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Header @ 1

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Procurement Folder: 1628135

Procurement Type: Central Purchase Order

Vendor ID: 000000229290

Legal Name: AXON ENTERPRISE INC

Alias/DBA:

Total Bid: \$113,750.52

Response Date: 04/25/2025

Response Time: 16:24

Responded By User ID: TASER1993

First Name: Sales

Last Name: Ops

Email: contracts@axon.com

Phone: 800-978-2737

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Solicitation Description: 36 On-Body Worn Camera Systems for CDL Examiners

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

**Proc Folder:** 1628135  
**Solicitation Description:** 36 On-Body Worn Camera Systems for CDL Examiners  
**Proc Type:** Central Purchase Order

Solicitation Closes	Solicitation Response	Version
2025-04-28 13:30	SR 0802 ESR04252500000006531	1

**VENDOR**  
000000229290  
AXON ENTERPRISE INC

**Solicitation Number:** CRFQ 0802 DMV2500000003  
**Total Bid:** 113750.5200000000040745362639 **Response Date:** 2025-04-25 **Response Time:** 16:24:47  
**Comments:** The lline 2 item isn't showing a total, so the bid is off by \$4476 for the Year 1 warranty/support. The correct bid total is \$118,226.48. Please see the proposal pdf for the bid sheet and an Axon itemized quote.

**FOR INFORMATION CONTACT THE BUYER**  
John W Estep  
304-558-2566  
john.w.estep@wv.gov

**Vendor**  
**Signature X** **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	36 On-Body Worn Camera Systems for CDL Examiners	36.00000	EA	2911.070000	104798.52

Comm Code	Manufacturer	Specification	Model #
45121500			

**Commodity Line Comments:**

**Extended Description:**

36 On-Body Worn Camera Systems for CDL Examiners

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Warranty and Support - Year 1	0.00000	YR	4476.000000	0.00

Comm Code	Manufacturer	Specification	Model #
72154200			

**Commodity Line Comments:** This line isn't showing a total, so the 4476 is missing from the overall bid price.

**Extended Description:**

36 On-Body Worn Camera Systems for CDL Examiners - Warranty and Support

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Warranty and Support - Year 2 Optional	1.00000	YR	4476.000000	4476.00

Comm Code	Manufacturer	Specification	Model #
72154200			

**Commodity Line Comments:**

**Extended Description:**

36 On-Body Worn Camera Systems for CDL Examiners - Warranty and Support

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Warranty and Support - Year 3 Optional	1.00000	YR	4476.000000	4476.00

Comm Code	Manufacturer	Specification	Model #
72154200			

**Commodity Line Comments:**

**Extended Description:**

36 On-Body Worn Camera Systems for CDL Examiners - Warranty and Support

# **ON-BODY WORN CAMERA SYSTEMS - CDL EXAMINERS**

**WEST VIRGINIA DEPARTMENT OF MOTOR  
VEHICLES**

Submitted By: Axon Enterprise, Inc.

Address: 17800 N 85th Street Scottsdale, AZ 85255

Phone: 800.978.2737

Fax: 480.991.0791

**ORIGINAL**



**AXON ENTERPRISE, INC.**  
17800 NORTH 85<sup>TH</sup> STREET  
SCOTTSDALE, AZ 85255



April 28, 2025

John Estep  
West Virginia Department of Motor Vehicles  
2019 Washington Street East  
Charleston, WV 25305

## DEAR MR. ESTEP:

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By issuing CRFQ 0802 DMV2500000003, the West Virginia Division of Motor Vehicles (WV DMV) is seeking a technology partner to deliver a body-worn camera solution that enhances the safety, transparency, and operational efficiency of CDL examiners throughout the state. Axon Enterprise, Inc. (Axon) understands that this project is a key initiative to modernize examiner oversight, support training and investigations, and improve service delivery in line with WV DMV's mission to provide secure, efficient, and transparent licensing and regulation services.

To meet these needs and objectives, Axon offers a comprehensive, end-to-end solution that meets or exceeds the technical, operational, and support requirements of this RFQ. Our proposed solution includes:

- ▶ **Axon Body 4 Camera Systems** – Durable, secure, LTE-enabled body-worn cameras with pre-event buffering, real-time GPS, and live-streaming support.
- ▶ **Axon Evidence DEMS** – A standalone, CJIS-compliant, cloud-based digital evidence management system with configurable retention policies and seamless sharing workflows.
- ▶ **Comprehensive Licensing and Storage** – Including (3) DMV Administrator and (33) Examiner licenses, plus unlimited evidence storage for three years.
- ▶ **Axon Technical Support and Training** – 24/7 dedicated technical support, full device warranty, on-site setup, and end-user training.

Together, these components provide a robust solution that supports examiner safety, ensures compliance, and enables efficient evidence workflows across the DMV. Axon has a deep history supporting over 19,000 public safety agencies globally, including DMV agencies in South Carolina, Connecticut and Nevada. We bring that experience to help West Virginia build a modern, reliable program from day one.

If you have any questions regarding our proposal, pricing, or products, please contact Axon Enterprise Account Executive Sean Hurley by phone at 480 502 6203, or by email at [shurley@axon.com](mailto:shurley@axon.com).

Sincerely,

A handwritten signature in blue ink, appearing to read "R. Driscoll, Jr.", written in a cursive style.

Robert E. Driscoll, Jr.  
Deputy General Counsel

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# EXECUTIVE SUMMARY



## WHY AXON?

Axon's integrated camera and evidence platform enhances examiner safety, enables real-time visibility, and streamlines digital evidence workflows—delivering secure, scalable, and field-proven tools that meet West Virginia DMV's operational, training, and investigative needs.

## NEEDS

The West Virginia Division of Motor Vehicles (WV DMV) is seeking a modern, secure, and efficient body-worn camera (BWC) solution to support CDL examiners statewide. This need stems from several core challenges and opportunities:

- ▶ **Lack of an existing, standardized BWC solution** to provide consistent oversight and documentation of CDL examinations.
- ▶ **Operational risks**, including examiner safety and lack of real-time visibility during field operations, particularly in remote or high-stakes scenarios.
- ▶ **Administrative inefficiencies** associated with manual or legacy video evidence handling, which limit review, training, and investigatory workflows.
- ▶ **A growing need for transparency and accountability**, both for public trust and internal training purposes.

In a broader sense, WV DMV is seeking a long-term, scalable solution that not only meets immediate requirements but also positions the agency for success in adopting best practices around digital evidence management and examiner safety.

## OUTCOMES

The DMV's desired outcomes for this project are clearly articulated in the RFQ and include both functional deliverables and strategic improvements. The agency aims to:

- ▶ **Ensure examiner safety and accountability** by equipping them with durable, reliable, and easy-to-use body-worn cameras.
- ▶ **Enable real-time remote visibility and support** via GPS-enabled livestreaming, enhancing command situational awareness.
- ▶ **Simplify evidence management** through a secure, cloud-based platform with configurable retention and case-sharing tools.
- ▶ **Improve training and investigative outcomes** with searchable metadata and integrated tools for creating case summaries.





- ▶ **Deploy and scale efficiently**, with complete on-site setup, training, and support included to minimize lift for internal IT teams.
- ▶ **Minimize long-term costs and complexity** by adopting a solution with LTE-based upload, unlimited storage, and 24/7 support bundled in.

These outcomes collectively contribute to WV DMV's broader mission of modernizing examiner oversight while ensuring the safety, transparency, and integrity of the licensing process.

## OUR PROPOSED SOLUTION

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Axon's proposed solution meets or exceeds all specifications outlined in the RFQ and is purpose-built to address WV DMV's stated needs and desired outcomes.

### / AXON BODY 4 CAMERAS

- ▶ Durable and drop-certified (6 feet) with 128GB storage and 13+ hour battery life.
- ▶ Configurable pre-event buffer (up to 2 minutes), four-microphone spatial audio, and real-time GPS.
- ▶ Seamless LTE upload and livestreaming capability with "Watch Me" and bi-directional communication for examiner safety.

### / AXON EVIDENCE CLOUD PLATFORM

- ▶ CJIS-compliant, cloud-based evidence management system with unlimited storage for 3 years.
- ▶ Metadata tagging, audit trails, and configurable retention for training and investigations.
- ▶ Secure file sharing, multi-camera sync, and full access control for administrators.

### / SERVICE AND SUPPORT

- ▶ Full 3-year camera warranty.
- ▶ On-site setup and user/admin training, supported by 24/7 U.S.-based Technical Support.

Together, these components form an end-to-end, field-tested BWC solution that elevates examiner safety, strengthens operational oversight, and simplifies digital evidence workflows for the agency.

## EVIDENCE: WHY AXON?

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Axon is uniquely positioned to deliver a successful outcome for WV DMV based on our track record, product innovation, and commitment to mission-driven partnerships.

- ▶ **Proven Experience** – Axon currently supports over 19,000 public safety organizations, including state DMV agencies in South Carolina, Connecticut, and Nevada, who rely on our BWC and digital evidence solutions.



- ▶ **Superior Technology** – Axon Body 4 is the only body camera on the market offering Watch Me livestream alerting and bi-directional audio, empowering real-time decision-making and examiner safety.
- ▶ **Reliable Support** – Our U.S.-based technical support team operates 24/7/365 with industry-leading response times and satisfaction scores.
- ▶ **Successful Deployment Model** – Our Axon Starter package includes on-site setup and training, with proven workflows that get agencies up and running quickly and effectively.
- ▶ **Security and Compliance** – Axon Evidence is CJIS-compliant, FIPS 140-2 certified, and trusted by thousands of government entities nationwide.

Axon's proposal reflects a deep understanding of WV DMV's operational realities and a strong commitment to helping the agency modernize its field operations while protecting its personnel and maintaining public confidence.

Axon's solution will equip West Virginia DMV CDL examiners with advanced, LTE-connected body-worn cameras and a secure digital evidence ecosystem that enhances transparency, protects examiners, and streamlines oversight. By bundling hardware, cloud storage, real-time support, and technical services into one scalable platform, Axon delivers immediate value and long-term cost efficiency—backed by proven deployments and unmatched innovation.



## SOLUTION OVERVIEW

In this section, we provide an overview for our proposed solution, including our Axon Body 4 camera and our cloud-based evidence system, Axon Evidence.

### AXON BODY 4

The Axon Body 4 camera is designed to capture clear admissible video and audio evidence. The camera has four configurable resolutions from 480p to 1440p and leverages low-light and clear frame technology to capture high-quality video evidence in a variety of environments. Four built-in microphones, strategically placed inside the camera, leverage audio algorithms and onboard audio processing to capture high-quality audio recordings. When combined, these elements help your CDL examiners capture truth in the moment for training purposes and maintain transparency when incidents occur.



### ADDITIONAL CAMERA FEATURES AND BENEFITS

- ▶ **A DURABLE DESIGN** that has been tested to meet/pass the Ingress Protection Rating, MIL-STD Defense, and Impact Certified standards, and can withstand impacts and operate in the harshest environments.
- ▶ **AES-256-XTS FULL-DISK ENCRYPTION** that protects evidence from manipulation while on the device.
- ▶ **A LONG-LASTING BATTERY** that is capable of providing approximately 13 hours of battery life under normal usage.
- ▶ **A LARGE INTERNAL STORAGE CAPACITY** of 128 GB to house captured video files.
- ▶ **AN INTEGRATED AND EASY-TO-USE MOUNTING SYSTEM** that allows users to quickly mount their cameras to various locations on the body and across different uniform/clothing types.
- ▶ **EMBEDDED REAL-TIME AWARENESS TECHNOLOGY** via Axon Respond+, which allows the camera to send notifications and alerts, GPS and Wi-Fi location information, and a secure livestream feed over an LTE connection to Axon Evidence or a mobile application.
- ▶ **A CONFIGURABLE PRE-EVENT BUFFER** that can capture up to two minutes of video before the camera is actively recording.

### UNLOCKING MORE CAPABILITIES WITH AXON RESPOND+

With Axon Body 4, WV DMV's CDL examiners can be connected like never before, with two of our newest features: Watch Me notifications and bi-directional communication. Each feature will unlock new workflows when responding to situations.

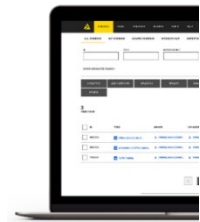
- ▶ **WATCH ME BUTTON** that allows users to send a notification to a remote Axon Evidence user to request a second set of eyes when needed. By doing so, a viewer can quickly access the camera's livestream from an interactive map within Axon Evidence and provide support.



- ▶ **BI-DIRECTIONAL COMMUNICATION** allows users to communicate hands-free with Axon Evidence livestream viewers simply by speaking out loud. When they speak, remote viewers in Axon Evidence will hear the audio through their system. The livestream viewer can then respond by clicking a button to send audio through the camera's speaker, allowing the user to receive direction or feedback in real time.

## AXON EVIDENCE

Axon Evidence is a scalable, cloud-based digital evidence management system (DEMS) designed to simplify capturing, managing, and sharing evidence across WV DMV locations. Integrated with the full Axon Ecosystem of devices and applications, Axon Evidence centralizes digital evidence, offering secure and intuitive tools for storing, organizing, and accessing video footage.



The system can help WV DMV:

- ▶ **CAPTURE AND MANAGE EVIDENCE** by easily recording incidents through body-worn and third-party cameras, such as your existing video management systems, with first-party footage automatically tagged with metadata and securely stored in one centralized location for quick organization and retrieval.
- ▶ **QUICKLY LOCATE EVIDENCE** through customizable search fields, filters, and bulk actions, saving time during investigations and streamlining sharing efforts.
- ▶ **EFFORTLESSLY SHARE EVIDENCE** by providing law enforcement partners with secure access to individual files or entire cases via controlled workflows in Axon Evidence.

## WORKING WITH EVIDENCE

While working with evidence, users will review and playback video and audio with our built-in media player. With basic controls that allow a user to play, stop, rewind, fast forward, and control the speed at which evidence files are played, users can quickly and thoroughly review their evidence.

While reviewing evidence from the View Evidence page, your users can also:

- ▶ **CREATE CLIPS AND MARKERS** to focus on or separate certain parts of a video
- ▶ **CREATE REDACTIONS** with powerful AI that helps detect and mask common objects such as license plates, MDC screens, and faces
- ▶ **VIEW METADATA OVERLAYS** that display important information such as the time, date, agency name, and evidence ID
- ▶ **ADD METADATA, TAGS, NOTES, AND CATEGORIES** to the evidence file
- ▶ **ACCESS, DOWNLOAD, AND SHARE THE AUDIT TRAIL** to review actions taken on the evidence
- ▶ **VIEW LOCATION DATA AND AUTOMATED TRANSCRIPTIONS** that may be associated with the evidence file



Additional capabilities include:

- ▶ **MULTI-CAMERA PLAYBACK** – View synchronized footage from multiple camera angles for comprehensive incident analysis.
- ▶ **CUSTOMIZABLE ACCESS CONTROLS** – Administrators can assign user roles and access levels for secure and controlled access to sensitive evidence.
- ▶ **ENCRYPTED DATA** – Evidence is encrypted both at rest and in transit so that WV DMV's data is protected by the highest security standards.



## RFQ RESPONSE

In this section, we respond to the mandatory contract requirements of the RFQ.

**Mandatory Contract Item Requirements: Contract Item must meet or exceed the mandatory requirements listed below and may not fall on the banned products list: <https://www.fcc.gov/supplychain/coveredlist>.**

**Contract Item #1 is for a total of Thirty-Six (36) on body camera worn systems with the following requirements.**

Complies. Axon is proposing thirty-six (36) of our Axon Body 4 on-body camera worn systems.

**Contract Item #1 is for on-body camera systems that include single bay docking stations for each camera and all required ancillary equipment for camera to operate as advertised.**

Complies. In addition to the 36 Axon Body 4 cameras, we are proposing 36 single-bay docking stations and all required ancillary equipment for camera operation.

**Contract Item #1 must have real-time GPS and live-streaming capabilities for examiners requiring remote support.**

Complies. The Axon Body 4 has real-time GPS and live-streaming capabilities for examiners requiring remote support. See below for details.

### / GPS

Axon Body 4 has an embedded Global Positioning System (GPS) chip that sources location data and uses three technologies to help accurately determine camera location:

- ▶ **GNSS** – The device determines location using triangulation from GPS, GLONASS, Galileo, and QZSS satellite constellations; accuracy depends on the signal strength and the number of satellites visible to the device, similar to a cell phone.
- ▶ **WI-FI POSITIONING** – Estimates location based on nearby Wi-Fi access point signal strength; enables faster acquisition, more accurate indoor positioning, and supports GNSS with initial location fixes.
- ▶ **CELL TOWER POSITIONING** – Approximates location by triangulating signals from nearby cellular towers; offers lower accuracy but higher stability; supplements Wi-Fi data.

Axon Body 4 location data can be configured to be available only while the device is recording, while the device is recording and buffering, or not at all.

An icon on the Axon Fusus map represents the location of the device. The map also displays:

- ▶ The camera's status, whether recording, buffering, or off/docked.
- ▶ Device identifiers to distinguish between devices and users.



- ▶ The grouping of cameras to indicate multiple cameras near the same location; users can zoom in to see the individual cameras.

When location services are enabled, the device also collects time-series location data and embeds it into the recording. As the video is played in Axon Evidence, the map will show the location on a map, the path it took during the recording, an approximate address, and the latitude and longitude coordinates.

## / LIVE-STREAMING

Axon Body 4 with Device Connectivity capabilities enables livestreaming of video from the field. This gives command staff improved visibility into unfolding events, helping them make more timely, informed decisions and provide real-time support.

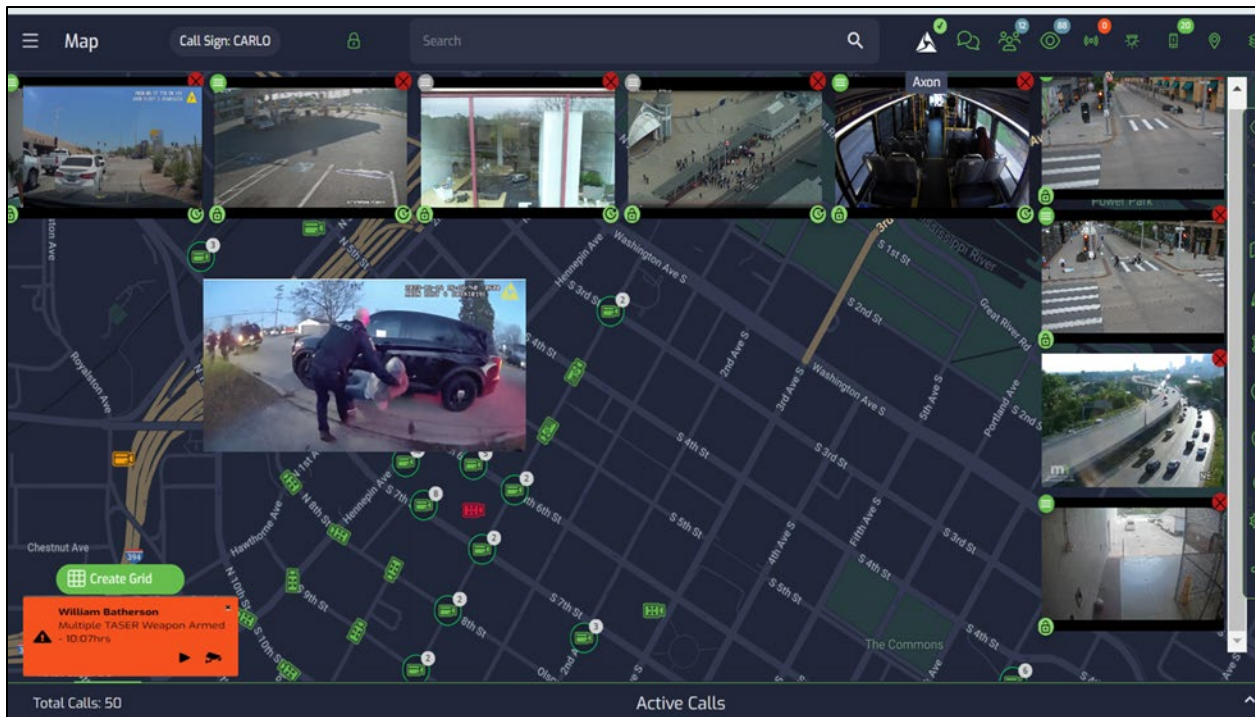
Livestreaming is only available when the user is actively recording and connected via LTE. Users may receive a notification—audible, visual, or haptic—when a livestream begins, depending on agency configuration.



A typical livestreaming workflow may look like this:

- ▶ **RECORDING STARTS** – The user activates a recording on their Axon Body 4 camera with Device Connectivity functionality enabled.
- ▶ **LIVESTREAM ACCESSED** – A supervisor, dispatcher, or other authorized user opens the Axon Fusus map, views camera locations and selects the user's actively recording camera.
- ▶ **VIEWER INITIATES LIVESTREAM** – The livestream begins once the viewer selects the option to watch. The user is notified, and an entry is made in the audit trail.
- ▶ **OPTIONAL VOICE COMMUNICATION** – The viewer may start a bi-directional voice call with the user, which provides them with a hands-free way of communicating with the viewer without interrupting a recording.
- ▶ **LIVESTREAM ENDS** – The livestream ends automatically when the user stops the recording or can be closed manually by the viewer.

Note that the workflow and notifications are dependent upon how permissions and access are configured in Axon Evidence per WV DMV's policy.



Whether engaging in a high-risk stop, de-escalating a volatile situation, or responding to an unknown threat, users know that the scene can be viewed in near real time. This allows supervisors to be better informed so they can send backup, provide guidance, or monitor safety risks without unnecessary distractions for the camera operator.

**Contract Item #1 must have licensing for (3) DMV Administrators and (33) Examiner Camera Licenses.**

Complies. Axon is proposing Axon Evidence licenses for (3) DMV Administrators and (33) Examiner Camera Licenses.

**Contract Item #1 must have standalone cloud-based storage solution included that provides streamlined sharing and reviewing tools as well as case summaries that are configurable with retention categories for training purposes and investigations.**

Complies. In addition to the Axon Body 4 camera, Axon is proposing our standalone cloud-based storage solution, Axon Evidence, that provides streamlined sharing and reviewing tools, as well as case summaries that are configurable with retention categories for training and investigative purposes. See below for details.





## KEY CAPABILITIES OF AXON EVIDENCE:

- ▶ **CLOUD-BASED STORAGE:** Axon Evidence is a secure, centralized, cloud-based digital evidence management system (DEMS) that consolidates all digital files into a single, secure system
- ▶ **STREAMLINED SHARING AND REVIEWING TOOLS:** The platform offers seamless sharing capabilities, allowing agencies to grant access to external partners or share content with a secure link. It also supports scalable solutions for prosecutors and public defenders, facilitating efficient collaboration .
- ▶ **CONFIGURABLE RETENTION CATEGORIES:** Administrators can create and assign categories to evidence, each with its own retention policy. This feature ensures that evidence is retained for appropriate durations based on its classification, such as training or investigative purposes .
- ▶ **CASE MANAGEMENT:** Axon Evidence provides robust case management features, allowing users to quickly view and share all digital files related by case number. This functionality supports organized and efficient handling of evidence for both training and investigative cases

### **Contract item #1 must have selectable 1080, 720, 480 video resolution.**

Complies and exceeds. The Axon Body 4 has four video quality settings to choose from, which can align with an agency's objectives when it comes to capturing quality evidence. These resolutions include:

- ▶ 480p – Offers the longest battery life and fastest upload speeds while still capturing clear, admissible video evidence
- ▶ 720p – Prioritizes both battery life and high-quality evidence capture; the recommended video recording quality
- ▶ 1080p – Offers high-quality video evidence
- ▶ 1440p – Offers the highest-quality video evidence

### **Contract item #1 must have a minimum 12-hour battery life.**

Complies and exceeds. Under normal usage, the Axon Body 4 camera provides approximately 13 hours of battery life, with four hours dedicated to recording time and nine hours for buffering.

### **Contract item #1 must have minimum 64GB storage capability.**

Complies and exceeds. Axon Body 4 has a large on-device storage capacity of 128 GB to house captured video files and the camera's operating system. Body-worn cameras with storage capacities in this range are considered to have more than enough space to store evidence collected during a standard shift. Combined with multiple offload methods, Axon Body 4 allows users to capture high-quality video without worrying about running out of storage.

Additionally, when considering the size and weight of Axon Body 4, we believe the device strikes a balance between capacity and portability, making it a reliable tool for public safety professionals



who require a substantial storage solution while maintaining the ease of use and mobility of a body-worn camera.

The following table displays the device's storage capacity based on the camera's set resolution.

STORAGE CAPACITY PER CAMERA RESOLUTION		
RESOLUTION	FILE SIZE/1 HOUR	STORAGE CAPACITY
480p (854 x 480)	0.97 GB	~103 Hours
720p (1280 x 720)	1.87 GB	~54 Hours
1080p (1920 x 1080)	4.57 GB	~22 Hours
1440p (2560 x 1440)	9.08 GB	~11 Hours

**Contract item #1 must have proven 6 feet drop test record.**

Complies. The Axon Body 4 is impact certified from a height of 6 feet when in normal temperature ranges (ambient) and is impact certified from 4 feet when in extremely cold temperatures, defined as -4° F and below. For low-temperature tests, the camera is put in a freezer for several hours before the test; though this is not an expected scenario, it is intended to simulate a camera being left in a cold vehicle before being dropped. As the most common damage to body-worn camera devices is from a drop, Axon Body 4's ruggedized high-impact polymer protects against damage from this common occurrence and helps to reduce repair or replacement costs and downtime. Additionally, Axon's numerous mounting options are capable of holding the camera in place during strenuous activities.

**Contract item #1 must have an operating temperature range of -20 C to 50 C.**

Complies. The Axon Body 4 camera has an operating temperature range of -4° F to 122° F, which helps keep both external and internal components protected in almost any environment throughout the year.

**Contract item #1 must have on device full disk encryption.**

Complies. The Axon Body 4 camera protects device data via AES-256-XTS full-disk encryption at-rest using per-device, unique keys stored in the Qualcomm Secure Execution Environment on the Qualcomm SOC (System-on-Chip).

**Contract item #1 must have built in on device multi mic capability.**

Complies. Axon Body 4 leverages four built-in digital microphones on different planes within the device. With each microphone positioned several centimeters apart, the audio signals received are slightly delayed or phase-shifted. This arrangement is similar to how humans discern the direction of sound using two ears. Built-in algorithms then take advantage of these shifts to



produce a binaural (stereo) output stream, and also help prioritize back-and-forth interactions over background noise.

By setting the microphones on different planes, captured evidence also benefits from:

- ▶ **IMPROVED OVERALL AUDIO QUALITY AND CLARITY** by capturing and analyzing sounds from multiple angles
- ▶ **IMPROVED PERCEPTION** of where sounds are coming from in a video
- ▶ **REDUCED ELECTROMAGNETIC INTERFERENCE** to reduce unwanted disturbances

Additionally, the Axon Body 4 camera uses a Nokia OZO-based algorithm that dramatically improves speech intelligibility and reduces unwanted environmental noise. The algorithm's sophisticated onboard audio processing conducts wind noise reduction, calculates automatic gain control, and produces high-quality stereo audio recordings.

**Contract item #1 must have ability to upload evidence wirelessly over LTE without waiting to dock.**

Complies. The Axon Body 4 camera has the ability to upload evidence wirelessly over LTE without waiting to dock. Below are details of this, as well as other available methods.

Axon Body 4 offers multiple options to offload video evidence, giving users flexibility whether in the field, in a vehicle, or at the office. The offload workflows are designed to help reduce the manual administrative burdens associated with traditional evidence management workflows and expedite access to evidence across multiple locations.

With Axon Body 4, users can offload captured evidence in the following ways:

- ▶ **PRIORITY EVIDENCE UPLOAD VIA LTE** – When LTE connectivity is available, users can upload the camera's most recently recorded piece of evidence to Axon Evidence. This feature allows users to send critical video evidence directly to Axon Evidence for storage and review by command staff.
- ▶ **AXON DOCKS** – By simply plugging a camera into a dock, the camera will begin offloading evidence to the DEMS, Axon Evidence. In general, this is the most commonly used method to offload videos.
- ▶ **AUTOMATIC WI-FI UPLOAD** – When in the proximity of a pre-configured Wi-Fi network, the camera will begin offloading evidence directly to Axon Evidence over Wi-Fi.
- ▶ **EVIDENCE UPLOAD VIA AXON VIEW XL STANDALONE MODE** – When installed on an MDC, the camera can wirelessly connect to the Axon View XL Standalone Mode application installed on an MDC to securely offload evidence.





**Contract item #1 must have ability to support streaming audio and video back to agency (DMV)**

Complies. The Axon Body 4 camera supports live streaming of both audio and video back to your agency. This functionality is enabled through Device Connectivity, providing real-time situational awareness and communication between CDL examiners and command staff.

**/ KEY FEATURES OF AXON BODY 4 LIVE STREAMING:**

- ▶ **LIVE VIDEO STREAMING:** Authorized personnel can view high-definition live video feeds from the Axon Body 4 camera, enhancing situational awareness during critical incidents.
- ▶ **BI-DIRECTIONAL AUDIO COMMUNICATION:** The camera allows for real-time, two-way audio communication between the wearer and support teams, facilitating immediate guidance and decision-making.
- ▶ **'WATCH ME' FEATURE:** CDL examiners can initiate a live stream and request support with a single button press, alerting supervisors to monitor the situation as it unfolds.

These capabilities are designed to enhance safety, improve response times, and provide comprehensive oversight.

**Contract item #1 must have pre-event buffer capability for up to a 2 minutes of pre-event buffer with configurable audio.**

Complies. The pre-event buffer allows Axon Body 4 to capture and save video directly preceding a recording, up to 120 seconds, and securely attach it to the final evidence file in permanent memory. The pre-event buffer helps to expand video coverage and reduce missed moments, so that users can capture more context when documenting critical moments in the field.

By default, the buffered video duration is set to 30 seconds. However, agencies have the flexibility to set the duration of the pre-event buffer in 30-second increments, allowing the following options:

- ▶ 120 seconds
- ▶ 90 seconds
- ▶ 30 seconds
- ▶ 0 seconds, or no pre-event buffer

Please note that the recording of audio can be enabled or disabled during buffered video collection to accommodate an agency's evidence collection policies. By default, audio recording is disabled for pre-event buffering.

**Contract item #1 must have function to locate a lost device and wipe content option.**

Complies. Axon Body 4 supports the ability to locate a lost device via a GPS-enabled mapping dashboard. While it does not support traditional remote wiping, it provides an equivalent and more secure solution: the device's AES-256-XTS full-disk encryption and authenticated upload workflows ensure that any lost or stolen device is effectively inaccessible. Video data cannot be



offloaded without verified credentials and integration into the Axon Evidence platform, eliminating unauthorized access and fulfilling the underlying security intent of this requirement.

**Contract #2 is for warranty and support requirements for a three (3) year period.**

Complies. We are providing a three-year warranty on the Axon Body 4 camera and 24/7/365 customer support for the full three-year term.

**Contract Item #2 must have a dedicated 24/7 access to vendors Technical Support.**

Complies. Axon has a full technical support division, comprised of 66 full-time team members, who are responsible for supporting our entire line of products. Live phone support is available 24-hours a day, seven days a week, including holidays; the team is based in our Axon headquarters in Scottsdale, AZ with agents working remotely across the globe to provide round-the-clock support. The team is trained to handle many types of inquiries, from general use questions to complex hardware, software, and network troubleshooting.

Having a single point of contact simplifies support of your critically important hardware and software. Our team is held to a high standard of support, and statistics are tracked closely to make sure those expectations are met. Recent statistics include:

- ▶ A 47-second average hold time in 2024
- ▶ 92% average customer survey feedback score in 2024
- ▶ An average of 86% of web-submitted cases were responded to within 24 hours in 2024; includes cases submitted during overnight and weekend hours.

The phone, online, email, and remote-location troubleshooting described here are included as part of your investment in the Axon Ecosystem. A technical support representative may be contacted at 800.978.2737 (extension 4), via email at [support@axon.com](mailto:support@axon.com), or by creating a ticket in your MyAxon account.

**Contract Warranty period for each device for breaks, malfunction, lost/stolen hardware replacements provided a useful life of equipment.**

Complies. Axon is proposing a three-year warranty on the Axon Body 4 cameras so to cover WV DMV in the event of breaks, malfunctions, and lost/stolen devices, and will provide repairs or replacements so as to ensure your examiners have operable devices for the full term.

**Contract Item# 2 must have on-site vendor set-up, configuration, and training.**

Complies. To meet the requirements of this solicitation, we are proposing our Axon Starter package for body-worn cameras. This package includes:

- ▶ One day of on-site services and remote project planning
- ▶ Customizable training, including Administrator, User, and End-User training



- ▶ Access to training documentation

**Contract Item #2 must have a dedicated 24/7 access to vendors Technical Support Team.**

Complies. Axon has a full technical support division, comprised of 66 full-time team members, who are responsible for supporting our entire line of products. Live phone support is available 24-hours a day, seven days a week, including holidays; the team is based in our Axon headquarters in Scottsdale, AZ with agents working remotely across the globe to provide round-the-clock support. The team is trained to handle many types of inquiries, from general use questions to complex hardware, software, and network troubleshooting.

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**Contract Item #2 must include quote for unlimited storage of Camera assets for full three (3) year period from implementation.**

Complies. Axon is including unlimited storage for all assets captured by our devices for the full three-year contracted period.

**Contract Item #2 must include quote for LTE, SIM cards and data plan subscription to support Live-Streaming of cameras.**

Complies. We are providing Device Connectivity and Fusus Plus subscription licenses that support the live-streaming of cameras.



## COST NARRATIVE

Axon is offering the West Virginia Department of Motor Vehicles a 3-year service agreement in response to the RFQ for a body-worn camera solution for CDL examiners.

This proposal includes the following key components:

▶ **36 BODY WORN CAMERA SYSTEMS**

- ▶ Axon Body 4 Cameras and Accessories
- ▶ 1 Spare Camera Included
- ▶ 36 Docking Stations (1-Bay)
- ▶ Full 3-year Warranty on Axon Body 4 Cameras

▶ **CLOUD SOFTWARE & STORAGE**

- ▶ 33 Basic User Licenses to Axon Evidence (Camera Holders)
- ▶ 3 Pro User License to Axon Evidence (Administrative)
- ▶ Unlimited Data Storage for Body-Worn Video
- ▶ 36 Axon Body Device Connectivity Licenses (Live-Streaming)
- ▶ 36 Axon Fusus Plus Licenses (Live-Streaming)

▶ **SERVICES**

- ▶ PSO Starter Package for Axon Body 4 Cameras

The estimated costs presented to the WV DMV are based on the information provided within your RFQ. Itemized unit prices are included within the detailed cost breakdown quote on the following pages.

We understand that these solutions are not a one-size-fits-all; and therefore, would like to highlight that our program costs are completely customizable. We can also work with WV DMV on designing a payment structure to meet your budget/available funding. Axon's team welcomes the opportunity to discuss our offering with WV DMV and determine if any changes are desired in the components or our offering.

YEAR	PRICING
Year 1	\$56,269.28
Year 2	\$30,978.60
Year 3	\$30,978.60
Total Program Cost	\$118,226.48



## EXHIBIT A. PRICING PAGE

Below, we have included a completed Exhibit A. As shown in our generated quote that follows, we do not break out pricing exactly as shown on your pricing page. However, Axon can work with WV DMV to customize a payment plan to suit your needs.

**Exhibit A - Pricing Page**  
**On-Body Camera Systems RFQ**

Item	Item Description	Quantity	Unit Cost	Extended Price
3.1.1	On-Body Camera Systems	36	\$2,911.07	\$104,798.48
3.1.2	Warranty and Support	Year 1	\$4,476.00	\$4,476.00
3.1.2	Warranty and Support	Optional Year 2	\$4,476.00	\$4,476.00
3.1.2	Warranty and Support	Optional Year 3	\$4,476.00	\$4,476.00
			<b>Total Cost</b>	<b>\$118,226.48</b>

**Vendor should complete pricing page in its entirety.**





# AXON ITEMIZED QUOTE



Axon Enterprise, Inc.  
17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
VAT: 86-0741227  
Domestic: (800) 978-2737  
International: +1.800.978.2737

Q-687640-45761SH

Issued: 04/14/2025

Quote Expiration:

Estimated Contract Start Date: 07/01/2025

Account Number: 533947

Payment Terms: N30

Mode of Delivery: UPS-GND

SHIP TO	BILL TO
WV Division of Motor Vehicle 5707 Maccorkle Ave SE Charleston, WV 25304-2816 USA	West Virginia Division of Motor Vehicles 5707 Maccorkle Ave SE Charleston WV 25304-2816 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Sean Hurley Phone: Email: shurley@axon.com Fax:	Joel Holcomb Phone: Email: joel.o.holcomb@wv.gov Fax:

## Quote Summary

Program Length	36 Months
TOTAL COST	\$118,226.48
ESTIMATED TOTAL W/ TAX	\$118,226.48

## Discount Summary

Average Savings Per Year	\$5,467.67
TOTAL SAVINGS	\$16,403.00



#### Payment Summary

Date	Subtotal	Tax	Total
Jun 2025	\$56,269.28	\$0.00	\$56,269.28
Jun 2026	\$30,978.60	\$0.00	\$30,978.60
Jun 2027	\$30,978.60	\$0.00	\$30,978.60
<b>Total</b>	<b>\$118,226.48</b>	<b>\$0.00</b>	<b>\$118,226.48</b>



Quote Unbundled Price: \$134,629.48  
Quote List Price: \$134,629.48  
Quote Subtotal: \$118,226.48

## Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
H00001	AB4 Camera Bundle	36			\$928.84	\$473.26	\$17,037.40	\$0.00	\$17,037.40
H00003	AB4 1-Bay Dock Bundle	36			\$229.00	\$229.00	\$8,244.00	\$0.00	\$8,244.00
<b>A la Carte Software</b>									
73449	AXON BODY - LICENSE - DEVICE CONNECTIVITY	36	36		\$5.20	\$5.20	\$6,739.20	\$0.00	\$6,739.20
73447	AXON FUSUS - LICENSE - PLUS USER	36	36		\$14.57	\$14.57	\$18,882.72	\$0.00	\$18,882.72
73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	36	36		\$26.02	\$26.02	\$33,721.92	\$0.00	\$33,721.92
BasicLicense	Basic License Bundle	33	36		\$15.61	\$15.61	\$18,544.68	\$0.00	\$18,544.68
ProLicense	Pro License Bundle	3	36		\$46.84	\$46.82	\$5,056.56	\$0.00	\$5,056.56
<b>A la Carte Services</b>									
100494	AXON BODY - PSO - STARTER ENTERPRISE	1			\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	\$10,000.00
<b>Total</b>							<b>\$118,226.48</b>	<b>\$0.00</b>	<b>\$118,226.48</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AB4 1-Bay Dock Bundle	100201	AXON BODY 4 - DOCK - SINGLE BAY	36	1	06/01/2025
AB4 1-Bay Dock Bundle	71104	AXON - DOCK/DATAPORT POWERCORD - NORTH AMERICA	36	1	06/01/2025
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	1	1	06/01/2025
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	36	1	06/01/2025
AB4 Camera Bundle	100182	AXON BODY - MOUNT - RAPIDLOCK HIGH RETENTION WING CLIP	40	1	06/01/2025
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	40	1	06/01/2025
AB4 Camera Bundle	100775	AXON BODY 4 - MAGNETIC DISCONNECT CABLE	40	1	06/01/2025

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	33	07/01/2025	06/30/2028
Basic License Bundle	73680	AXON EVIDENCE - ECOM LICENSE - BASIC	33	07/01/2025	06/30/2028
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	9	07/01/2025	06/30/2028
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	3	07/01/2025	06/30/2028
A la Carte	73447	AXON FUSUS - LICENSE - PLUS USER	36	07/01/2025	06/30/2028
A la Carte	73449	AXON BODY - LICENSE - DEVICE CONNECTIVITY	36	07/01/2025	06/30/2028



#### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	36	07/01/2025	06/30/2028

#### Services

Bundle	Item	Description	QTY
A la Carte	100494	AXON BODY - PSO - STARTER ENTERPRISE	1

#### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
AB4 Camera Bundle	100942	AXON BODY 4 - EXT WARRANTY - CAMERA	36	06/01/2026	06/30/2028
AB4 Camera Bundle	100942	AXON BODY 4 - EXT WARRANTY - CAMERA	1	06/01/2026	06/30/2028



### Shipping Locations

Location Number	Street	City	State	Zip	Country
1	5707 Maccorkle Ave SE	Charleston	WV	25304-2816	USA

### Payment Details

Jun 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Hardware Billing	H00001	AB4 Camera Bundle	36	\$17,037.40	\$0.00	\$17,037.40
Hardware Billing	H00003	AB4 1-Bay Dock Bundle	36	\$8,244.00	\$0.00	\$8,244.00
Year 1	100494	AXON BODY - PSO - STARTER ENTERPRISE	1	\$3,334.00	\$0.00	\$3,334.00
Year 1	73447	AXON FUSUS - LICENSE - PLUS USER	36	\$6,295.50	\$0.00	\$6,295.50
Year 1	73449	AXON BODY - LICENSE - DEVICE CONNECTIVITY	36	\$2,246.85	\$0.00	\$2,246.85
Year 1	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	36	\$11,242.87	\$0.00	\$11,242.87
Year 1	BasicLicense	Basic License Bundle	33	\$6,182.80	\$0.00	\$6,182.80
Year 1	ProLicense	Pro License Bundle	3	\$1,685.86	\$0.00	\$1,685.86
Total				\$56,269.28	\$0.00	\$56,269.28

Jun 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100494	AXON BODY - PSO - STARTER ENTERPRISE	1	\$3,333.00	\$0.00	\$3,333.00
Year 2	73447	AXON FUSUS - LICENSE - PLUS USER	36	\$6,293.61	\$0.00	\$6,293.61
Year 2	73449	AXON BODY - LICENSE - DEVICE CONNECTIVITY	36	\$2,246.18	\$0.00	\$2,246.18
Year 2	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	36	\$11,239.52	\$0.00	\$11,239.52
Year 2	BasicLicense	Basic License Bundle	33	\$6,180.94	\$0.00	\$6,180.94
Year 2	ProLicense	Pro License Bundle	3	\$1,685.35	\$0.00	\$1,685.35
Total				\$30,978.60	\$0.00	\$30,978.60

Jun 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100494	AXON BODY - PSO - STARTER ENTERPRISE	1	\$3,333.00	\$0.00	\$3,333.00
Year 3	73447	AXON FUSUS - LICENSE - PLUS USER	36	\$6,293.61	\$0.00	\$6,293.61
Year 3	73449	AXON BODY - LICENSE - DEVICE CONNECTIVITY	36	\$2,246.18	\$0.00	\$2,246.18
Year 3	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	36	\$11,239.52	\$0.00	\$11,239.52
Year 3	BasicLicense	Basic License Bundle	33	\$6,180.94	\$0.00	\$6,180.94
Year 3	ProLicense	Pro License Bundle	3	\$1,685.35	\$0.00	\$1,685.35
Total				\$30,978.60	\$0.00	\$30,978.60



Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

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 <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

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.



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Signature

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Date Signed

4/14/2025



Page 7

Q-687640-45761SH



# ADDENDA

See signed Addenda #1, #2, and #3 on the following pages.

## **ADDENDUM ACKNOWLEDGEMENT FORM** **SOLICITATION NO.: CRFQ DMV2500000003**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

### **Addendum Numbers Received:**

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Axon Enterprise, Inc.

Company



Authorized Signature

4/24/25

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.





**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFO DMV2500000003**

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<input type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
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Axon Enterprise, Inc.

Company



Authorized Signature

4/24/25

Date

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<input type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input checked="" type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Axon Enterprise, Inc.

Company

Authorized Signature

4/25/25

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



## AXON'S PROPOSED TERMS

Axon's proposal is contingent upon the acceptance and inclusion of Master Services and Purchasing Agreement, which can be found at [www.axon.com/sales-terms-and-conditions](http://www.axon.com/sales-terms-and-conditions), into the definitive terms of any resulting contract. Axon would be happy to negotiate these terms in good faith upon award.



CAPTURE TRUTH  
ACCELERATE JUSTICE  
**PROTECT LIFE**