years of the contract will have the storage fees and other installs spread out. The proposed payment schedule is ~\$151K the first year, and ~\$32K each year thereafter for a total of five years. The Watch Guard and Panasonic system quotes do not include installation and are both server-based; the Panasonic system requires a separate server for redaction capabilities. GPS is not included with the Axon system, but can be added for \$108 per year, per user; this equates to ~\$13,000 over the course of the five-year contract. Lt. Macek noted that for FOIA requests, the Axon system's use of evidence.com makes it compatible for such requests, whereas the Watch Guard and Panasonic systems are not able up to speed with that capability.

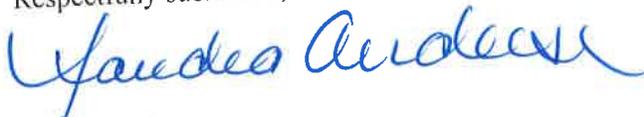
MOTION (1)

Mr. D'Angelo MOVED to accept Chief Finkelstein's recommendation and work with Axon Enterprise, Inc. for the purchase of body cameras and equipment for the East Lyme Police Department in the amount of \$279,549.32. Seconded by Mr. Buglione. Motion passed 7-0.

MOTION (2)

Mr. Perkins MOVED to adjourn the November 3, 2020, special meeting of the Police Commission at 7:40 p.m. Seconded by Mr. Buglione. Motion passed 7-0.

Respectfully submitted,



Sandra Anderson
Recording Secretary

FILED

Nov 9 2020 AT 3:35 AM (PM)


EAST LYME TOWN CLERK

5-YEAR QUOTE SUMMARY

East Lyme Police Department

Axon Enterprise, Inc.
17800 North 85th Street
Scottsdale, AZ 85255
Phone: 1-800-978-2737
10/29/2020

Main Contact:

Nick Horn
nhorn@axon.com
480-676-2870



East Lyme Police Department Quote Summary

Keeping your community safer and saving critical budget by bundling our products and services. This program provides your agency with next-generation devices and software, delivering seamless integration, budget predictability and automatic upgrades.

Hardware:

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 optional LTE connectivity.

- (4) 8 Bay Docking Stations for Charging and Evidence Offload
- (25) AB3 Cameras Delivered in Year 1
- Mounts for each user
- Full 5-year warranty on all Devices

Software:

Complete your case with a powerful case management experience, including bulk actions, access controls, and automated suggestions. And save time with efficiency tools like redaction assistant.

- (25) Unlimited Licenses for Officers (Unlimited Storage)
- Axon Capture for every officer (logging Video, Photo and Audio evidence through the axon portal and not on their phone)
- Automated Redaction AI Technology: The software will blur faces, license plates and MDT screens for you upon request. No additional hires needed to manage this
- Multi-Cam Playback (Body cameras and Dash cams communicate with one another and provide multiple points of view)
- Seamless file sharing with local DA through evidence.com (cloud-based evidence management system)

Warranties and equipment refresh:

East Lyme PD will have 25 AB3 Cameras with full warranty on TAP. They will receive a total of 75 cameras with refreshes on years 2.5 and 5.

- East Lyme Police Department will be covered for the entirety of their 5 year contract
- To ensure best possible battery life for your officers, we will refresh your cameras on years 2.5 and 5
- Should Axon come out with a new camera during the 5 year agreement, East Lyme will have cameras replaced by new model at no additional cost. Solution is a full warranty and future-proofed program.

Axon Professional Services:

Axon's Professional Services Help introduce our technologies to agencies with the right training and implementation support.

- Onsite Configuration of Evidence.com and all devices and docks
- System admin and end user training on site
- End user training & troubleshooting



East Lyme Police Department – Fleet 2 Summary

In-car systems haven't changed in decades. Until now. Featuring improved front and rear cameras, Axon Fleet 2 is a breakthrough video system that unlocks the power of Axon's network. Offload video anywhere. Watch up to four videos at once on Evidence.com. Axon Fleet 2 is upgraded continuously behind the scenes, so you'll always have the latest, greatest in-car tech connected to the Axon network of people, devices, and apps.

Hardware:

The Axon Fleet 2 is the next generation of Axon's in car cameras. The breakthrough video system unlocks the power of Axon's network using a variety of features

- (14) Fleet Cameras (front-facing)
- (14) Fleet Cameras (prison compartment-facing)
- (14) Cradlepoint in-car routers

Software:

Axon View XL is an application used to control and support Axon Fleet Cameras. It is designed for use with a mobile data terminal (MDT) or mobile digital computer (MDC) within a police vehicle.

- Axon View XL

Warranties and equipment refresh:

Automatic refresh units every 5 years. Minimizing the chance that an officer goes on duty without a camera, includes on-site spare units, as well as an extended warranty at no additional cost through the life of the agreement. not only protecting your agency today but ensuring it will stay protected in the future.

- Full 5-year Warranty on All Devices
- (14) Fleet Cameras Delivered at Year 5

Axon Professional Services:

- Professional Installation

****If department end contract with Axon, East Lyme Police Department will have access to all intellectual property and data collected on Evidence.com.**

- 17.3 Effect of Termination.** Upon termination of this Agreement, Agency rights immediately terminate. Agency remains responsible for all fees incurred before the effective date of termination. If Agency purchases Axon Devices for less than the manufacturer's suggested retail price ("MSRP") and this Agreement terminates before the end of the Term, Axon will invoice Agency the difference between the MSRP for Axon Devices received and amounts paid towards those Axon Devices. Only if terminating for non-appropriation, Agency may return Axon Devices to Axon within 30 days of termination. MSRP is the standalone price of the individual Axon Device at the time of sale. For bundled Axon Devices, MSRP is the standalone price of all individual components.

/ AXON BODY 3



LAW ENFORCEMENT'S #1 CAMERA, NOW WITH REAL-TIME TECHNOLOGY

Clearer Evidence | Real-Time Awareness | AI-Powered Workflows

Axon Body 3 isn't just a camera: it's a rugged communications beacon front-and-center on every call. Featuring our new Axon Aware technology and an LTE connection that enables real-time features like live maps of officer location, Body 3 empowers officers with more support in the moment. Coupled with enhanced low-light performance and reduced motion blur, that means clearer evidence in the now, more efficient AI-powered processes after the fact, and most importantly, safer communities in the long run.

FEATURES AND BENEFITS

IMPROVED VIDEO QUALITY

With video evidence, image quality is everything. Axon Body 3's reduced motion blur and improved low-light performance enable you to better see the truth at any moment.

MULTI-MIC AUDIO

Featuring multiple microphones, wind noise reduction and other advancements, Axon Body 3 lets you play back crystal-clear audio for a better sense of what happened at the scene.

HANDSFREE ACTIVATION & ALERTS*

Axon Body 3 can send real-time alerts, like when a weapon is deployed, allowing your agency to act fast during critical situations.

LIVE MAPS*

See officers' location when recording within Axon Evidence with GPS and Wi-Fi-positioning.

FEATURES AND BENEFITS CONTINUED

✓ LIVE STREAMING*

Axon Body 3 can stream audio and video to Axon Evidence (Evidence.com), so officers and command staff can pull up a real-time view and act with greater awareness.

✓ ON-DEVICE ENCRYPTION

Axon Body 3 features disk encryption.

✓ FULL-SHIFT BATTERY

Axon Body 3 will last for 12 hours, so you can depend on it for your entire shift. You can even recharge it while the camera is on.

✓ PRE-EVENT BUFFER

To help ensure key moments aren't missed, Axon Body 3 supports up to a two minute pre-event buffer with configurable audio.

✓ SLEEK & RUGGED DESIGN

The camera hardware strikes the perfect balance between a clean and super-strong design that can survive even the harshest conditions.

✓ EXPANDING CAPABILITIES*

In the future, take advantage of new features like critical evidence offload, configurable location reporting, voice communications, geo-fenced actions and more.

SPECIFICATIONS

VIDEO RESOLUTION: 1080, 720H, 720L, 480

VIDEO FORMAT: MPEG-4

BATTERY LIFE: 12 hours

STORAGE: 64 GB

PRE-EVENT BUFFER: Configurable up to 120 seconds

WHAT IS AXON AWARE TECHNOLOGY?

Picture this: An officer is in a foot chase away from her vehicle, alone. She's heading into unfamiliar terrain fast. Both the suspect and the officer have drawn a weapon. It's life or death.

Thankfully, command staff back at HQ are with her every step of the way. They are alerted to the escalating situation when she withdraws her firearm, and instantly pull up a live map of where to send backup. And with her camera already recording, they can view her livestream to see how the event is unfolding. Thankfully, the suspect is successfully apprehended, and everyone is unharmed. That's Axon Aware. With a combination of sensors, location services and an LTE connection, Aware brings new possibilities to keep officers safe.

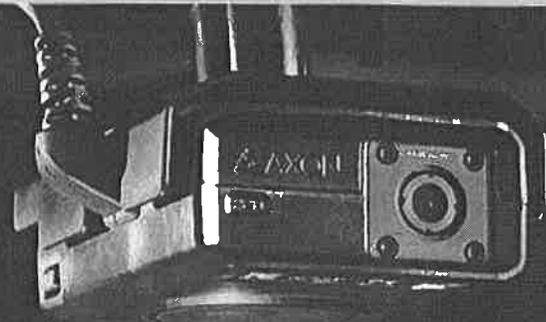
*Handsfree activation requires Axon Signal Integration. Alerts, Live maps and Live streaming require Axon Aware purchase and activation. LTE is a registered trademark of Institut Européen des Normes de Télécommunication.

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Axon Fleet 2

THE NEXT GENERATION OF IN-CAR HITS THE ROAD



TAKE YOUR VIDEO TO THE NEXT LEVEL

Offload Anywhere | Plug & Play Functionality | Multi-Cam Playback

In-car systems haven't changed in decades. Until now. Featuring improved front and rear cameras, Axon Fleet 2 is a breakthrough video system that unlocks the power of Axon's network. Offload video anywhere. Watch up to four videos at once on Evidence.com. Axon Fleet 2 is upgraded continuously behind the scenes, so you'll always have the latest, greatest in-car tech connected to the Axon network of people, devices, and apps.

FLEET 2 FEATURES AND BENEFITS

LICENSE PLATE READABILITY: Up to 4X digital zoom make license plates readable at up to 30 feet (9.1 meters).

WIRELESS MIC: Capture audio up to 1,000 feet (305 meters) away.

NIGHTTIME VISIBILITY: Capture what happens inside the car at night with Axon Fleet 2's infrared capability.

WIRELESS ACTIVATION: Compatible with Axon Signal, which reports events like when you open the car door or activate the light bar, so that your nearby cameras can detect them and start recording.

WIRELESS OFFLOAD: Offload video evidence anywhere using LTE or Wi-Fi.

PRE-EVENT BUFFER: Capture up to two minutes before an event.

MDT APP: Stream, tag and replay any camera's videos, plus write notes and upload footage, right from your MDT with Axon View XL.

MULTI-CAM PLAYBACK: Review up to four videos simultaneously before sharing footage on Evidence.com.

UNPRECEDENTED PRICE: Build an upgrade into your Axon Fleet program to ensure you have the latest tech.

CONTINUOUS UPGRADES: Full-featured solution that receives new capabilities via regular software upgrades.

LTE is a trademark of the European Telecommunications Standards Institute, and Wi-Fi is a trademark of the Wi-Fi Alliance.

This device has not been authorized as required by the rules of the Federal Communications Commission. This device is not, and may not be, offered for sale or lease, or sold or leased, until authorization is obtained.

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REV B



AXON Evidence for Public Defenders



A MORE SECURE AND EFFICIENT WAY TO MANAGE EVIDENCE

Axon Evidence for Public Defenders enables your office to maintain one centralized location to receive and manage digital evidence disclosures from prosecutors. This helps eliminate any need for DVDs and streamlines your disclosure workflow. Now you can also know your evidence is securely stored in Microsoft Azure's Government cloud, and that any activity is captured in audit trails to ensure chain of custody and evidence authenticity.

FEATURES AND BENEFITS

CENTRALIZED EVIDENCE MANAGEMENT: Maintain one centralized location for receiving and managing digital evidence disclosures from prosecutors on the Axon network.

COMPLETE CHAIN OF CUSTODY: All user actions are recorded in an audit trail to ensure chain of custody and evidence authenticity.

SECURE EVIDENCE STORAGE AND ACCESS: All evidence is stored securely in Microsoft Azure's Government cloud, and can be managed via robust access controls.

CUSTOMIZABLE SETTINGS: Set retention policies, and categorize and tag files for simplified evidence management.

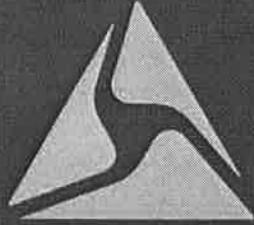
DIVERSE FILE TYPE SUPPORT: Get access to digital evidence ranging from body-worn camera video to images and audio clips.

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REVA





AXON

East Lyme Police Dept. - CT

AXON SALES REPRESENTATIVE

Nick Horn

nhorn@axon.com

ISSUED

10/30/2020

Q-273470-44134.756NH



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

Q-273470-44134.756NH

Issued: 10/30/2020

Quote Expiration: 12/01/2020

Account Number: 109977

Payment Terms: Net 90
 Delivery Method: Fedex - Ground

SHIP TO

Michael Finkelstein
 East Lyme Police Dept. - CT
 278 Main St.
 Niantic, CT 06357
 US

BILL TO

East Lyme Police Dept.,- CT
 P.O. BOX #519
 Niantic, CT 06357
 US

SALES REPRESENTATIVE

Nick Horn
 Phone:
 Email: nhorn@axon.com
 Fax:

PRIMARY CONTACT

Michael Finkelstein
 Phone: (860) 739-7007
 Email: mfinkelstein@eastlymepolice.com

Year 1 - AB3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	25	0.00	0.00	0.00
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	25	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	100	0.00	0.00	0.00
Hardware						
73202	AXON BODY 3 - NA10		25	699.00	699.00	17,475.00
74210	AXON BODY 3 - 8 BAY DOCK		4	1,495.00	112.62	450.48
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK		4	43.90	43.90	175.60
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		27	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		25	0.00	0.00	0.00
73202	AXON BODY 3 - NA10		2	699.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK		2	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		2	0.00	0.00	0.00
Other						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	25	1,068.00	5,340.00	133,500.00
73827	AB3 CAMERA TAP WARRANTY	60	25	0.00	0.00	0.00

Year 1 - AB3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73828	AB3 8 BAY DOCK TAP WARRANTY	60	4	0.00	0.00	0.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		4	0.00	0.00	0.00
					Subtotal	151,601.08
					Estimated Shipping	0.00
					Estimated Tax	0.00
					Total	151,601.08

Year 1 - Fleet 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	14	1,548.00	0.00	0.00
Hardware						
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		14	1,509.00	0.00	0.00
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		14	270.00	0.00	0.00
80214	FLEET EVIDENCE.COM UNLIMITED STORAGE	60	14	0.00	0.00	0.00
71088	AXON FLEET 2 KIT		14	0.00	0.00	0.00
87069	TECH ASSURANCE PLAN FLEET 2 KIT WARRANTY		14	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		14	0.00	0.00	0.00
Other						
87050	FLEET VIEW XL ACCESS LICENSE	60	14	0.00	0.00	0.00
No Custom Triggers	No Custom Triggers (Declined)		14	0.00	0.00	0.00
Services						
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		14	1,200.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	14	1,548.00	2,284.79	31,987.06

Year 2 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	25	1,068.00	0.00	0.00
					Subtotal	31,987.06
					Estimated Tax	0.00
					Total	31,987.06

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	14	1,548.00	2,284.79	31,987.06
Other						
73309	AXON CAMERA REFRESH ONE		25	0.00	0.00	0.00
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	25	1,068.00	0.00	0.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		4	0.00	0.00	0.00
					Subtotal	31,987.06
					Estimated Tax	0.00
					Total	31,987.06

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	14	1,548.00	2,284.79	31,987.06
Other						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	25	1,068.00	0.00	0.00
					Subtotal	31,987.06
					Estimated Tax	0.00
					Total	31,987.06

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80217	FLEET 2 UNLIMITED WITH TAP PAYMENT	12	14	1,548.00	2,284.79	31,987.06
Other						
73310	AXON CAMERA REFRESH TWO		25	0.00	0.00	0.00

Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73842	UNLIMITED EVIDENCE.COM TAP BUNDLE PAYMENT	12	25	1,068.00	0.00	0.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		4	0.00	0.00	0.00
73335	FLEET CAMERA REFRESH (ONE FRONT AND ONE REAR)		14	0.00	0.00	0.00
					Subtotal	31,987.06
					Estimated Tax	0.00
					Total	31,987.06
Grand Total						279,549.32

Discounts (USD)

Quote Expiration: 12/01/2020

List Amount	308,594.60
Discounts	29,045.28
Total	279,549.32

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - AB3	151,601.08
Year 1 - Fleet 2	0.00
Year 2	31,987.06
Year 3	31,987.06
Year 4	31,987.06
Year 5	31,987.06
Grand Total	279,549.32

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform

This document details a proposed system design

Agency Created For: East Lyme Police Dept. - CT

Quote: Q-273470-44134.756NH

Sold By:	Nick Horn
Designed By:	Ashlyn Frahm
Installed By:	Axon
Target Install Date:	

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	East Lyme Police Dept. - CT
Total Configured Vehicles <ul style="list-style-type: none"> • 14 Total Vehicles with this Configuration 	
Video Capture Sources <ul style="list-style-type: none"> • 28 Total Cameras Deployed • 1 Axon Signal Unit(s) Per Vehicle 	
Mobile Data Terminal Per Vehicle <ul style="list-style-type: none"> • 1 Located In Each Vehicle 	
Mobile Router Per Vehicle <ul style="list-style-type: none"> • 1 Cradlepoint IBR900-1200 	
Offload Mechanism <ul style="list-style-type: none"> • 4G LTE Cellular 	
Evidence Management System <ul style="list-style-type: none"> • Evidence.com 	
	 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 IBR900-1200 router will be installed in each vehicle
Axon Battery Boxes	The battery box provides power to its connected camera for up to 4 hours allowing for video offload while the vehicle ignition state is OFF and the MDT is connected and available.	
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 provided by the customer.	
Mobile Data Terminal Requirements	<p>Operating System: Windows 7 or Windows 10 - x32 or x64 with the most current service packs and updates</p> <p>Hard Drive: Must have 25GB+ of free disk space</p> <p>RAM/Memory: Windows 7 - 4GB or greater Windows 10 - 8GB or greater</p> <p>Ethernet Port: 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>Wi-Fi Card: The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p>USB Ports: 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>	

Additional Considerations	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.	
	In the event an Agency is unable to support the IT requirements associated with the installation, Axon reserves the right to charge the Agency for additional time associated with on-site work completed by an Axon Employee.	
Hardware Provisioning	Axon will provide the following router for all vehicles:	Cradlepoint IBR900-1200
	The customer will provide a MDT for each vehicle	

In-Car Network Considerations

Network Requirements	Cradlepoint IBR900-1200 will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.		
Network Addressing	IP Addressing		Total IPs Required
	Axon Fleet Cameras	28	56
	Mobile Data Terminal	14	
	Cradlepoint IBR900-1200	14	
Hardware Provisioning	Customer to provide all IP addressing and applicable network information		

Network Consideration Agreement

Network Consideration Agreement	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

<p>Project Management</p>	<p>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.</p>
<p>Vehicle Installation</p>	<p>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.</p> <p>Clip vs Rip installation removal:</p> <ul style="list-style-type: none"> o It is necessary to differentiate between the type of equipment removal to be provided by Axon. Standard Fleet Installation includes hardware removal in a fashion considered "Clip" which means Axon cuts the wires from the old system without removing multiple panels, removing all wiring and parts from the old system. In the case Axon removes the hardware Axon is not responsible for the surplus of hardware or any devices that may have been physically integrated with the removed system. In some situations, radar systems are integrated with the in-car video system and have a cable that connects to the system, if Axon removes the old in car system then Axon is not responsible for the radar system as part of the removal. o A "Rip" removal should be contracted through ProLogic directly. The Rip would be similar to a complete and full removal, which is more common when they retire a vehicle from service.
<p>Custom Trigger Installation</p>	<p>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. An Axon representative has discussed with the Agency the standard triggers of the Fleet System. Those standard triggers include light-bar activation, speed, crash and gun-locks. The light-bar must have a controller to allow Axon to interface for the desired position, gun-locks must be installed with existing hardware in the vehicle. Doors are considered "CUSTOM" since they required additional hardware and time for installation, typically requiring the door may need to be taken apart for the installation.</p>
<p>Training</p>	<p>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.</p>

4G / Cellular Offload Considerations

Network Considerations	The Cradlepoint IBR900-1200 will be the connection which allows 4G upload of recorded video
	The customer will ensure that their cellular contract does not allow for data throttling, or service denial, once a set data threshold is met. Throttling or denial of service will negatively affect Fleet upload capabilities.
	The MDT's 4G connection will facilitate the upload of recorded video content.
Hardware Provisioning	The customer will provide all 4G sim cards as required by their mobile provider.

Tax is subject to change at order processing with valid exemption.

Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at 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. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature:	_____	Date:	_____
Name (Print):	_____	Title:	_____
PO# (Or write N/A):	_____		

Please sign and email to Nick Horn at nhorn@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

The trademarks referenced above are the property of their respective owners.

Axon Internal Use Only		
		SFDC Contract #: Order Type: RMA #: Address Used: SO #:
Review 1	Review 2	
Comments:		

Foertsch Holdings Inc
101 North Plains Industrial Rd
Bldg 2
Wallingford, CT 06492
(203) 284-5200

EXPIRATION DATE: 11/18/2020

Order Number: 0103199
Order Date: 10/19/2020
Salesperson: 0048/ Roseann Mayo
Salesperson Email: rmayo@telrepc.com
Customer Number: 0008734

Sold To:	Ship To:
Town of East Lyme 278 Main Street Niantic, CT 06357	Town of East Lyme 278 Main Street Niantic, CT 06357

Confirm To:
Chelf Michael Finklestein

Customer P.O.	Ship VIA	F.O.B.	Terms
Arbitrator BWC quote	UPS GROUND		Net 30 Days

Item Code	Unit	Ordered	Price	Amount
ARB-BWC4-CAMERA Whse: 000	EA	28	895.00	25,060.00
BODY WORN CAMERA (BWC4000) - USB CABLE FOR CHARGER / BATTERY PK - INCLUDES KCLICKFAST MOUNTING STUD - PANASONIC				
ARB-SOFBWC4OPBUN3 Whse: 000	EA	28	195.00	5,460.00
BODYWORN/JEMS1/ON PREM STORAGE BNDL PER DEVICE 3 YR				
ARB-BWC3MNT-MAG Whse: 000	EA	28	50.00	1,400.00
BWC MK3 X-Magnet Mount (must purchase KF mount plate)				
ARB-BWC3MNT-MOLLE Whse: 000	EACH	28	20.00	560.00
BWC MK3 Molle Mount				
ARB-BWC4-BATTERY Whse: 000	EACH	28	180.00	5,040.00
MK4 BWC SPARE BATTERY PK PANASONIC				
ARB-BWC4-1CHARGE-P Whse: 000	EACH	28	195.00	5,460.00
MK4 BWC SINGLE BAY BATTERY CHARGER WITH 65W AC POWER - PANASONIC				
ARB-BWC3CTB Whse: 000	EA	14	295.00	4,130.00
COMMON TRIGGER BOX PANASONIC				
ARB-BWC4-1CHARGEW Whse: 000	EACH	14	150.00	2,100.00
MK4 BWC SINGLE BAY BATTERY CHARGER WITH 12V HARNESS - PANASONIC				

Continued

Foertsch Holdings Inc
 101 North Plains Industrial Rd
 Bldg 2
 Wallingford, CT 06492
 (203) 284-5200

EXPIRATION DATE: 11/18/2020

Order Number: 0103199
Order Date: 10/19/2020
Salesperson: 0048/ Roseann Mayo
Salesperson Email: rrmayo@telrepc.com
Customer Number: 0008734

Sold To:	Ship To:
Town of East Lyme 278 Main Street Niantic, CT 06357	Town of East Lyme 278 Main Street Niantic, CT 06357

Confirm To:
 Chelf Michael Finklestein

Customer P.O.	Ship VIA	F.O.B.	Terms
Arbitrator BWC quote	UPS GROUND		Net 30 Days

Item Code	Unit	Ordered	Price	Amount
ARB-BWC4-1DOCKWIRE Whse: 000	EACH	14	275.00	3,850.00
BWC4000 SINGLE BAY CAMERA CHARGER PANASONIC WITH 12V HARNESS				
UUSBHAUB6 Whse: 000	EA	14	7.00	98.00
6ft usb to micro cable				
EF-W24-3RPSP Whse: 000	EA	14	45.00	630.00
ANTENNA COVERT 2.4GHZ 3M PANORAMA WLAN INT GM				
ARB-BWCBLANT-BLB Whse: 000	EA	14	85.00	1,190.00
ANTENNA / WIFI / BTH PANASONIC				
INSTALL SERVICES Whse: 000	EA	14	1,100.00	15,400.00
INSTALL SERVICES				
ONSITE INSTALLATION OF ICV AND BWC IN-VEHICLE WIRING / INSTALLATION.				
ARB-BWC4-8DOCK-P Whse: 000	EACH	3	1,895.00	5,685.00
BWC4000 8 BAY DOCK PANASONIC MULTI-BAY CHARGER STATION (WITH AC ADAPTER INCLUDED)				
ARB-BWC4-8CHARGE-P Whse: 000	EACH	3	650.00	1,950.00
MK4 BWC 8 BAY BATTERY CHARGER WITH 65W AC ADAPTER - PANASONIC				
ARB-SOFDEPOYSVC Whse: 000	EA	2	2,495.00	4,990.00
Arbltrator ONE DAY OF SERVICES FOR DEPLOYMENT, TRAVEL INCLUDED				

MFG 2 DAY ONSITE SERVICES FOR CONFIGURATION AND SET UP.

Continued

Foertsch Holdings Inc
 101 North Plains Industrial Rd
 Bldg 2
 Wallingford, CT 06492
 (203) 284-5200

Order Number: 0103199
 Order Date: 10/19/2020
 Salesperson: 0048/ Roseann Mayo
 Salesperson Email: rmayo@telreco.com
 Customer Number: 0008734

EXPIRATION DATE: 11/18/2020

Sold To:	Ship To:
Town of East Lyme 278 Main Street Niantic, CT 06357	Town of East Lyme 278 Main Street Niantic, CT 06357

Confirm To:
 Cheif Michael Finklestein

Customer P.O.	Ship VIA	F.O.B.	Terms
Arbitrator BWC quote	UPS GROUND		Net 30 Days

Item Code	Unit	Ordered	Price	Amount
ARB-SOFREDACT3Y	EACH	1	6,995.00	6,995.00

Whse: 000 PANASONIC I-PRO SENSING SOLUTIONS CORPORATION OF AMERICA : BASIC REDACTION SOFTWARE LICENSE, YEAR 1,2 and 3

Includes One (1) user license. IDGuard requires a dedicated GPU server, see attached server specs and recommendations.

Net Order:	89,998.00
Freight:	0.00
Sales Tax:	0.00
Order Total	89,998.00

ACCEPTED BY & DATE

This Order/ Quote is subject to our durable Terms & Conditions, previously acknowledged by you.

0103199

i-PRO



ARBITRATOR BODY WORN CAMERA BWC4000

-  Replaceable Battery
-  H.264 / H.265 Video Compression
-  MP4 Video File Format
-  LCD Menu for Tagging
- Rugged IP67 and MIL-STD-810G architecture
- 1080p / 720p / 360p Resolution
16:9 & 4:3 aspect ratio
- 4 Microphones for better noise reduction
- Compatible with in car video system
- Built-in GPS, Wi-Fi and Bluetooth

THE NEW ARBITRATOR BODY WORN CAMERA WITH REMOVABLE BATTERY.

Built on Panasonic i-PRO's tradition of video surveillance excellence for law enforcement, the new and improved Arbitrator Body Worn Camera with a removable battery keeps your officers on the street. Featuring a two-piece design, the BWC4000 is IP67 / MIL-STD-810G rated to provide officers with a more reliable way to capture video and audio evidence in nearly any condition.

Arbitrator BWC4000 records in 1080P / 720P and seamlessly integrates with Panasonic i-PRO's Unified Digital Evidence™ Management Software. Arbitrator BWC4000 in unison with Arbitrator in-car video systems and Panasonic i-PRO fixed-surveillance cameras, form a unified evidence management platform that preserves the chain of custody. Flexible storage options enable you to store video evidence on premise, in the cloud or in a hybrid storage solution of both.

Panasonic

An Imaging Solution Provider

ARBITRATOR BODY WORN CAMERA BWC4000

GENERAL

■ Model Number Arbitrator Body Worn Camera ARB-BWC4-MAINKIT

HARDWARE SPECS

■ Dimensions Main Control Unit (HxWxD) 3.39 x 2.75 x 0.94 Inches / 86 x 70 x 24 mm
 ■ Weight Main Controller 6.0 oz
 ■ Drop Test Yes (6 feet)
 ■ Waterproof Rating IP67 (IEC60529) Type 4X (UL50), NEMA 4X compliant
 ■ Field of View / Aspect Ratio [16 : 9 mode] Horizontal : 137 ° Vertical : 79 ° (diagonal : 157°)
 [4 : 3 mode] Horizontal : 115 ° Vertical : 87 ° (diagonal : 143°)
 ■ Memory 128GB
 ■ Image Stabilization Yes 6-Axis Gyro, Selectable on Playback
 ■ Battery / Battery Life Replaceable / More than 12 hours
 ■ Warranty Main Unit: 3 Years, Battery: 1 Year

VIDEO / CAMERA / AUDIO

■ Video/Photo Resolutions Available [16:9] 1080P / 720P / 360P
 [4:3] 1200P / 960P / 480P
 ■ Video Format MP4
 ■ Robustness Yes (IP67) / MIL-STD-810G anti salt
 ■ Frame Rate (FPS) 30 fps
 ■ Photo Resolution [16:9] 1920 x 1080, 1280 x 720, 640 x 360
 [4:3] 1600 x 1200, 1280 x 960, 640 x 480
 ■ Audio Format AAC-LC
 ■ Pre-Record Video 3 minutes max.

FEATURES - MAIN UNIT

■ One Touch Record Yes
 ■ One Touch Photo Yes
 ■ Time/Date Stamp Yes
 ■ Instant File Tagging Yes
 ■ Password Protection Yes
 ■ Recharge Time 3 Hours
 ■ GPS Location Tagging Yes
 ■ GPS Time Sync Yes
 ■ Vibration Alert Yes
 ■ GPS Yes
 ■ Wi-Fi Yes
 ■ Embedded Bluetooth Yes
 ■ ICV Integration Yes
 ■ FIPS 140-2 Yes
 ■ Docking Station Yes

RUGGED IP67 AND MIL810G ARCHITECTURE

Arbitrator Body Worn Camera features rock-solid build quality with an IP67 rating and MIL-STD-810G architecture so evidence capture continues uninterrupted, even in the most challenging outdoor environments. Utilizes the versatile Klick Fast™ mounting system.

VIDEO/PHOTO RESOLUTIONS AVAILABLE:

[16:9] 1080P / 720P / 360P

[4:3] 1200P / 960P / 480P

Recording evidence in 1080p, 720p and 360p, the Arbitrator BWC4000 provides crystal-clear video clarity that accelerates convictions in court.

USE LIGHTBAR TO WIRELESSLY TRIGGER RECORDING

The Arbitrator BWC4000 can be configured to trigger recordings wirelessly based on connection to light bar, G-Force Trigger, or weapon lock release. This feature also allows you to synchronize recordings with installed Arbitrator HD 360 in-vehicle system.

ACCESSORIES / OPTIONS

- ARB-BWC4-MAINKIT Body Worn Camera
- ARB-BWC4-8BAY Multi Dock Charger + Power Supply
- ARB-BWC3CTB Common Trigger Box + Power Cable
- ARB-BWC4-PAIRDOCK Pairing Dock + Wiring Harness
- ARB-BWC4-1CHARGE Single Bay Battery Charge
- ARB-BWC4-8CHARGE 8 Bay Battery Charge
- ARB-BWC4-BATTERY Spare Battery



ARB-BWC4-PAIRDOCK



ARB-BWC4-8BAY



ARB-BWC4-8CHARGE



ARB-BWC4-1CHARGE



ARB-BWC4-BATTERY



ARB-BWC3CTB

LEARN MORE

security.us.panasonic.com/public-safety/next-generation-body-worn-camera

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RE: Panasonic Body Worn Camera Program(BWC)

Roseann Mayo <rmayo@telrepc.com>

Mon 10/19/2020 9:50 PM

To: Michael Finkelstein <mfinkelstein@eastlymepolice.org>

Cc: Michael Macek <mmacek@eastlymepolice.org>; Dana Jezierski <djezierski@eastlymepolice.org>

 5 attachments (2 MB)

DSC_Redaction Specs.pdf; IDGuard Redaction Program server recommendations.docx; East Lyme PD BWC MK4 solution quote.pdf; ARB_BWC4000_SpecSheet-060920a.pdf; UEMS_1.4.6_Systems_Specification 2020.pdf;

Hi Chief Finkelstein, Thank you for your interests in our Panasonic Body Wearable camera solutions. I have attached the quote as discussed.

East Lyme PD technology overview:

- 28 BWC devices. The dept has 25 officers and 5 units will be used as spares.
- Dept has qty 14 patrol for ICV deployment which is a mix of MK2 and MK3 ARB systems.
- Dept has Panasonic CF31 laptops / CF33 tablets with Havis docking stations for ports capability.
- Dept has a wifi access currently in use onsite at the station for video offload, may need to be updated and additional access points should be deployed for expanded coverage to accommodate the fleet.
- Dept. has a newer server currently deployed for the existing ARB ICV fleet video storage. Please review the UEMS1 On-Premise deployment server specs which your newer server should be fine. (specs attached).

BWC deployment solution / On-Premise (3 YR):

- The solution will be to deploy / integrate the BWC technology to the existing ARB ICV VPU, installation of a common trigger box which will provide triggering for light bar & siren activation for recording. The vehicles will have installed BWC camera charging docks, USB connection to your MDT vehicle docking which will enable the users to view, classify and book mark the video(s) as well as offering charging capability while on shift in the mobile environment. The vehicles will have spare battery charging docks installed as well.
- The BWC video will be offloaded via the qty 3 desktop 8-bay chargers located within the station and will be configured / connected to the department's on-premise server provided by the PD.

IDGuard Redaction Application (3 yr licensing for (1) user will be provided on quote):

- IDGuard Redaction is a web based application and is an annual recurring licensing fee. The application requires a GPU server of which I have provided the specs and also example GPU Dell servers that have the required config. Please note that Telrepc does not handle these servers directly.

Please let me know if there is any additional questions, any changes to made and if you would like to walk through the quote together.

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226

Cell: (860) 877-2092
Fax: 860-374-2030
Email: Rmayo@Telrepco.com



"Telrepco is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Sent: Monday, October 19, 2020 2:40 PM
To: Roseann Mayo <rmayo@telrepco.com>
Cc: Michael Macek <mmacek@eastlymepolice.org>; Dana Jezierski <djezierski@eastlymepolice.org>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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Roseann

I just wanted to check back in with you on this?

From: Roseann Mayo <rmayo@telrepco.com>
Sent: Wednesday, October 7, 2020 8:36 PM
To: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Subject: RE: Panasonic Body Worn Camera Program(BWC)

Hi Michael, mfg is working on the new skus, should be able to provide quote in a few days.....

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: 860-374-2030
Email: Rmayo@Telrepco.com



Tough Conditions – Tough Computers – Think Telrepco

"Telrepco is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Sent: Wednesday, October 7, 2020 12:38 PM

To: Roseann Mayo <rmayo@telrepc.com>

Subject: Re: Panasonic Body Worn Camera Program(BWC)

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Roseann

Just wanted to check in on the quote from last weeks meeting. Thank you

Michael T Finkelstein
Chief of Police

East Lyme Police Department

Box 519

278 Main Street

Niantic, CT 06357

860-739-5900

860-739-0337 (fax)

The e-mail may contain information that is deemed confidential under State/Federal Law. Disclosure of this report or any information contained herein to any unauthorized party is strictly prohibited. In the event you are not the intended recipient, please contact the sender at the above number or email address immediately.

On Sep 15, 2020, at 8:27 PM, Roseann Mayo <rmayo@telrepc.com> wrote:

perfect

Thank You,

Roseann Mayo

Senior Sales Manager

Phone: (203) 284-5226

Cell: (860) 877-2092

Fax: 860-374-2030

Email: Rmayo@Telrepc.com

<image003.jpg>

"Telrepc is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Sent: Tuesday, September 15, 2020 7:56 PM
To: Roseann Mayo <rmayo@telrepco.com>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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Yes please book that

Michael T Finkelstein
Chief of Police

East Lyme Police Department

Box 519

278 Main Street

Niantic, CT 06357

860-739-5900

860-739-0337 (fax)

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On Sep 15, 2020, at 7:21 PM, Roseann Mayo <rmayo@telrepco.com> wrote:

Hi Michael, Oct 1st for 12noon is the first open slot for appointment on BWC/ARB. Shall I book it? We will come to your site.

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: 860-374-2030
Email: Rmayo@Telrepco.com

<image003.jpg>

"TelrepcO is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein <mfinkelstein@eastlymepolice.org>

Sent: Monday, September 14, 2020 7:05 PM

To: Roseann Mayo <rmayo@telrepcO.com>

Subject: Re: Panasonic Body Worn Camera Program(BWC)

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I would like it sooner so we can move forward with a decision. Since we have the veh, would really only need to the body worn and how it interfaces

Michael T Finkelstein
Chief of Police

East Lyme Police Department

Box 519

278 Main Street

Niantic, CT 06357

860-739-5900

860-739-0337 (fax)

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On Sep 14, 2020, at 6:15 PM, Roseann Mayo <rmayo@telrepcO.com> wrote:

Checking with our team to see availability and are you on an immediate timeline? I have our demo car eta to be completed by end of this month or we can come sooner and discuss the body wearable solution that will

incorporate into your existing arbitrator in car system since you already have that portion.

Let me what works best and makes more sense for your department.

Roseann Mayo
TelrepcO / Sales Manager
M: (860) 877-2092

From: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Sent: Monday, September 14, 2020 12:50:24 PM
To: Roseann Mayo <rmayo@telrepcO.com>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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Great! When do you think that could happen

Michael T Finkelstein
Chief of Police

East Lyme Police Department

Box 519

278 Main Street

Niantic, CT 06357

860-739-5900

860-739-0337 (fax)

The e-mail may contain information that is deemed confidential under State/Federal Law. Disclosure of this report or any information contained herein to any unauthorized party is strictly prohibited. In the event you are not the intended recipient, please contact the sender at the above number or email address immediately.

On Sep 14, 2020, at 12:31 PM, Roseann Mayo
<rmayo@telrepco.com> wrote:

Hi Michael, I am just about done with your quote (s)
(MK3 and MK4 model)and yes we can definitely come
onsite to show you the current MK3 model (same as
CSP has deployed) and also the latest BWC4000 model
coming later in the year.

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: (860) 374-2030

<image001.jpg>

Fast Response. Forward Thinking.

***"Telrepco is a Panasonic Diamond Sales
Partner and an Authorized Service Repair
Center"***

From: Michael Finkelstein
<mfinkelstein@eastlymepolice.org>
Sent: Monday, September 14, 2020 12:10 PM
To: Roseann Mayo <rmayo@telrepco.com>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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recognize the sender and know the content is safe.

Is there the possibility of having a demonstration of
the body cameras at the PD?

From: Roseann Mayo <rmayo@telrepco.com>
Sent: Friday, July 24, 2020 11:24 AM
To: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Cc: Roseann Mayo <rmayo@telrepco.com>
Subject: RE: Panasonic Body Worn Camera Program(BWC)

Hi Michael, this is the proposed On-Premise plan that I
would propose pan for your deployment with adding
the BWC solution to your department.

BWC & ICV deployment solution / On-Premise (5 YR):

- The solution goal would be to deploy and incorporate a fully functional ICV and BWC system within the vehicles of which we will add the common trigger box component to your existing ICV system within your fleet that will connect the BWC to your existing ICV triggering for light bar & siren activation for recording. The vehicles will have an installed BWC pairing dock to provide charging, user pairing for shared vehicles and usb connection to your MDT's which will enable the users to view, classify and book mark the video(s) within their mobile environment.
- The BWC video will be offloaded via desktop 8bay multi charger units which will be provided within the station that will be configured and connected to the department's on-premise server you will provide at the PD.
- The ICV video will be offloaded via the wifi access points which is the method you are currently using correct?

Please confirm the above solution description is correct and review the below final components needed:

1. How many vehicles in the fleet and confirm they all have current Arbitrator MK3 technology for in-car camera system? Let me qty and if any need ICV systems.
2. I see you use the ICV prisoner transport back seat cameras, do your vehicles now have transport partitions? If so, do you currently have the prisoner door triggering your video?
3. I also see you have the Gforce sensor installed, going forward just so you are aware, the newer version ARB VC35 front camera is an entirely updated design aesthetically and has built in Gforce sensor technology. Picture & spec attached. It is even a little cheaper than the original ARB HD kit.
4. It is recommended to issue each user their own BWC device to alleviate a change of user registration on each device on each shift. They would pickup their assigned BWC at the station beginning of shift and return it to the multi 8bay bay dock at end of shift. The 8 bay docks will be configured to auto offload the video once the BWC is docked and also will fully charge the device. I would like to see you deploy qty 28 BWC's so you have 3 spares and deploy qty 3 of the 8 bay docks. You thoughts?

Thank You,

Roseann Mayo

Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: (203) 294-6051

PLEASE NOTE: TELREPCO'S SUMMER HOURS FOR JULY & AUGUST ONLY WILL BE AS FOLLOWS:

Monday thru Thursday: 7:30 am to 6:00 pm, we will be CLOSED ON FRIDAY.

<image001.jpg>

Fast Response. Forward Thinking.

"TelrepcO is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein
<mfinkelstein@eastlymepolice.org>
Sent: Friday, July 24, 2020 9:18 AM
To: Roseann Mayo <rmayo@telrepcO.com>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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Thank you. Yes please include that and also a 5 year solution.

From: Roseann Mayo <rmayo@telrepcO.com>
Sent: Friday, July 24, 2020 9:15 AM
To: Michael Finkelstein <mfinkelstein@eastlymepolice.org>
Cc: Roseann Mayo <rmayo@telrepcO.com>
Subject: RE: Panasonic Body Worn Camera Program(BWC)

Wonderful. I would assume that the purchase was based on the Arbitrator UEMS on-premise requirements for configuration which has not changed since last year, attached specs will confirm. The features and functions have enhanced to include streaming video and smart phone application are now available.

Additionally, to handle your FOI's we have just launched the IDGuard web-based Redaction application. It does require a dedicated GPU server to

run this application as it is an AI (Artificial Intelligence) technology application. Basically in short form explanation, as you ingest the video to this GPU server, the program is identifying the multiple faces and the user will simply select the faces of which need to be redacted throughout the video which alleviates a large percent of the redacting time & labor involved. The servers examples are attached and not too costly and you would procure through your standard procurement partner. The licenses is per user based, one user for your facility I would believe should be sufficient. Let me know if interested in having this on your quote solution. I can also line up a web presentation which is about 15-20min session with our mfg FE.

One component we did not discuss is are you looking for a 3yr or 5yr solution quote?

Thank You,

Roseann Mayo

Senior Sales Manager

Phone: (203) 284-5226

Cell: (860) 877-2092

Fax: (203) 294-6051

PLEASE NOTE: TELREPCO'S SUMMER HOURS FOR JULY & AUGUST ONLY WILL BE AS FOLLOWS:

Monday thru Thursday: 7:30 am to 6:00 pm, we will be CLOSED ON FRIDAY.

<image001.jpg>

Fast Response. Forward Thinking.

"TelrepcO is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein

<mfinkelstein@eastlymepolice.org**>**

Sent: Friday, July 24, 2020 8:48 AM

To: Roseann Mayo <rmayo@telrepcO.com>

Subject: Re: Panasonic Body Worn Camera Program(BWC)

CAUTION: This email originated from outside of TelrepcO. **DO NOT** click links or open attachments unless you recognize the sender and know the content is safe.

We upgraded the server this past year

Michael T Finkelstein
Chief of Police

East Lyme Police Department

Box 519

278 Main Street

Niantic, CT 06357

860-739-5900

860-739-0337 (fax)

The e-mail may contain information that is deemed confidential under State/Federal Law. Disclosure of this report or any information contained herein to any unauthorized party is strictly prohibited. In the event you are not the intended recipient, please contact the sender at the above number or email address immediately.

On Jul 24, 2020, at 8:29 AM, Roseann Mayo
<rmayo@telrepc.com> wrote:

Absolutely, did your facility ever upgrade /
replace the older "desktop" type server?

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: (203) 294-6051

**PLEASE NOTE: TELREPCO'S SUMMER HOURS
FOR JULY & AUGUST ONLY WILL BE AS
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<image001.jpg>

Fast Response. Forward Thinking.

"TelrepcO is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein
<mfinkelstein@eastlymepolice.org>
Sent: Friday, July 24, 2020 8:24 AM
To: Roseann Mayo <rmayo@telrepcO.com>
Subject: Re: Panasonic Body Worn Camera Program(BWC)

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If possible, if you could provide a quote for both the on site and cloud so we have a comparison.

Thank you

From: Roseann Mayo <rmayo@telrepcO.com>
Sent: Thursday, July 23, 2020 5:49 PM
To: Michael Finkelstein
<mfinkelstein@eastlymepolice.org>
Subject: RE: Panasonic Body Worn Camera Program(BWC)

Thank you! There has been some changes to the CCAT program which is not an option any longer so we would need to adjust with a new server option. Give me a day or so to get the solution together. Is there a preference for cloud storage application deployment structure or on-premise server application deployment like you have now that your facility manages? Keeping in mind that Cloud is a grander cost scale!

Are you going for the OPM grant bond funds?

Thank You,

Roseann Mayo
Senior Sales Manager
Phone: (203) 284-5226
Cell: (860) 877-2092
Fax: (203) 294-6051

PLEASE NOTE: TELREPCO'S SUMMER HOURS FOR JULY & AUGUST ONLY WILL BE AS FOLLOWS:

Monday thru Thursday: 7:30 am to 6:00 pm, we will be CLOSED ON FRIDAY.

<image001.jpg>

Fast Response. Forward Thinking.

"Telrepcos is a Panasonic Diamond Sales Partner and an Authorized Service Repair Center"

From: Michael Finkelstein
<mfinkelstein@eastlymepolice.org>
Sent: Thursday, July 23, 2020 1:56 PM
To: Roseann Mayo <rmayo@telrepcos.com>
Subject: Fw: Panasonic Body Worn Camera Program(BWC)

CAUTION: This email originated from outside of Telrepcos. **DO NOT** click links or open attachments unless you recognize the sender and know the content is safe.

Previous quotes

From: Benjamin Gergler
<bgergler@telrepcos.com>
Sent: Monday, January 29, 2018 4:13 PM
To: Thomas Gardner
<twgardner24@gmail.com>; Michael Finkelstein
<mfinkelstein@eastlymepolice.com>
Cc: Justin Ruotolo <jruotolo@telrepcos.com>
Subject: RE: Panasonic Body Worn Camera Program(BWC)

Good afternoon Gentlemen,

Attached are the requested quotes for Panasonic Body Worn Cameras. We have included three separate quotes – one quote is for a full cloud deployment utilizing CCAT's cloud infrastructure. The other two are on-premise options with a local server utilizing CCAT for data replication and server management (patches/updates etc). We included two on premise quotes to give you guys options depending on your budget for

this project, these two options are the same server but utilize different storage – the lower end uses spinning disk storage (standard hard drives) and the higher end option includes solid state drives. The solid state drives would definitely be my suggestion if you are able to swing the cost difference – they will be more reliable and provide increased performance all around. These drives are currently on sale at a fraction of their normal price so this is a great value.

There are some optional items on the quote, including 20 hours total of Telrepc on-site/remote support services so that we don't have to invoice you every time we come out (we also felt that this would be helpful considering your use of the grant.) Also, we included 2 clip options, the Main Clip and the magnet mount. You don't need to purchase both mounting solutions, though we do see that some departments like to have multiple options depending on the time of the year or assignment which may require a different uniform/thicket jacket.

Tom – when we spoke you had two specific questions that I promised you I would get answers on:

1. The hard drives ARE covered under the 5-year Dell warranty, as is every other component of the server
2. The Panasonic redaction solution is expected to be released internally this week, for a beta release in a few weeks. I'm told they still have some work to do on the performance side of things but they are getting close. No firm public release date as of yet however.

Please feel free to reach out to me if you have any questions or if you would like to go over these.

Thanks,

Benjamin Gergler
Video Solutions Specialist
Certified Panasonic Arbitrator Integrator
Telrepc Inc
Direct Line: 203-284-5277

<http://www.telrepco.com>

From: Thomas Gardner
[mailto:twgardner24@gmail.com]
Sent: Monday, January 22, 2018 10:18 AM
To: Benjamin Gergler
<bgergler@telrepco.com>
Cc: Mike Finkelstein
<mfinkelstein@eastlymepolice.com>
Subject: Panasonic Body Worn Camera
Program(BWC)

Good morning Ben and thank you for your time this morning. I found the conversation extremely informative and productive .

I am copying Chief Finkelstein on this matter for his review and consideration.

To summarize our discussion this morning, you had estimated that we would need approximately 13.9 TB for this solution. This calculation includes both bwc and vehicle recording. However, for conversation and pricing we agreed to be overly conservative and use 20 TB as the assumption for storage. After one year, and based on actual usage, we can re-evaluate and lower the requirement if needed.

One critical aspect of this project is to submit an application to the State of Connecticut, OPM, and get an approval **PRIOR** to any funds being expended. If OPM approves the application, then we would move forward with the project assuring reimbursement. The contact you provided at OPM is Nichole Howe and her telephone number is 860.418.6443. It is our understanding that there is \$7.3 million still available from the State regarding specific BWC projects of this nature.

On the matter of redaction, Panasonic is in the process of updating the application and it may be ready as soon as February. Please advise on the status of this update.

Based on our call today, here is my understanding of the costs involved to the Town for a total **CLOUD** solution:

TelrepcO Inc. will re-submit a proposal with the new information we discussed today, specifically the annually reoccurring cost to the Town, which are:

20 TB of Cloud based storage that is replicated: \$180/TB= \$3600

Virtual Machine in the Cloud: \$ \$1740/year.

The existing "VLAN" would connect the ELPD to the network.

There would not be a requirement for a server to be located at the ELPD.

These appear to be the only reoccurring costs to the Town, to be confirmed with CCAT..

If there is anything that I missed, please respond accordingly.

Thanks,

Tom



22nd of July 2020

Prospective WatchGuard Video Customer

Reference: WatchGuard Video Sole Source Letter

To whom it may concern:

WatchGuard Video is the exclusive and sole manufacturer of the 4RE Digital In-Car Video System, the High Fidelity Wireless Microphone System, and the VISTA and V300 wearable camera systems. With the exception of the following agreements, these products are represented and sold only by WatchGuard Video Regional Sales Managers selling factory direct in protected sales territories. The exceptions to this are agreements allowing resellers to distribute WatchGuard products on a General Services Administration Contract (GSA), and State Contracts in Pennsylvania, Louisiana, and New Jersey. WatchGuard is the only company able to provide warranties and maintenance for the above-mentioned products.

Additionally, several important and unique features are available only with these products;

4RE

- 4RE is the only high-definition digital in-car video system available today that features the Patented multiple resolution encoding. This allows the front camera to record in two different IACP compliant resolutions simultaneously, allowing the most critical events to be saved in 720P high-definition and the routine events to be saved in 480P (864x480) resolution.
- 4RE exclusively offers the Panoramic X2 camera, manufactured only by WatchGuard Video, which is the industry's only dual lens, rotatable turret camera which houses a 68-degree rotatable camera and a 150 degree panoramic camera.

Wireless Microphone

- The Hi-Fi microphone has near CD quality high fidelity sound, a line of sight range of one to two miles, and superior building penetration capabilities.
- Using patent pending intelligent standby and a lithium polymer battery gives the microphone its extraordinary battery life of up to 24 hours of talk time, and up to 30 days of standby time.
- The wireless microphone holsters are manufactured exclusively for WatchGuard and manufactured to WatchGuard transmitter specification.



VISTA, VISTA WiFi, & VISTA XLT

- VISTA is constructed with industrial grade components and is manufactured in the U.S.A. It is capable of recording both High Definition and Standard Definition video, and battery life capable of recording at least 9 continuous hours of HD video. VISTA has other unique features, including:
 - The only wearable camera to integrate with the WatchGuard Video Evidence Library and Evidence Library Express video and evidence management applications.
 - Record-After-The-Fact which gives the ability to retrieve video not previously recorded as an event
 - Quick Connect Mobile Charger
 - VISTA XLT Point-of-View Mounting

V300

- The WatchGuard V300 HD body camera and its continuous-operation capabilities solve the dilemma of keeping cameras and officers productive beyond a 12-hour shift. A detachable battery is easily changed by the officer, and 128GB of memory ensures space for all recorded events. The only wearable camera to integrate with the WatchGuard Video Evidence Library and EvidenceLibrary.com video and evidence management applications.
 - Detachable Battery - Easily change the WatchGuard V300 detachable battery while on the go.
 - Wireless Uploading - Send critical video back to headquarters while still in the field.
 - Incident Recovery - Go back in time and capture video from events days after they happened, even when the record button was never pressed.
 - Natural Field of View - Eliminate the fisheye effect from wide-angle lenses that warps video footage. Distortion correction technology provides a clear and complete evidence review process.
 - Integrated with In-Car System - One or more WatchGuard V300 cameras and a 4RE in-car system can work seamlessly as a single system, capturing synchronized video of an incident from multiple vantage points.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Troy Montgomery". The signature is stylized and cursive.

Troy Montgomery
Director of Sales
WatchGuard Video, Inc



4RE/VISTA Price Quote

CUSTOMER: East Lyme Police Department

ISSUED: 9/16/2020 6:51 PM

EXPIRATION: 11/30/2020 4:00 AM

**TOTAL PROJECT ESTIMATED AT:
\$149,005.00**

ATTENTION: Chief Michael Finkelstein

SALES CONTACT: Kevin Coughlin

PHONE: 860-739-5900

DIRECT:

E-MAIL:

E-MAIL:

kevin.coughlin@motorolasolutions.com

Technical Services Calculator

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-4RE-ONS-400	Tier 1 Onsite Installation. Includes Project Coordination, One Pre-Deployment IT Call, Provisioning of ELC and Azure AD, Install OS and SQL (if Purchased from WatchGuard), Limited EL Client Installations, Limited Configuring of 4RE Units, Limited MDC App Installations, Interview Room Configuration, Limited Configuration of Body Worn Cameras, Full Testing of WatchGuard Systems, Installation of Evidence Library, Training of Officer and Admin Staff, Limited Vehicle Install Inspections, Vendor Management, Suppo	1.00	\$5,000.00	\$0.00	\$5,000.00
					\$5,000.00

V300 Proposal

VISTA HD Cameras and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
VIS-300-BWC-001	V300, Body Worn Camera, 1080P, WiFi/Bluetooth with Removable Battery	25.00	\$995.00	\$0.00	\$24,875.00
VIS-300-VTS-KIT	Transfer Station II Kit, Incl. Power & AC Cables, Label and Docs	2.00	\$1,495.00	\$0.00	\$2,990.00
VIS-300-CHG-001	V300, USB Dock, D300, Desktop Charge/Upload Kit Incl. Power and USB Cables	9.00	\$95.00	\$0.00	\$855.00
VIS-300-VEH-002	V300, WiFi Dock, D330, In-Vehicle Charge/Upload Kit, Incl. Cables and Brackets	14.00	\$295.00	\$0.00	\$4,130.00

VISTA HD Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-300-CAM-1ST	Warranty, V300 1st Year (Months 1-12) Included	25.00	\$0.00	\$0.00	\$0.00

Evidence Library 4 Web Software and Licensing

Part Number	Detail	Qty	Direct	Discount	Total Price
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415 E. Exchange Parkway • Allen, TX • 75002
 Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com



4RE/VISTA Price Quote

KEY-EL50SRV-001	Evidence Library, Web Server Site License Key	1.00	\$1,000.00	\$0.00	\$1,000.00
SFW-BWC-DEV-FEE	Evidence Library, VISTA/V300 Annual Device License & Support Fee	25.00	\$195.00	\$0.00	\$4,875.00

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$415.00	\$0.00	\$415.00
					\$42,640.00

4RE and VISTA Proposal

4RE In-Car System and Options

Part Number	Detail	Qty	Direct	Discount	Total Price
4RE-STD-GPS-RV2	4RE Standard DVR Camera System with integrated 200GB automotive grade hard drive, 16GB USB removable thumb drive, rear facing cabin camera, GPS, hardware, cabling and your choice of mounting bracket.	14.00	\$4,795.00	\$0.00	\$67,130.00
CAM-4RE-PAN-NHD	Additional Front Camera, 4RE, HD Panoramic	14.00	\$200.00	\$0.00	\$2,800.00

Wireless Video Transfer and Networking Options

Part Number	Detail	Qty	Direct	Discount	Total Price
4RE-WRL-KIT-101	4RE In-Car 802.11n Wireless Kit, 5GHz (2.4 GHz is available by request)	14.00	\$200.00	\$0.00	\$2,800.00
WAP-MIK-CON-802	WiFi Access Point, Configured, Mikrotik, 802.11n, 5GHz, SXT, AP	2.00	\$250.00	\$0.00	\$500.00

4RE Hardware Warranties

Part Number	Detail	Qty	Direct	Discount	Total Price
WAR-4RE-CAR-1ST	Warranty, 4RE, In-Car, 1st Year (Months 1-12)	14.00	\$0.00	\$0.00	\$0.00

WatchGuard Video Technical Services

Part Number	Detail	Qty	Direct	Discount	Total Price
SVC-VID-REM-100	Video System Removal (Per Unit Charge)	14.00	\$100.00	\$0.00	\$1,400.00
SVC-4RE-INS-100	4RE System Installation, In-Car (Per Unit Charge)	14.00	\$650.00	\$0.00	\$9,100.00
BRK-DV1-MIC-100	Evidence Library, 4RE Annual Device License & Support Fee	14.00	\$195.00	\$0.00	\$2,730.00
Freight	Shipping/Handling and Processing Charges	1.00	\$350.00	\$0.00	\$350.00
					\$86,810.00

Server Hardware and Options

Server Hardware and Software

Part Number	Detail	Qty	Direct	Discount	Total Price
HDW-EL5-SRV-117	Server, EL5, 16 HDD, RAID 6, 3U, 11-25 Concurrent Devices, 5CAL, Gen 4.	1.00	\$8,295.00	\$0.00	\$8,295.00
HDW-SRV-HDD-12T	Hard Drive, Server, EL5, 12TB, 6GB/s 7,200 RPM, 256MB, Enterprise, 4KN.	6.00	\$810.00	\$0.00	\$4,860.00
WAR-SRV-RCK-5YR	Extended Warranty, Rack Server (WGA00421-116,-216,-117,-217)) Full Service On Site, 5-Year	1.00	\$1,175.00	\$0.00	\$1,175.00

415 E. Exchange Parkway • Allen, TX • 75002
Toll Free (800) 605-6734 • Main (972) 423-9777 • Fax (972) 423-9778
www.WatchGuardVideo.com



4RE/VISTA Price Quote

Shipping and Handling

Part Number	Detail	Qty	Direct	Discount	Total Price
Freight	Shipping/Handling and Processing Charges	1.00	\$225.00	\$0.00	\$225.00
					\$14,555.00

Total Estimated Tax, may vary from State to State \$0.00

Configuration Discounts \$0.00

Additional Quote Discount \$0.00

Total Amount \$149,005.00

NOTE: This is only an estimate for 4RE & VISTA related hardware, software and WG Technical Services. Actual costs related to a turn-key operation requires more detailed discussion and analysis, which will define actual back-office costs and any costs associated with configuration, support and installation. Please contact your sales representative for more details.

To accept this quotation, sign, date and return with Purchase Order: _____ DATE: _____