

SECTION TEN: OFFER OF VALUE-ADDED PRODUCTS AND/OR SERVICES

Attachment G Value Added Plan

This template must be used. The Value-Added Plan should identify any **value added options or ideas that may benefit the State(s)**. The value added claims should be prioritized (identify the most important claims first). The Respondent may add or delete Value Added Claim table templates, but do not exceed the **2-page** limit for this section. Do NOT include any identifying information in the Plan. Information listed under the “Documented Performance” line may describe where the Respondent has used the approach or solution previously, and what the results were in terms of verifiable metrics.

Item #1 Claim:	Include all models of energy weapons and associated accessories in the resulting NASPO contract.	
How will this add value?	TASER energy weapons integrate with the hardware and software that Axon is proposing under this contract and are deployed around the globe. Including energy weapons will allow customers to purchase all compatible items from NASPO rather than from separate contracts and will save customers time and money by allowing them to package all necessary solutions.	
Documented Performance:	TASER energy weapons are used worldwide; there are approximately 356,000+ registered energy weapons globally.	
Cost Impact:	Cost depends on model and accessory and includes a large variety of options. The entire catalogue can be presented to NASPO for pricing and term negotiation if our value-add is deemed acceptable.	Schedule Impact: Additional training and implementation may be needed for customers initially deploying energy weapons.
Item #2 Claim:	Include Axon Respond for Devices and Axon Respond for Devices+ product offerings.	
How will this add value?	Axon Respond for Devices is our real-time situational awareness technology built-in to devices like Axon Body 3 and Axon Fleet 3. With this technology, users can access livestreams directly from a device when they are actively recording, receive real-time notifications when critical events occur, and report up-to-date location information based on GPS and Wi-Fi positioning. This offering expands the technological capabilities of the products we currently offer.	
Documented Performance:	Axon Respond for Devices has been deployed in hundreds of law enforcement agencies across the United States.	
Cost Impact:	Respond for Devices can be added to a package for \$9/per user per month Respond for Devices+ can be added to a package for \$19/per user per month	Schedule Impact: Impact will be minimal, as the technology is already built into the hardware. Additional training may be required on usage and best practices.
Item #3 Claim:	Include Axon Redaction Assistant product offering.	
How will this add value?	Axon Redaction Assistant is an add-on to the standard redaction suite in Axon Evidence. It speeds up the redaction process by automating redactions for common objects. This offering enhances the capabilities offered in our standard Axon Evidence redaction suite.	
Documented Performance:	Hundreds of law enforcement agencies around the globe use Axon Redaction Assistant today and find that it greatly reduces the time to redact videos containing common objects such as computer screens, faces, and license plates.	
Cost Impact:	Redaction Assistant can be added to a package for \$9/per user per month	Schedule Impact: No impact as the technology is already built into Axon Evidence and only needs to be enabled for the customer to utilize.
Item #4 Claim:	Include Axon Virtual Reality Training hardware and software offerings.	
How will this add value?	Axon VR Training supplements our in-scope offerings and provides training in an efficient and repeatable way to help improve an officer's response in real-life scenarios, as well as effectively use the products we deploy.	
Documented Performance:	Axon VR Training has been adopted by approximately 1,000 agencies across the United States. Virtual reality training has shown potential to help officers better respond to crisis situations by heightening senses and introducing stressors that are difficult to replicate outside of real-world scenarios.	

Cost Impact:	The HTC Focus 3 headset, is \$1,300.00. Monthly licensing prices for Axon-developed content are priced on a volume basis; The entire catalogue can be presented to NASPO for pricing and term negotiation if our value-add is deemed acceptable.	Schedule Impact: No impact as the technology is easily deployable with other product offerings.
Item #5 Claim:	Include Axon Performance product offering.	
How will this add value?	Axon Performance is an add-on to Axon Evidence that is designed to reduce the amount of time law enforcement supervisors spend evaluating compliance with policies and providing feedback to users.	
Documented Performance:	Axon Performance is utilized by hundreds of agencies around the globe. It is built into Axon Evidence and can randomly select videos for review and greatly simplify the performance and compliance review process.	
Cost Impact:	Axon Performance can be added to a package for \$9/per user per month.	Schedule Impact: Should have no impact as the technology is already built into Axon Evidence and only needs to be enabled for the customer to utilize.
Item #6 Claim:	Include Axon Dispatch and Axon Records product offerings.	
How will this add value?	Axon Dispatch and Records are designed to work in tandem with Axon Evidence and the entire suite of Axon public safety products that we are proposing under this cooperative. Axon Dispatch is our public safety call-for-service software and Axon Records is our web-based Records Management System. Including these products will allow customers to purchase all compatible items from NASPO rather than separate contracts will save customers time and money by allowing them to package all necessary solutions.	
Documented Performance:	Axon Dispatch and Axon Records have been implemented across the United States. References are available upon request.	
Cost Impact:	Axon Records can be added to a package for \$29/per user per month.	Schedule Impact: The deployment schedule is largely dependent on other systems in place and any required integrations. Deployment needs will be scoped prior to purchase and customized on an individual basis.
Item #7 Claim:	Include Axon Air software product offerings.	
How will this add value?	Our Axon Air software was specifically developed for use in law enforcement and offers wireless livestreaming from drones. This offering expands the technological capabilities of the products we currently offer.	
Documented Performance:	Axon Air is deployed by hundreds of agencies across the United States, giving them better situational awareness and improving outcomes in critical situations.	
Cost Impact:	An Axon Air Evidence license is \$30 per month, per pilot. An Axon Air Drone License is \$167 per month, per drone for fixed gimbal drones and \$279 per month, per drone for removable gimbal drones.	Schedule Impact: Should have no impact as the software is easily deployable. Training on the software can be purchased as needed by individual agencies.