

## Cost Comparison Panasonic Arbitrator and Axon Fleet

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### Panasonic

Unit Cost - \$6126.87

Installation- \$384.00

**Total- \$6510.87**

Warranty-12 month's from manufacturer

HD quality 1080P

Servers already in place for off load  
installed during initial deployment

Virtual servers to be used in the future

If we purchased 24 units next fiscal year for  
new cars and to replace old none HD units

**24 Unit Cost \$147,044.88**

We currently have 15 HD units not including  
the ones purchased this year. We have 30  
none HD needing to be replaced.

### Axon Fleet 2.0

Unit Cost- \$0

Cradle point Router/Antenna-\$1150.00

Cradle Care- \$550.00

Installation Estimate-\$384.00

Total-\$2084.00

Fleet Unlimited Storage Package 2.0 -  
\$1312.67

**Total- \$3396.67**

Full 5 year Warranty

HD quality 1080P

WiFi Servers for off load will need to be  
purchased \$3500 x 4

+

WiFi server license - \$600.00 x4

This must be done at initial deployment

**\$16400.00 (one time)**

We would deploy 24 units every year until  
we reached 120 units. This would replace  
all Panasonic Units over the 5 years.

**24 Unit Cost \$81,520.08**

## Cost Comparison Panasonic Arbitrator and Axon Fleet 2.0

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- It should be understood that by transferring to the Axon Fleet Units everything video related would be stored on the Evidence.com cloud. This makes it more convenient for us to share video evidence with SAO and less man hours to obtain video from the storage program.
- Also with BWC's already in use the Fleet Units would communicate with the BWC's so activation would be smoother for both units.
- CAD integration would continue but instead of trying to maintain 2 clients (Panasonic's Back-end) and (Axon's Evidence.com) we would just need the Axon client and all videos would be categorized at the same time and allow us to maintain our video's for retention and prosecutor needs.
- The Axon Units under the contract would be replaced during the five years if new products (upgrades) are released at no additional cost to the agency. Whereas if the Panasonic Unit was to be replaced with a new Unit (upgrade) we would need to pay for that Unit.
- The Axon Units come with a full 5 year warranty whereas the Panasonics have a 12 month Manufacturer's warranty.
- Axon offers the camera Unit at no cost to the Agency the only things we are paying for is the storage per unit per year and the router which allows us the option of WiFi offload at the police department or LTE offload anywhere.