



**THE CITY COUNCIL OF WATERLOO, IOWA
WORK SESSION TO BE HELD AT
Harold E. Getty Council Chambers
Monday, July 6, 2026
3:45 PM**

RULES FOR WORK SESSION PUBLIC COMMENT

Iowa Code Chapter 21 gives the public the right to attend council meetings, but it does not require cities to allow public participation except during public hearings. The city council shall not receive any public comment during a work session.

Roll Call.

Agenda, as proposed or amended.

Approval of Minutes of the June 15, 2026, Council Work Session as proposed or amended.

3:45 p.m. Discussion of Hazard Mitigation Plan Update

Submitted by: Jamie Knutson, City Engineer

Approx. 4:15 Discussion of Axon software contract.

p.m. Submitted by: Rob Duncan, Chief of Police

Approx. 4:55 Discussion of software changes for Waterloo Fire Rescue.

p.m. Submitted by: Bill Beck, Fire Chief

ADJOURNMENT

Kelley Felchle
City Clerk

June 15, 2026

COUNCIL WORK SESSION
Harold E. Getty Council Chambers
4:30 p.m.

Pre-Meeting Items

Roll Call.

Members present: Mayor Dave Boesen in the Chair. Roll Call: Mr. Schmitt, Mr. Morrow, Ms. Berry, Mr. Salamanca, Mr. Martin and Mr. Simon. Ms. Creighton-Smith was absent.

Agenda, as proposed or amended.

Simon/Schmitt
that the agenda as proposed be approved. Voice vote-Ayes: Six. Motion carried.

Approval of Minutes of the June 1, 2026, Work Session, as proposed or amended.

Simon/Schmitt
that the minutes of the June 1, 2026, Council Work Session, as proposed be approved. Voice vote-Ayes: Six. Motion carried.

Work Session Items

Update from Grow Cedar Valley.

Katy Susong, Grow Cedar Valley President and CEO, provided an overview of the speakers and content each will share.

Lisa Skubal, Vice President of Economic Development, shared that recruiting new businesses is her focus. She shared that much of their efforts are based on relationship building, business attraction, supporting existing employers and positioning Waterloo to compete for future investment opportunities. She explained that this spring they launched a global lead initiative focusing on industries identified through the Count Me In population study, including advanced manufacturing, food processing, agribiotech, software development and emerging technologies. She reported that over 2,000 companies have been contacted, or reached, out regarding opportunities in Waterloo. She shared that Grow Cedar Valley is currently managing approximately 57 active projects, representing 3,400 potential jobs during this current reporting period. Twelve are new projects that have entered the pipeline since our last update. She further stated that there is currently one international company that located here from Ireland, and quite possibly another international company by the next update.

Adrienne Miller, Director of Business Services and Advocacy, shared about the Select USA Investment Summit she attended and explained that it was put on by the US Department of Commerce, and there were over 5500 attendees representing over 100 countries. She commented that they met with dozens of international companies and had eight pre-scheduled

meetings with companies interested in NE Iowa, specifically. She provided an update on what her department has accomplished since the last update.

Stephanie Detweiler, Director of Talent and Workforce, provided highlights of the work and initiatives over the last several months. She shared that there were 500 participants that attended the Plan Reveal event following the population study. The study identified key strategies and more than 90 action items. Since the event, she and Katie have done over 20 presentations throughout the community for companies wanting to hear more. She further shared other initiatives, including a podcast and social media platforms.

Kelsey Kunkle, Talent and Workforce Development Manager, shared information on the associations she leads and supports.

Discussion of an ordinance amending Waterloo City Code Section 5-2-9, Public Urination.

Rob Duncan, Police Chief, provided an overview of the ordinance.

Council members discussed the ordinance change with the Police Chief.

ADJOURNMENT

Simon/Schmitt

that the council adjourn at 5:05 p.m. Voice vote-Ayes: Six. Motion carried.

Kelley Felchle
City Clerk

City of Waterloo, Iowa

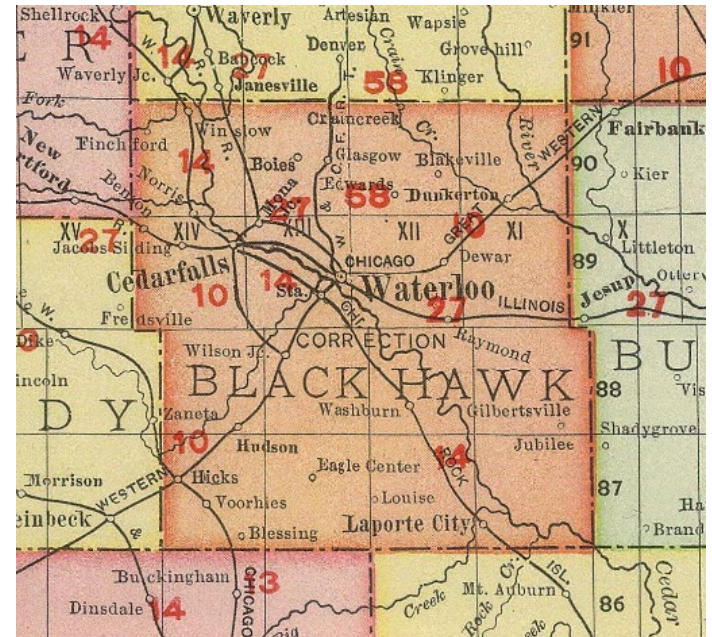
Hazard Mitigation Plan 2026 Update

Appendix I of Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan

Funded by the Black Hawk County
Emergency Management Agency

Prepared by Iowa Northland Regional
Council of Governments (INRCOG)

January 2026



INRCOG
Iowa Northland Regional
Council of Governments

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Adopting Resolution by Waterloo City Council

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About

The City of Waterloo developed this Plan as part of the 2026 Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan update process. The 2026 Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan is a sequential 5-year update to the previous document. Federal regulations regarding how local governments may receive funding from FEMA require that the specified jurisdiction (city, school district, county) have an approved hazard mitigation plan that is in good standing (updated and FEMA approved) to remain eligible for grant funding. This Plan was developed to meet the requirements in Title 44 CFR § 201.6.

Elected officials, city clerks, planners, first responders, and other stakeholders were invited to attend planning committee meetings as participants to learn about hazard mitigation and complete data gathering assignments. These assignments were submitted to the plan development coordinators: Black Hawk County Emergency Management Agency (EMA) and Iowa Northland Regional Council of Government (INRCOG). Black Hawk County's EMA initiated and funded this effort for all participating communities and contracted INRCOG to coordinate the plan development process with a multi-jurisdictional approach.

Participating communities included all ten (10) incorporated municipalities of Black Hawk County. County staff participating in the committee were representing their respective County departments. Three (3) committee meetings were held between January and March wherein each participant provided data and completed work sheets to develop their hazard mitigation plans.

FEMA's Emergency Management Cycle



What is Hazard Mitigation?

Hazard Mitigation is any *sustained* action taken to reduce or eliminate long-term risk to life and property from hazards.

The emergency management cycle has 4 phases:

- **Preparedness** is the assessment of potential risks, hazards, and vulnerabilities that a community may face. The development and updating of activities, programs, and systems before an event occurs is included in this phase of the cycle.
- **Response** is the immediate effects after a disaster.
- **Recovery** is a long-term phase that focuses on returning the community to normal after a disaster.
- **Mitigation** is an action that can occur at any phase.

The Benefits of Hazard Mitigation for Local Governments

For local governments, there are benefits in knowing how specific hazards may affect their communities and its potential to cause negative impacts. The need to develop pre-disaster actions or activities to lessen or avoid those anticipated negative impacts has many benefits including:

- ✓ Understanding of how hazards develop under certain conditions and increase in levels of magnitude or intensity.
- ✓ Taking advantage of the opportunities to create more sustainable and disaster-resistant communities.
- ✓ Participating in collaborative intergovernmental efforts are cost effective for all participants.
- ✓ Using limited resources to address the threat from hazard events that may have the biggest impact on the community.
- ✓ Reducing or preventing damage to existing structures and reducing their subsequent repair costs.
- ✓ Identifying vulnerable populations to establish equitable outcomes.
- ✓ Committing to long-term goals that focus on lessening or reducing negative impacts of hazards.

The Planning Process

In order to reduce the threat of negative impacts from natural hazards, a risk informed approach was used in this planning process. A risk informed approach is a multi-step process. This Plan also involves collaboration among participants in the planning committee. The process involved learning the historical occurrence of when such hazards may have occurred in Black County to understand their potential for future disruptions.

Participants in the Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan Planning Committee determined the level of risk facing their communities by completing a risk assessment. Data gathered by committee participants involved updating their existing mitigation activities by the local government. The image below outlines the general process followed.

General 5-Step Process followed by Participants



Community Data Sources

Population data is based on 2020 decennial Census data. The 2023 American Community Survey 5-year estimates are the latest and most reliable survey data sets to understand what is taking place in the county and each city. Most counties, cities, and towns rely on 5-year estimates. Employment, workforce, and industry figures in this Plan are estimates that have a margin of error.

It is important to note that the ACS estimates used for rural communities will have a degree of uncertainty associated with them, called sampling error, because they are based on a sample. In general, the larger the sample, the smaller the level of sampling error. Rural communities tend to have smaller samples than larger cities, so the “margin of error” — a measure of the precision of an estimate at a given level of confidence—likely will be larger for rural areas.

Crash data along roadways within each jurisdiction is collected between the period of 2019 and 2024. Using a map tool interface, the data was taken at a city level and presented to understand incident severity, casualties, and property damage from reported accidents. Accident data is added to the site daily and accessible through an online website, <https://icat.iowadot.gov/>.

In the risk analysis section of this Plan, estimates of property loss are measured using mapping of hazardous zones. For the vulnerability risk assessment, flood prone homes were determined using the boundaries of the 100 year (1%) annual chance flood zone. The value of potential property loss was derived from the 2023 assessed dollar value of structures and dwellings on affected parcels provided by the Black Hawk County Assessor’s Office.



“I Love Waterloo Sign” near the corner of Lincoln Park

City Profile

Jurisdiction: City of Waterloo

County: Black Hawk County

Population (2020): 67,314

The City of Waterloo is located at the center of Black Hawk County.

The following data presented in tables on the following page include population, employment, and industry sector data for the community based on 2020 Census data and 2023 American Community Survey 5-year Estimates.

In 2020, the city's population was 67,314 and 67.5% were White and 18.0% were Black or African American with the median age is 37.4. Working aged residents (15-60 years) made up 56.9% of the population. Children and teens (younger than 15 years) made up 19.5% of Waterloo's population while older adults (older than 65 years) made up 17.0%.

The median household income in 2023 was \$56,344. The unemployment rate was 6.4%. Most people commute to work and an estimated 7.1% of the workforce work from home. The top three largest industry sectors in Waterloo are as follows (in order from highest to lowest): 1) Educational services, health care, and social assistance, 2) Manufacturing, and 3) Retail Trade.

Figure 1: Map of Black Hawk County



Table 3: Population Data (2020)		
City of Waterloo		
	Total	Percent
Total population	67,314	100%
AGE		
Under 5 years	4,513	6.7%
5 to 9 years	4,334	6.4%
10 to 14 years	4,299	6.4%
15 to 19 years	3,958	5.9%
20 to 24 years	4,408	6.5%
25 to 29 years	5,027	7.5%
30 to 34 years	4,936	7.3%
35 to 39 years	4,471	6.6%
40 to 44 years	3,985	5.9%
45 to 49 years	3,565	5.3%
50 to 54 years	3,801	5.6%
55 to 59 years	4,212	6.3%
60 to 64 years	4,327	6.4%
65 to 69 years	4,063	6.0%
70 to 74 years	2,917	4.3%
75 to 79 years	1,845	2.7%
80 to 84 years	1,328	2.0%
85 years and over	1,325	2.0%
Median Age	37.4	
RACE		
White	45,460	67.5%
Black or African American	12,150	18.0%
American Indian and Alaska Native	317	0.5%
Asian	2,020	3.0%
Native Hawaiian/Other Pacific Islander	712	1.1%
Some Other Race	2,252	3.3%
Two or More Races	4,403	6.5%
Hispanic or Latino (of any race)	4,793	7.1%

Source: 2020 Census, 2023 ACS 5-Yr Estimates

Table 1: Employment Data (2023)	
City of Waterloo	
	Value
Median Household Income	\$56,344
Unemployment Rate (2023)	6.4%
Workers that commute to work	93.0%
Workforce that works from home	7.1%

Source: 2023 American Community Survey 5-Yr Estimates

Table 2: Employment Industry Data (2023)		
City of Waterloo		
Workforce Industry	# of Workers	% of Workforce
Workforce	32,280	
Agriculture, forestry, fishing and hunting, and mining	141	0.4%
Construction	1,819	5.6%
Manufacturing	6,515	20.2%
Wholesale trade	727	2.3%
Retail trade	4,312	13.4%
Transportation -warehousing, utilities	1,793	5.6%
Information	459	1.4%
Finance and insurance, and real estate and rental and leasing	2,005	6.2%
Professional, scientific, and management, and administrative and waste management services	2,472	7.7%
Educational services, and health care and social assistance	6,737	20.9%
Arts, entertainment, and recreation, and accommodation and food services	3,235	10.0%
Other services, except public administration	1,237	3.8%
Public administration	828	2.6%

Source: 2023 American Community Survey 5-Yr Estimates

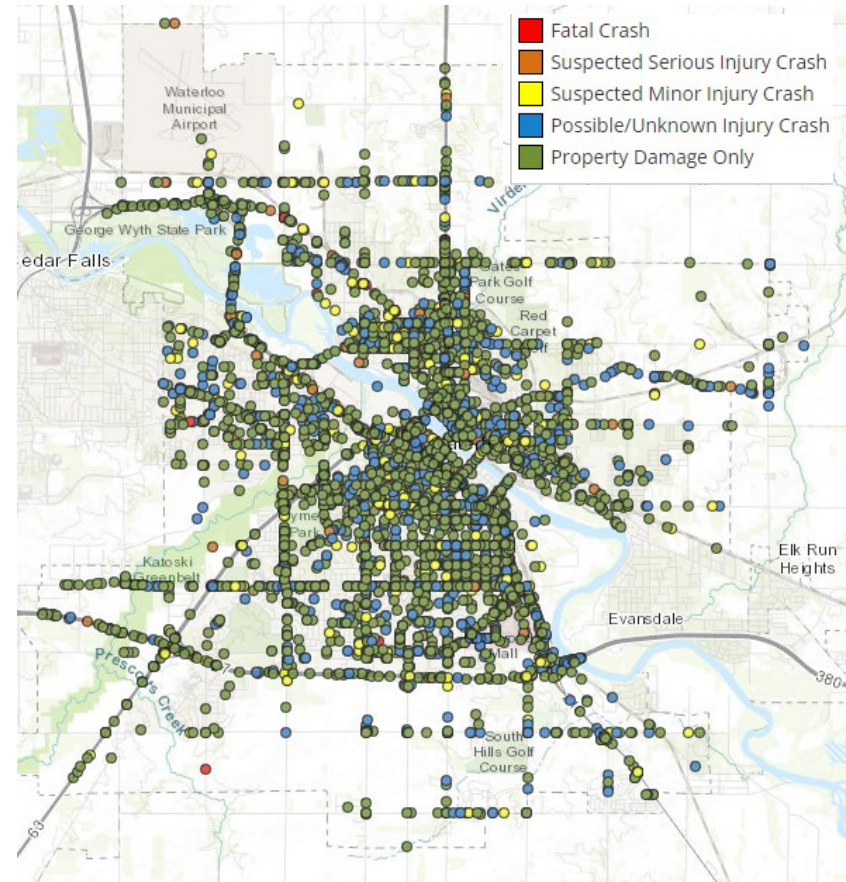
Highway Traffic and Crash Data

Based on Iowa DOT crash data, between 2020 and 2025 there have been 6,525 incidents. Waterloo has multiple major highways and roadways running through the city. Of those incidents, 4,326 incidents were property damage only, resulting in about \$47.5 million in total damage. Fatalities were reported in 27 crashes and severely injured persons reported in 111 crashes.

Table 4: Crash Data from 2020-2025

Total Crashes	6,525
Crash Severity	
Fatal	27
Suspected Serious Injury	111
Suspected Minor Injury	536
Unknown	1,525
Property Damage Only	4,326
Property Damage Total	\$47,474,889
<i>Source: Iowa DOT Crash Data</i>	

Figure 2: Iowa Crash Analysis for All Traffic Incidents (2020-2025)



Housing Data

The City of Waterloo has 28,947 occupied housing units. Over 70% of them are single family detached housing. About 3% of housing units are mobile homes or other types of housing. About 7% are single units attached or two apartments. 20% are multifamily (greater than 2 units).

A large portion of the housing stock was built between 1960-79 (29.4%). About 77.8% of the housing stock was built prior to 1980. Most homes heat their units with gas (67.1%) or electricity (29.9%).

Community Utility Providers

MidAmerican Energy provides utility electric services and natural gas services. Waterloo Fiber CenturyLink, Mediacom, and Metronet provide telephone services and internet services. Residents receive water through Waterloo Water Works, and sewer and sanitation services from the city.

Table 6: Utility Providers	
City of Waterloo	
Electric	MidAmerican Energy
Natural Gas	MidAmerican Energy
Telephone/Internet	Waterloo Fiber, CenturyLink, Mediacom, Metronet
Cable TV	Mediacom
Water Services	Waterloo Water Works
Sewer Services	City
Sanitation	City

Table 5: Housing Data (2023)		
City of Waterloo		
	Total	% of Occupied Units
Occupied housing units	28,947	
Housing Unit Type		
1, detached	20,342	70.3%
1, attached	1,294	4.5%
2 apartments	711	2.5%
3 or more apartments	5,779	20.0%
Mobile home or other type of housing	821	2.8%
Year Structure Built	Total	% of Occupied Units
2020 or later	37	0.1%
2010 to 2019	1,771	5.5%
2000 to 2009	1,868	5.8%
1980 to 1999	3,473	10.8
1960 to 1979	9,449	29.4
1940 to 1959	8,681	27.0
1939 or earlier	6,891	21.4%
House Heating Fuel	Total	% of Occupied Units
Utility gas	19,437	67.1%
Bottled, tank, or LP gas	500	1.7%
Electricity	8,667	29.9%
Fuel oil, kerosene, etc.	32	0.1%
Coal or coke	0	0.0%
All other fuels	197	0.7%
No fuel used	114	0.4%

Source: 2023 American Community Survey 5-Year Estimates

Vulnerable Assets

People

Vulnerability to hazard losses increases where there are larger concentrations of people. In towns where population density increases, the number of people that can be harmed during a hazard event (tornado, flood, etc.) increases. In addition, there are segments of the population that may be more susceptible to impacts and/or harm from a hazard depending on their location within the area (i.e. flood zone or near industrial plants with hazardous materials). This includes underserved or socially vulnerable populations.

Vulnerable Age Groups

Both younger and older aged groups are likely to require assistance with physically moving to shelters or finding safety. Elderly residents may not have a personal vehicle to move away from a hazard quickly. Cognitive impairments among older adults may cause some to get easily confused.

Households Facing Poverty or With Limited Income

Families or older adults living at, near, or below poverty are more likely to be impacted by hazards than other households with higher incomes. The costly repairs from a tornado or derecho for a low-income household may be more adversely affected than another household that has the same damage but may be able to afford the repairs without much change to their lifestyles or needs. That disparity is also different during extreme weather events such as heat waves. Low-income households may not be able to afford the electricity to run air conditioning and many may face complications that involve heat stroke, fatigue, or death due to their age (infants or the infirm) and health conditions (obesity, heart conditions, diabetes).

Waterloo's Vulnerable Populations

In Waterloo, 15.9% of households are below the poverty level. About 38% of occupied households have elderly occupants (60 years and over). About 27% of occupied households have children under 18 years of age.

Most residents have access to a vehicle, and an estimated 53% of households have access to more than one vehicle. Over 30% of households have a person living with a disability. This is broadly defined from the data estimates for Waterloo. However, persons

with mobility disabilities may be at a higher risk than others, especially during unexpected natural disasters where accessibility is not always guaranteed to shelter.

Manufactured homes are unsafe in a tornado. Fatality rates are significantly higher than sturdy buildings. An alternative shelter should be identified prior to a tornado watch or warning. In 2023, there are about 821 mobile homes or other types of housing estimated in Waterloo.

Waterloo had 617 people in institutionalized quarters as of 2020; 315 were in nursing facilities and 302 were in correctional settings.

Critical Facilities

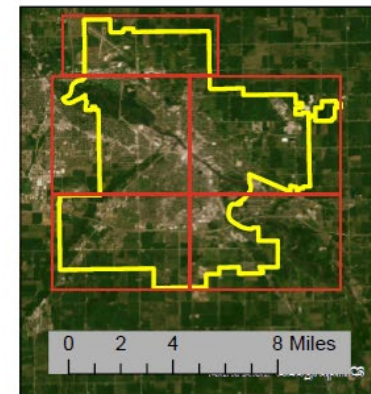
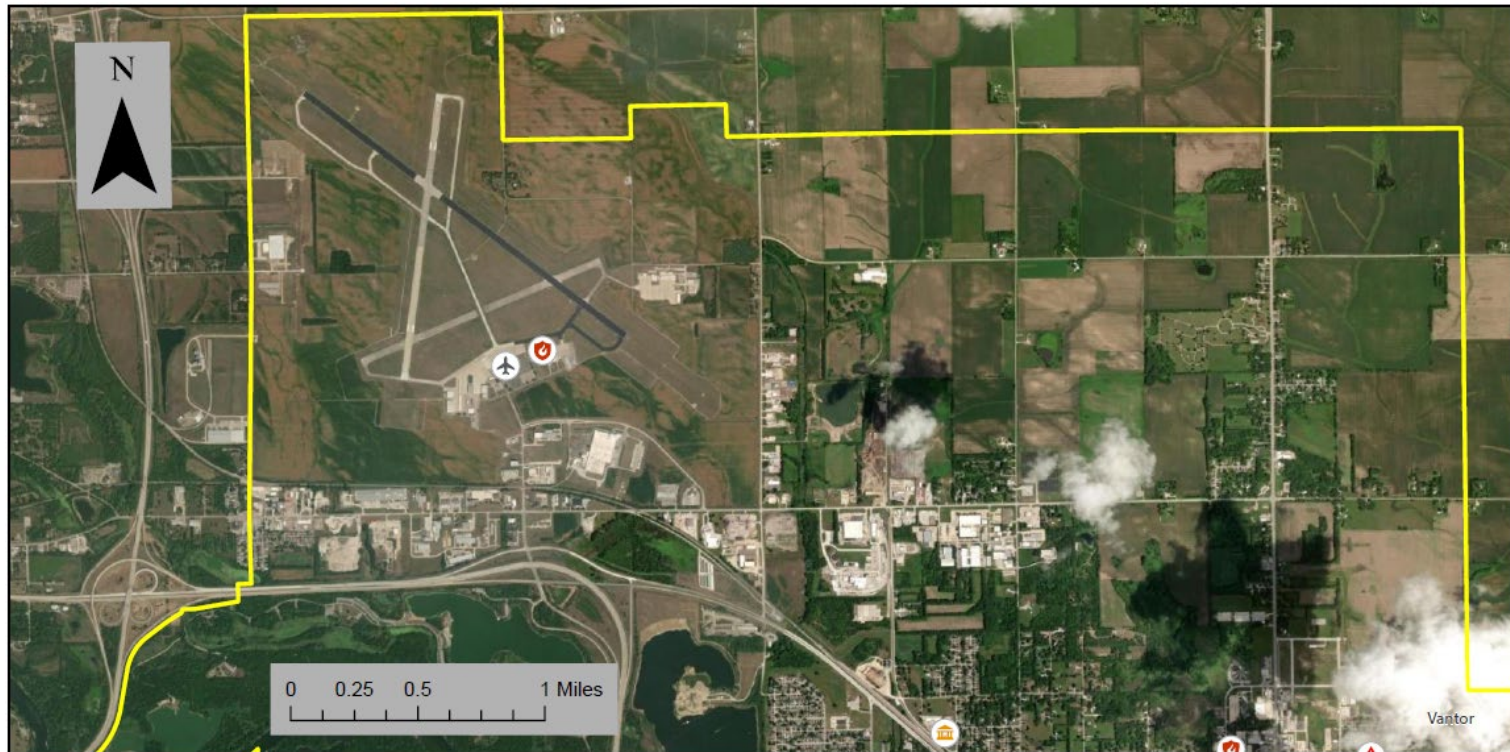
Water Supply

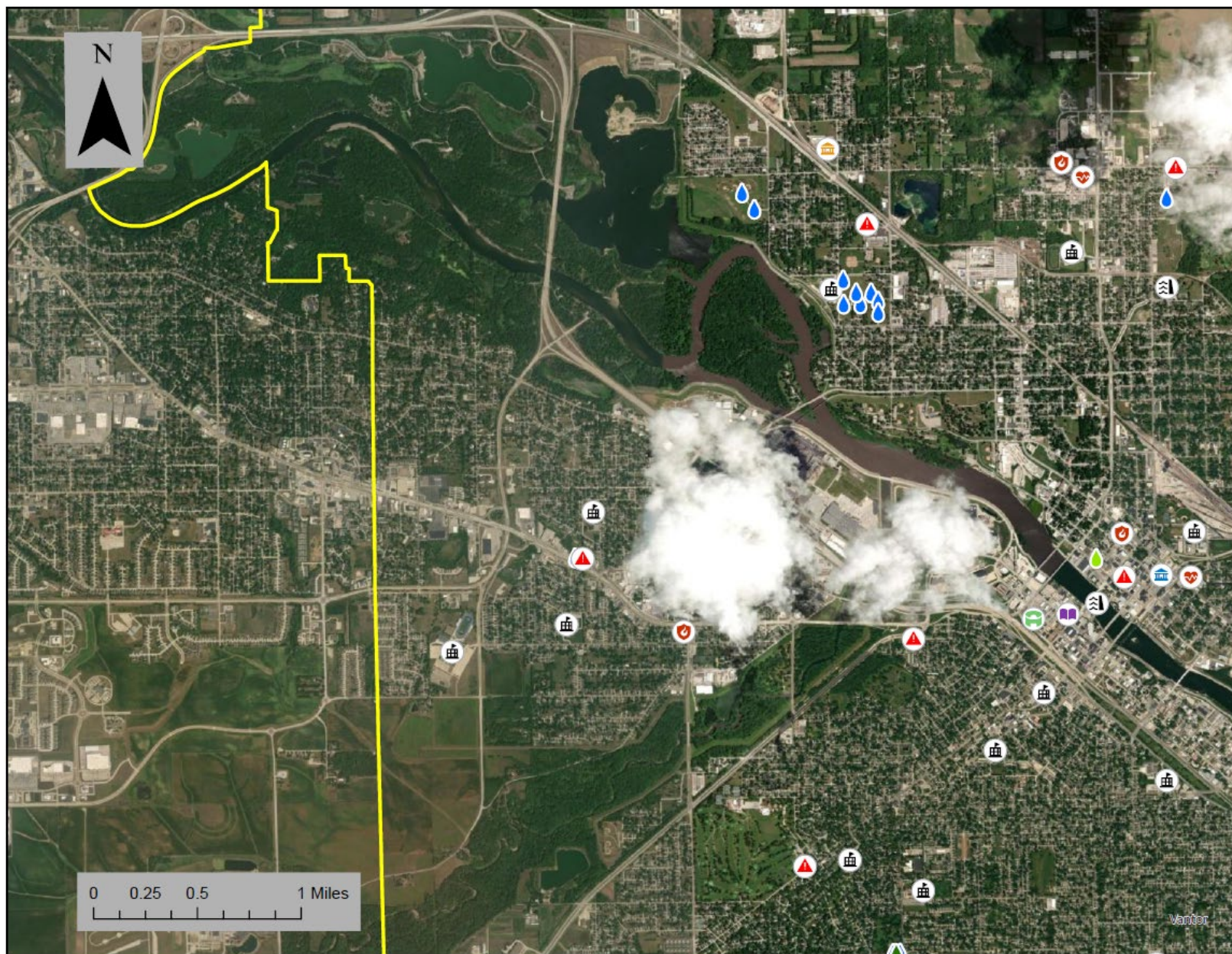
Waterloo has municipal water supply through Waterloo Water Works. As of a 2021 Iowa DNR survey there are 26,164 service connections. The water is sourced from 14 wells. The active wells' drill dates range from 1955 and 1979 and depths range from 76 feet to 225 feet. The average daily consumption is 11,550,000 gallons per day with a maximum of 17,020,000 gallons per day. The city also has three elevated water towers with a combined capacity of 3,000,000 gallons, and one ground level storage facility with a capacity of 6,000,000 gallons. The water is treated at 10 source plants with liquid chlorine for disinfection. Water is also treated with hydrofluorosilicic acid for dental health at six source plants. Four wells have emergency power sources.

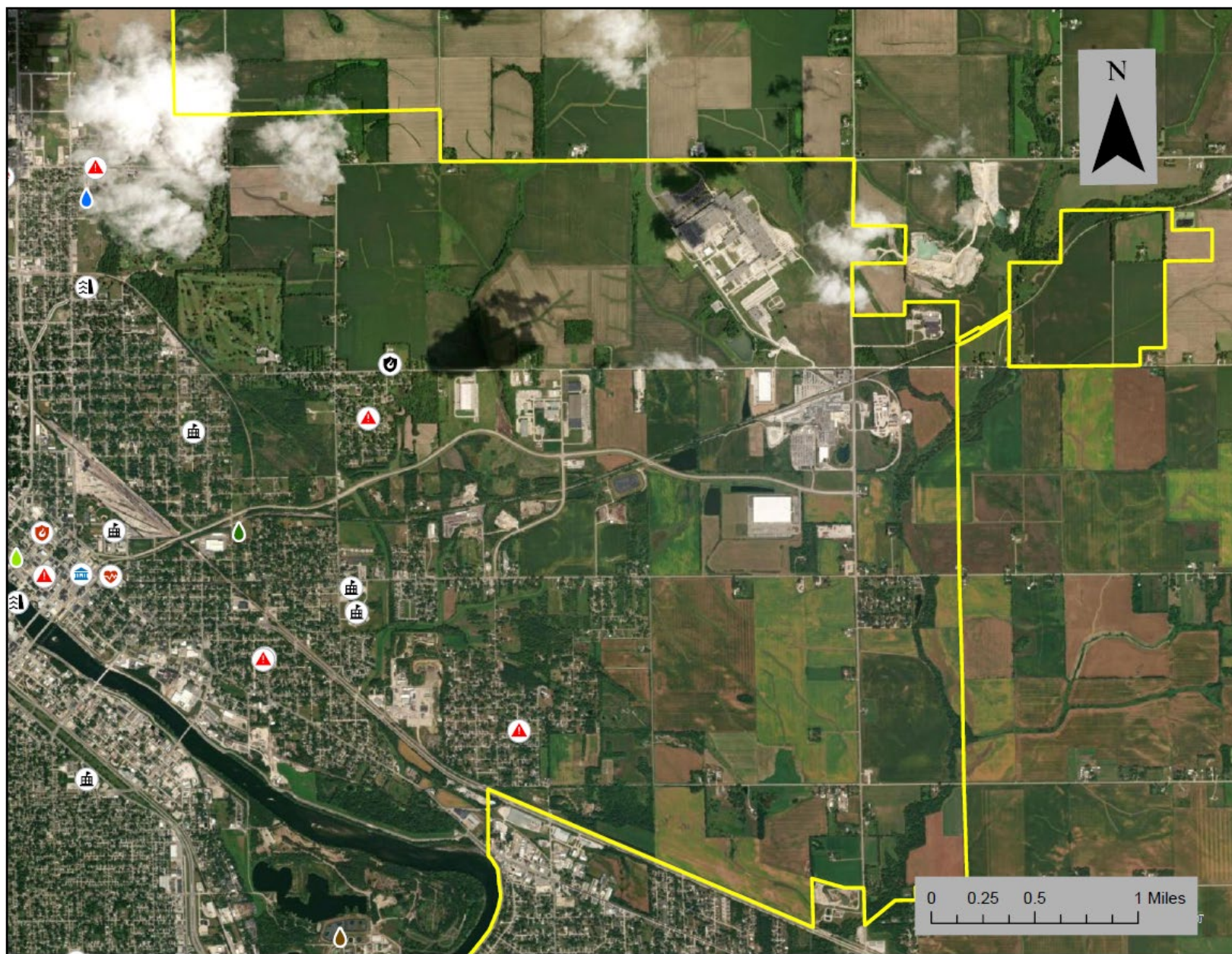
Wastewater Treatment Plant and Lift Stations

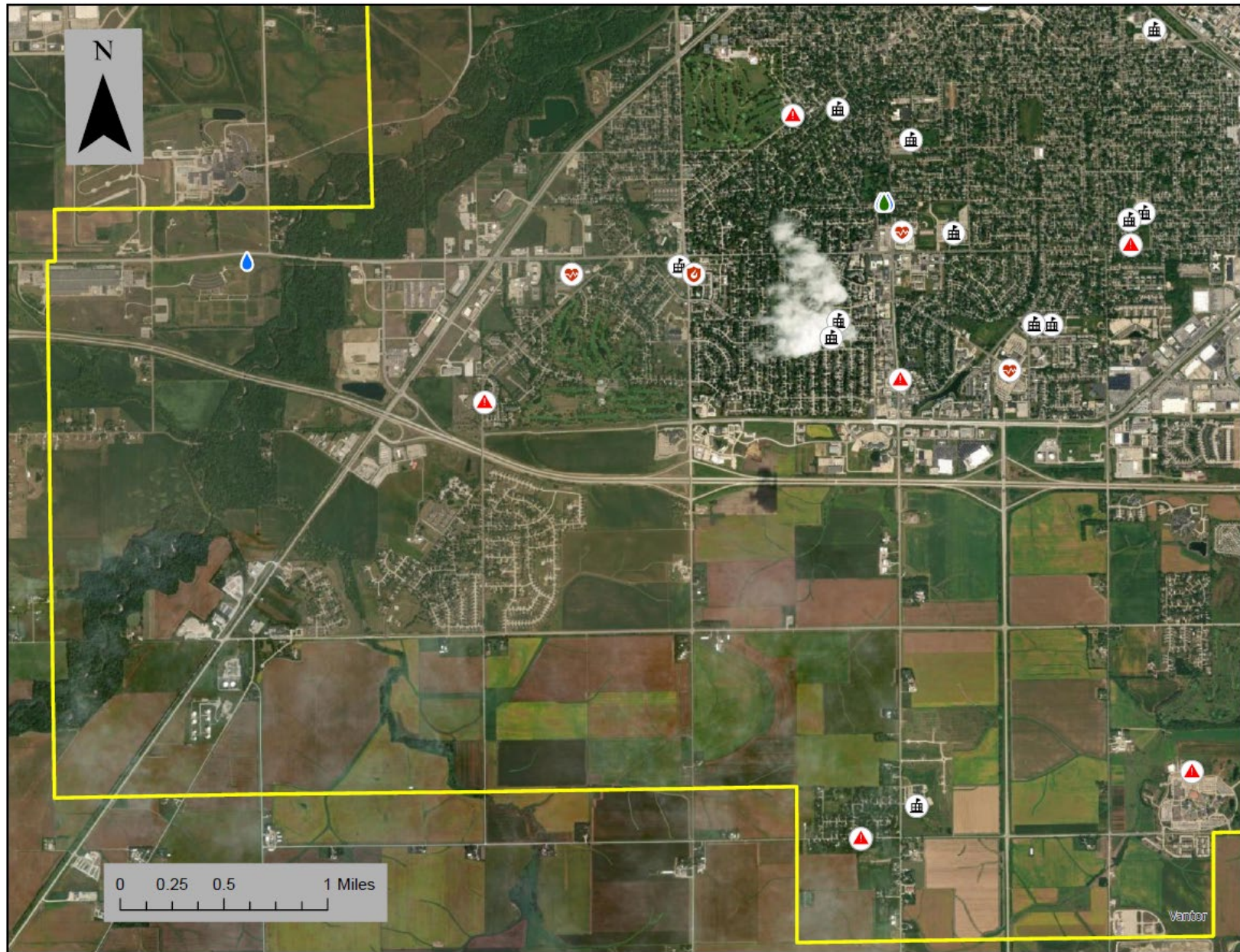
Waterloo has two wastewater treatment facilities located at 3505 Easton Avenue and 2749 Independence Avenue.

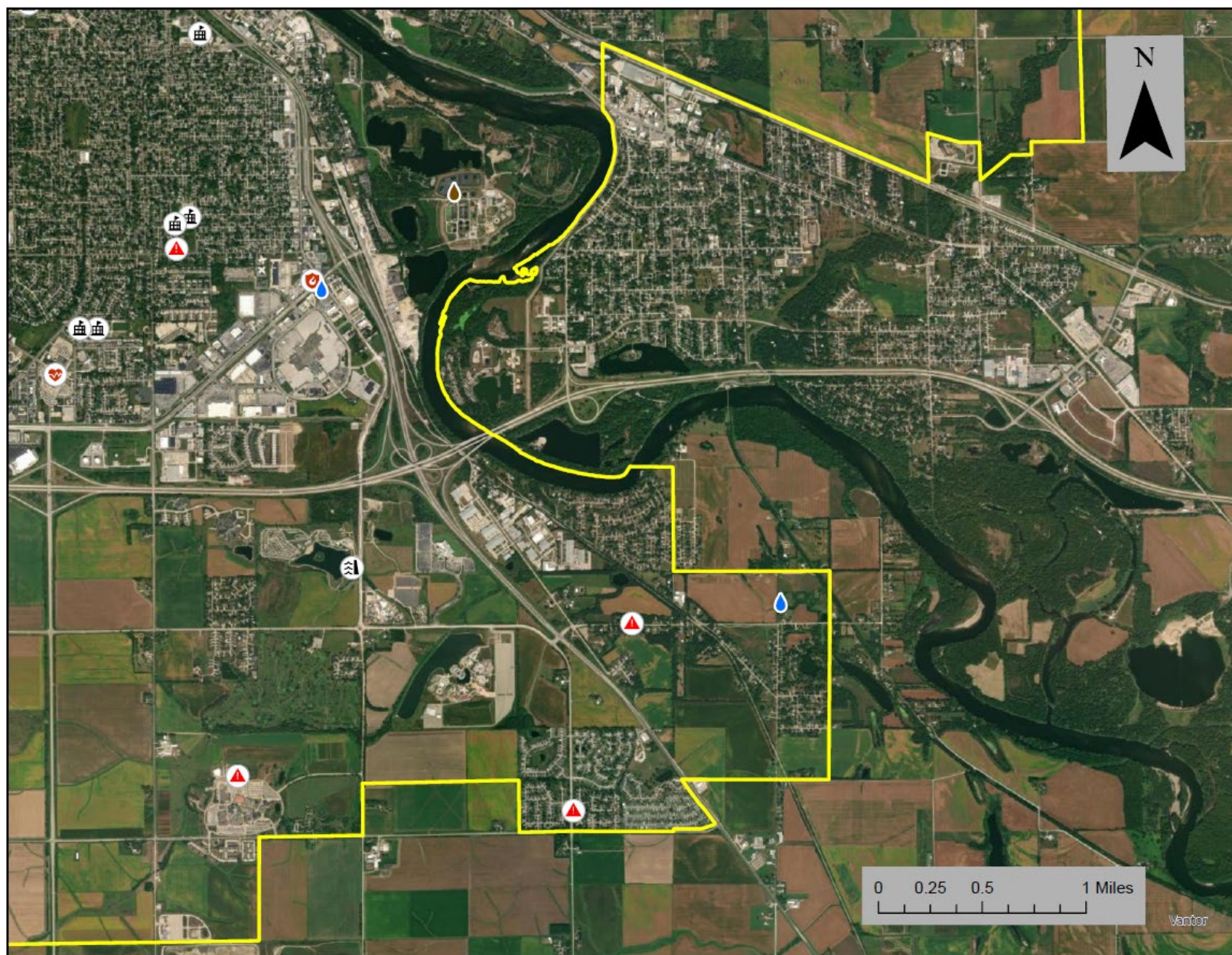
Figure 3: Critical Facilities











2026 Waterloo Hazard Mitigation Plan

Measuring Vulnerability to Selected Hazards

Tornado Hazard

Although there is no recent history of tornadoes in Waterloo, the city remains vulnerable.

All buildings in Waterloo are prone to being damaged by a tornado. Therefore, the vulnerability of the community was determined by the assessed valuation of all buildings and dwellings on all parcels within the city's limits.

Using the assessed value from 2020 the valuation of all 31,745 parcels in the City of Waterloo is \$5,144,002,406 based on Black Hawk County data and adjusted for estimated 2025 inflation. The City of Waterloo has a potential building and dwelling loss of \$4,208,601,242 (adjusted for estimated 2025 inflation) from a tornado disaster.

Flood Prone Areas

The potential property losses of structures prone to flooding was calculated using the effective flood insurance rate map (FIRM) flood hazard zones for a 100-year (1%) annual chance flood.

In Figures 4 and 5, the flood plain map shows the 1% annual chance of flooding in and around the City of Waterloo. Any river basin is depicted in the topography shown on the map.

The parcels that are impacted by the 1% annual chance of flood are highlighted in Figure 6. There are 1,485 parcels within Waterloo that are potentially affected. The value of all buildings and dwellings on the affected parcels is \$187,946,560 based on Black Hawk County assessor's information and adjusted for estimated 2025 inflation. This covers 5.01% of the city's total parcel value.

Table 7: Valuation of All Parcels in City of Waterloo (2020)

Percent of City at Risk of a Tornado	100%
# of Parcels	31,745
Total Assessed Value of Buildings and Dwellings on Affected Parcels (2025 Dollars)	\$4,208,601,242
Source: Black Hawk County Assessor's Office Note: 2025 Dollars calculated with 28% rate of inflation.	

Table 8: Potential Property Losses from the 1% Annual Chance Flood (2020)

Percent of Total Value Affected	5.01%
# of Parcels	1,485
Total Estimated Assessed Value of Buildings and Dwellings on Affected Parcels (2025 Dollars)	\$187,946,560
Source: Black Hawk County Assessor's Office Note: 2025 Dollars calculated with 28% rate of inflation.	

Figure 4: Flood Plain Map

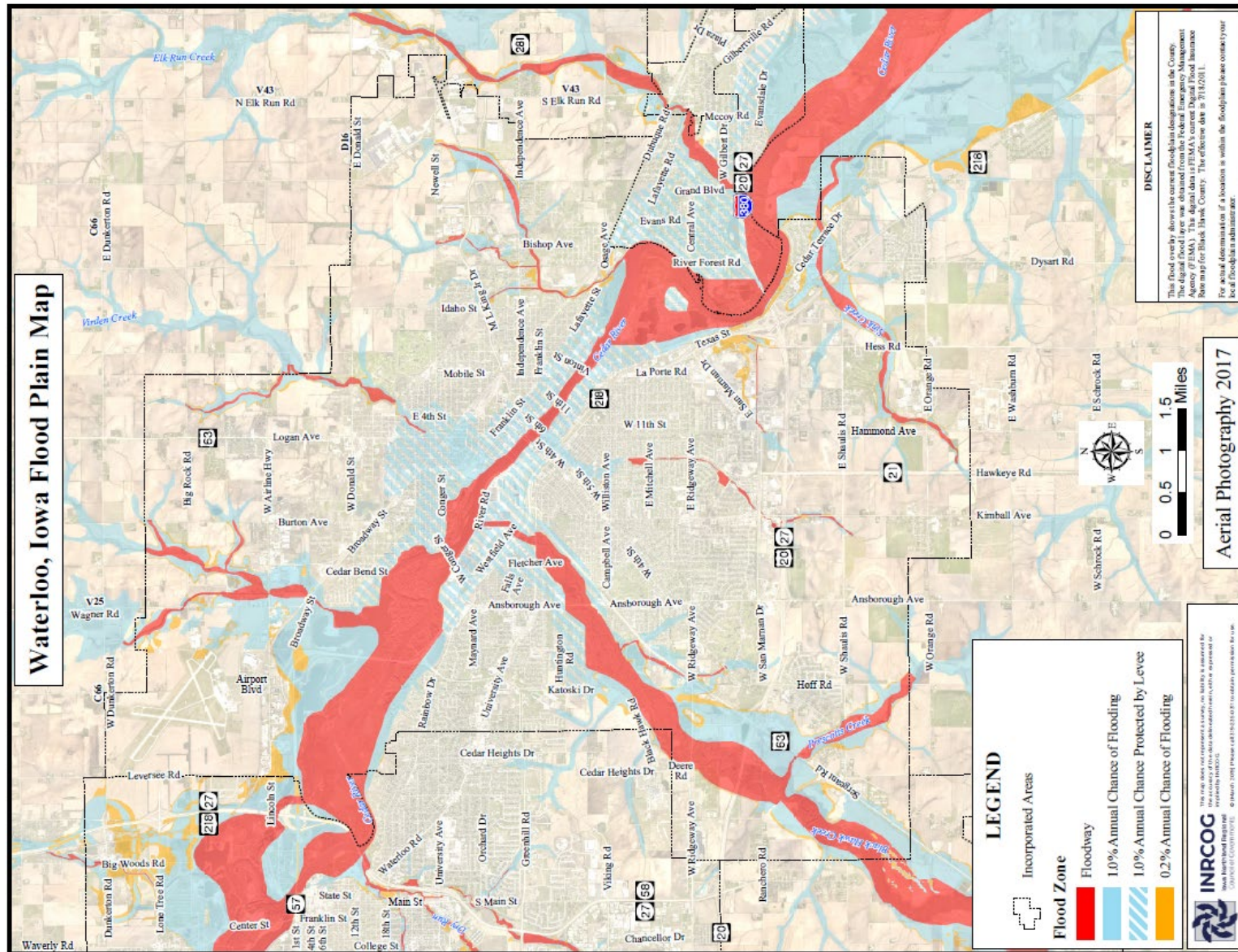
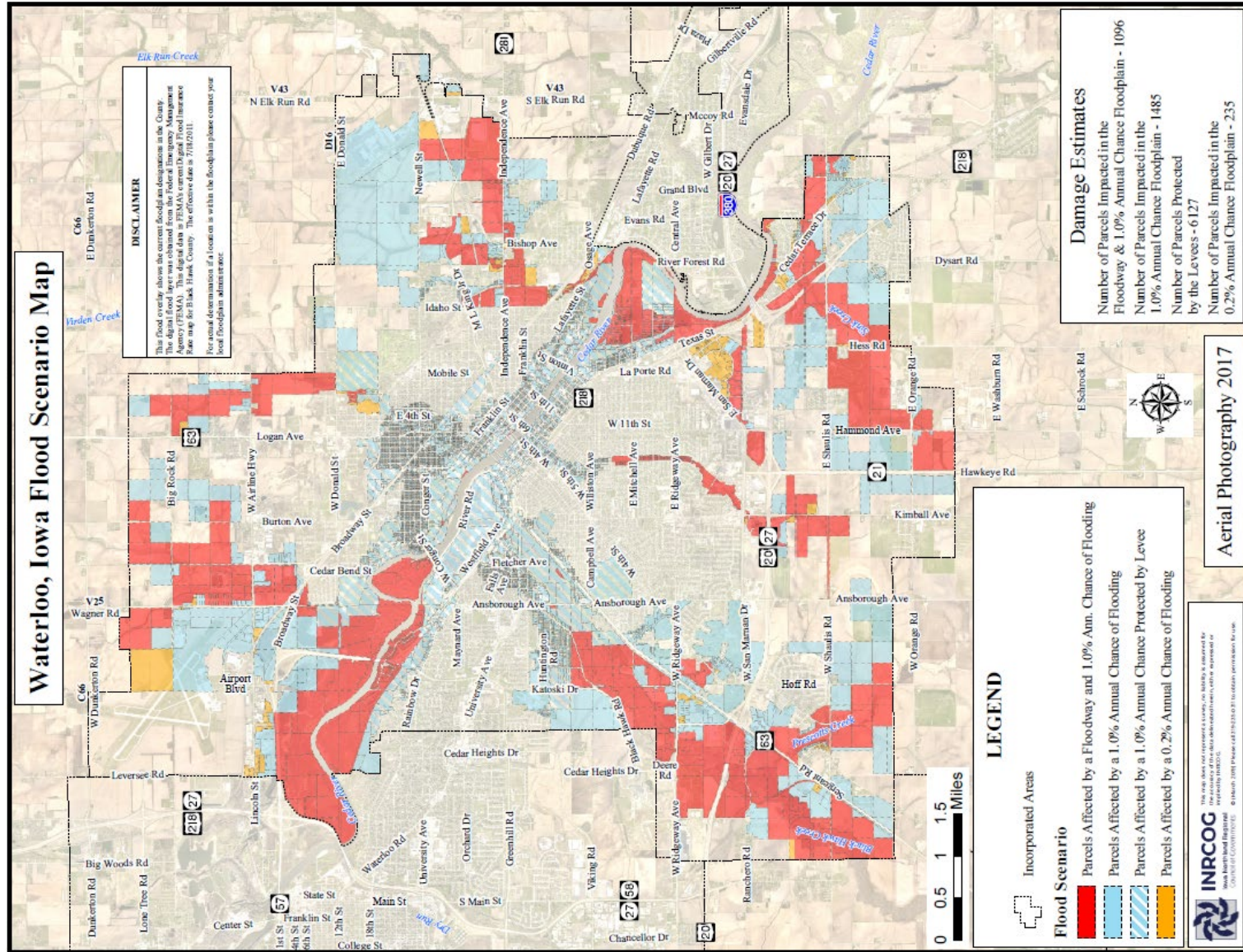


Figure 5: Flood Scenario Map



Future Development

Recent updates in Title 44 CFR §201.6 (c) (2) (i) require this risk assessment include a section with future conditions on the type, location, and range of anticipated intensities of natural hazards including a description of the type, location, and extent of all natural hazards that can affect the jurisdiction. Planning for future conditions provides community's the look forward at potential conditions that could potentially impact their future actions.

Long term trends of climate patterns for the region were summarized in the Fourth National Climate Assessment Midwest Section. The National Climate Report is mandated to be updated every 4 years and deliver results to Congress and President on the effects to agriculture, energy productions, land use, transportation, and human health.

Yearly precipitation levels and annual average temperatures offer insights into future conditions of our climate system.

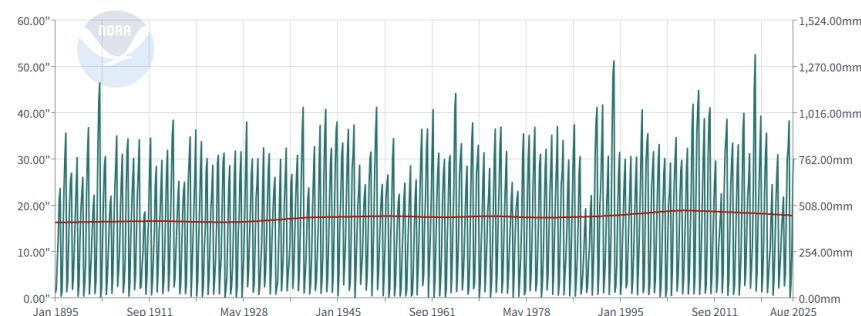
Annual Precipitation Levels in Black Hawk County

Taking the monthly precipitation records from January to December between 1895 and 2025 is shown in Figure 6. The values hover between 10 – 40 inches of precipitation levels recorded. The average precipitation level for the year is plotted and a linear trend of those values is shown in Figure 6. The trend shows a steady level of annual precipitation on average of 17.75 inches. Based on this historical trend, precipitation is likely to continue to remain on trend with historical conditions.

Average Annual Temperatures in Black Hawk County

The monthly average temperature is plotted over a 12-month period from 1885 to 2025 in Figure 7. The annual average temperature is also shown with a linear trend in Figure 7. This trend shows the average temperature in Black Hawk County increasing slightly since the 1990s.

Figure 6: Historical Precipitation Data and Trend for Black Hawk County Iowa



Source: USGCRP, 2018: *Impacts, Risks, and Adaptation in the United States: Fourth National Climate Assessment, Volume II* [Reidmiller, D.R., C.W. Avery, D.R. Easterling, K.E. Kunkel, K.L.M. Lewis, T.K. Maycock, and B.C. Stewart (eds.)]. U.S. Global Change Research Program, Washington, DC, USA, 1515 pp. doi: 10.7930/NCA4.2018.

Climate Patterns from Increasing Precipitation and Higher Temperatures Drought

The relationship between precipitation, temperature, and drought is complex, and often counterintuitive at first thinking about it. While precipitation increases may seem like it would mitigate drought conditions, higher temperatures can exacerbate the situation in several ways:

1. **Evapotranspiration:** Higher temperatures lead to increased evaporation rates from soil, bodies of water, and plants. This means that even if there is more precipitation, it may quickly evaporate before it can effectively replenish soil moisture or water sources.
2. **Changes in precipitation patterns:** Increasing temperatures can alter precipitation patterns, leading to more intense rainfall events but also longer periods of drought between these events. This pattern can result in rapid runoff and soil erosion during heavy rain, followed by extended dry periods that contribute to drought conditions.

Overall, while increasing precipitation may provide temporary relief from drought, the combined effects of rising temperatures can outweigh this benefit, leading to more frequent and severe drought events in certain regions.

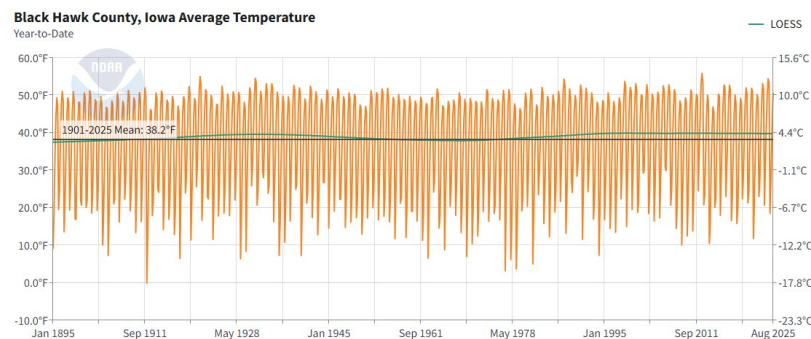
Pest Infestation

With more humidity, the daily minimum temperature may increase across all seasons. Warming winters can increase the survival and reproduction of existing insect pests which allow new insect pests and crop pathogens to move into the Midwest region.

Extreme Heat Domes

A heat dome is a weather phenomenon characterized by a high-pressure system that traps hot air beneath it, leading to prolonged periods of extremely high temperatures and often causing heatwaves. Extreme heat events during the summers may occur more frequently in the Midwest.

Figure 7: Historical Temperature Data and Trend for Black Hawk County Iowa



Source: NOAA National Centers for Environmental Information, *Climate at a Glance: County Time Series*, published February 2024, retrieved on April 15, 2024 from <https://www.ncei.noaa.gov/access/monitoring/climate-at-a-glance/county/time-series>

2026 Waterloo Hazard Mitigation Plan

The human impacts of extreme heat affect socially and economically vulnerable populations the most. The higher costs of energy during heat waves disproportionately impact cost-burdened households. Heat related illness may be more severe among infants, elderly populations, and those with chronic health conditions.

Projected Trends of Natural Hazards in Black Hawk County

- Prolonged drought may occur as the atmosphere holds more moisture (even pulling moisture from plants) as the temperature increases. Longer periods between weather events mean there are drier and longer periods in between these events. This could potentially increase fire risks and soil degradation.
- Floods (flash or major types) will increase in intensity as the atmosphere holds more moisture to drive stronger storms and drop heavier rainfall over a shorter period during an event.
- Extreme heat may occur more frequently. Human health impacts are higher among socially vulnerable populations (the elderly, infants, those with chronic health issues, cost burdened households).
- Agricultural pests and pathogens may increase in growing plants and stored grain. Warming temperatures in the spring and summer have led to rising humidity. Higher dew and moisture conditions may increase the presence of these pests or crop diseases.
- Future climate projections indicate the county may experience warmer overall winter temperatures, but with a higher likelihood of freezing rain and ice storm events.
- Over the coming decades, demographic trends are expected to increase vulnerabilities and resilience to natural disasters with the population expected to increase in age steadily.

National Flood Insurance Program

The City of Waterloo actively participates in the National Flood Insurance Program (NFIP). The current effective FIRM map date is May 8, 2024. Black Hawk County participates in the NFIP and its effective map date is May 8, 2024.

FEMA defines a repetitive loss property as an insurable building that has experienced two losses in a 10-year period in which each loss is \$1,000 or more. There are 26 reported repetitive loss properties.

The designee responsible for enforcing NFIP regulations within Waterloo is a planner and flood plain manager with the city.

Hazard Risk Assessment

The top three hazards from the risk assessment are:

1. Flash Flood
2. Levee/Dam Failure
3. Infrastructure Failure



Score Value vs. Hazard Risk Level	Description of hazard with this rating
Scores with a value closer to 1: <u>Low risk hazard</u>	Hazard is not likely to affect people or property because the likelihood is minimal.
Scores with a value closer to 4: <u>High risk hazard</u>	The hazard has historically occurred and may have significant impacts to people and property.
Scores with a value Of 0 <u>No Presumed Risk</u>	The hazard is extremely unlikely to impact the community, thus, the community has not taken it into consideration for mitigation actions.

Methodology

This risk assessment identifies how people, property, and structures would be harmed or damaged by one of the listed hazard events. Iowa Homeland Security and Emergency Management Department (Iowa H.E.S.M.D.) provided the hazard risk score formula for determining the level of risk used in this analysis.

Factors of Hazard Risk

Risks to a hazard may differ across geographical locations or even differ based on certain times of year. For example, tornado season in Iowa is usually in May and tornados have the highest risk during this time due to change in weather patterns from the western and central Gulf of Mexico causing higher chances of extreme weather.

For this analysis, four hazard risk factors are rated on a scale between 1 and 4 by committee participants after reviewing profiles of each hazard with the planning coordinator. Information was shared with the committee which described the hazard, historical occurrences, impact, duration, and warning time. Participants used this information to strengthen their understanding to rate each hazard factor.

2026 Waterloo Hazard Mitigation Plan

Hazard Risk Score Formula

Hazard scores were collected during the 1st county committee meeting. INRCOG planners calculated the hazard risk score for each hazard based on the formula in this section. Results for Waterloo are located below.

Probability

The probability score reflects the likelihood of the hazard occurring in the near future. Historical data of the hazard event occurring in Black Hawk County or Iowa informed the likelihood of future occurrence.

Probability Score Definitions		
Score	Description	
1	Unlikely	<i>Less than 10% probability in any given year (up to 1 in 10 chance of occurring), a history of events is less than 10% likely or the event is unlikely but there is a possibility of its occurrence.</i>
2	Occasional	<i>Between 10% and 20% probability in any given year (up to 1 in 5 chance of occurring), history of events is greater than 10% but less than 20% or the event could possibly occur.</i>
3	Likely	<i>Between 20% and 33% probability in any given year (up to 1 in 3 chance of occurring), history of events if greater than 20% but less than 33% or the event is likely to occur.</i>
4	Highly Likely	<i>More than 33% probability in any given year (event has up to a 1 in 1 chance of occurring), history of events is greater than 33% likely or the event is highly likely to occur.</i>

$$\begin{aligned}
 &[\text{Probability}] \times 45\% + [\text{Magnitude or Severity}] \times 30\% \\
 &+ [\text{Warning Time}] \times 15\% + [\text{Duration}] \times 10\% \\
 &= \text{Final Hazard Assessment}
 \end{aligned}$$

Source: Provided by Iowa H.S.E.M.D.

Magnitude or Severity

The magnitude or severity of the hazard event is measured by the level of impact on the human environment. Property damage is assessed by the whole planning area.

Magnitude or Severity Score Definitions		
Score	Description	
1	Negligible	Less than 10% of property severely damaged, the shutdown of facilities and services for less than 24 hours, and/or injuries/illnesses treatable with first aid
2	Limited	10% to 25% of property severely damaged, shutdown of facilities and service for more than a week, and/or injuries/illnesses that do not result in permanent disability.
3	Critical	25% to 50% of property severely damaged, shutdown of facilities and services for at least two weeks, and/or injuries/illnesses that result in permanent disability.
4	Catastrophic	More than 50% of property severely damaged, shutdown of facilities and services for more than 30 days, and/or multiple deaths.

Warning Time

This should be taken as an anticipated warning time.

The warning time score assesses the ability to warn a population before the hazard occurs. The values of the score range from 1 (at least 24 hours) to 4 (minimal or no warning time).

For many of the climate hazards, there is a considerable amount of warning time as opposed to the human-caused hazards (transportation and hazardous materials incidents) that occur instantaneously or without any significant warning time.

Warning Time Score Definitions		
Score	Description	
1	Forecasted	More than 24 hours warning time.
2	Likely	12 to 24 hours warning time.
3	High Chance	6 to 12 hours warning time
4	Imminent	Minimal or no warning time (up to 6 hours warning)

Duration

The duration is the time of a typical or expected hazard event to occur. For an earthquake or traffic accident that is a score of 1. For infrastructure failure, it is likely a 4.

Table 6 displays rated risk scores for each associated hazard. This assessment was completed by city representatives based on hazard profiles prepared for the planning committee.

Duration Score Definitions	
Score	Description
1	Less than 6 hours
2	Less than 1 day
3	Less than 1 week
4	More than 1 week

Table 9: Hazard Risk Assessment					
Hazards	Probability	Magnitude	Warning Time	Duration	Score
Flash Flood	4	2	2	2	2.9
Levee/Dam Failure	1	4	4	3	2.55
Infrastructure Failure	1	3	4	4	2.35
Terrorism	1	3	4	3	2.25
River Flood	2	2	1	4	2.05
Hazardous Materials	1	2	4	3	1.95
Radiological Incident	1	2	4	3	1.95
Transportation Incident	1	2	4	1	1.75
Extreme Heat	2	1	1	3	1.65
Severe Winter Storm	2	1	1	3	1.65
Thunderstorm/Lightning/Hail	2	1	1	3	1.65
Tornado/Windstorm	2	1	1	3	1.65
Pandemic Human Disease	1	1	1	4	1.3
Drought	1	1	0	4	1.15
Earthquake*	0	0	0	0	0
Expansive Soils*	0	0	0	0	0
Grass/Wild Land Fire*	0	0	0	0	0
Landslides*	0	0	0	0	0
Sinkholes*	0	0	0	0	0
Animal/Crop/Plant Disease*	0	0	0	0	0

Source: Completed by City Representative. Calculated score completed by INRCOG.

* The hazard is extremely unlikely to impact the community, thus, the community has not taken it into consideration for mitigation actions.

Hazard Mitigation Goals

in Waterloo, Iowa

The following list of goals was developed by planning committee participants from the associated jurisdiction. Goals 1 through 7 were developed in the previous 2020 Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan. The planning committee participants chose to adopt the same goals and add additional goals after review.

- Goal #1 Protect:** Protect the health and safety of residents, visitors, staff, and emergency personnel during and after hazard events.
- Goal #2 Prevent:** Prevent avoidable disasters.
- Goal #3 Minimize:** Minimize losses to existing and future structures in hazard areas, especially critical facilities.
- Goal #4 Maintain:** Maintain local services and infrastructure in order to reduce community, economic, and environmental disruption during and after hazard events.
- Goal #5 Restore:** Return the community to either pre-disaster or improved conditions in a timely manner in the wake of a disaster.
- Goal #6 Educate:** Educate the public about hazards and resources available.
- Goal #7 Collaborate:** Incorporate each jurisdiction into the Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan.

Previous Mitigation Activities by Type

Mitigation actions and activities in this Plan will be organized according to these 5 categories: Emergency Services, Education and Outreach Projects, Natural Resource Protection or Natural Based Solutions, Structural Projects, or Local Plans and Regulations. The previous action strategies were reviewed and have been updated based upon this review and work sessions. A review of the previous action strategies is included in the appendix.

Emergency Services in Waterloo

Black Hawk County Emergency Management Agency

Waterloo works with the Black Hawk County Emergency Management Coordinator, based out of the City of Waterloo, on various safety and emergency events. The Emergency Management Coordinator works in conjunction with local fire, rescue, police, and government officials to draft and implement workable emergency action plans in the community. The Black Hawk County Emergency Management Coordinator is Mindy Benson.

Law Enforcement

The Waterloo Police Department provides law enforcement for Waterloo. The police department is located at city hall at 715 Mulberry Street. The current police chief is Robert Duncan. Waterloo Police Department has 124 officers on staff.

Fire Protection

Waterloo Fire Rescue's headquarters is at Station One at 425 East 3rd Street. The department has five other stations: Station Two at 1812 La Porte Road, Station Three at 222 West Donald Street, Station Four at 1200 Ansborough Avenue, Station Five at 617 Nevada Street, and Station Six at 3233 Ansborough Avenue. The current fire chief is Bill Beck. As of the 2024 report Waterloo Fire and Rescue has 115 full-time firefighters on staff.

EMS Services

Waterloo Fire Rescue also provide EMS and ambulance services to Waterloo.

Medical Facilities

Waterloo has multiple medical facilities. MercyOne Waterloo Medical Center and UnityPoint Health – Allen Hospital are in Waterloo. Waterloo also has a Veterans Affairs clinic. The Peoples Community Health Clinic is also located in Waterloo. Waterloo has many smaller and specialty clinic and family medicine.

HAZMAT Response Teams

Waterloo contracts with Northeast Iowa Response Group for response to hazardous material spills. The Northeast Iowa Response Group is a division of Waterloo Fire Rescue as is the Hazardous Materials Regional Training Center. The Training Center provides

training to fire departments and companies from around the state and country. Not only is this a training center, but it also serves as a hazardous materials quick response unit to Black Hawk County, surrounding counties, and many municipalities in a ten-county region. The Unit provides local fire departments with hazard materials emergency procedures thus reducing additional contamination. An evacuation plan is also in place in conjunction with the activities of the local department. Contact information for the facility is as follows: Hazardous Materials Regional Training Center, 1925 Newell Street, Waterloo, Iowa 50707, Phone: (319) 291-4275, Toll Free: (800) 291-4682, Fax: (319) 291-4285

The jurisdiction also partners with the Northeast Iowa Response Group for assistance in responding to any methamphetamine labs located in the city limits. The Response Group assists the Police Departments in the containment of the site and disposal of hazardous chemicals.

Warning Systems in Waterloo

1. Tornado Sirens

There are 16 warning sirens spread throughout the city. The siren placement provides robust coverage to Waterloo residents. Warning siren placement can be seen on the Figure 3 Critical Facilities map.

The activation systems of warning systems are activated and operated by a central command system operated by the Black Hawk County Emergency Management in Waterloo, IA.

2) Alert Iowa Mass Communication System

Black Hawk County has implemented the use of Alert Iowa, a mass communication notification system. The system features are controlled through the Black Hawk County Emergency Management Agency. Residents can customize their alert settings including the type of alerts they would get.

Alert Iowa allows for emergency notifications via landline telephones, cell phones, email, text messages, and social media. This is useful for communities that may not have an operating warning siren or may not hear the sirens. The County will use its emergency notification network for all the following events: blizzards, flash flooding, severe thunderstorms, and tornadoes. There is an optional way to receive the same alert for events such as: excessive heat warnings, hazardous materials warnings, heavy snow warning, high

2026 Waterloo Hazard Mitigation Plan

wind warnings, ice storm warnings, law enforcement warnings, shelter in place warnings, sleet warnings, wind chill warnings, and winter storm warnings.

Public Works/Street Department

The Public Works Department is located at 625 Glenwood Street in Waterloo.

Education and Outreach Projects in Waterloo

Waterloo currently has in place E911 Emergency Assistance. Other communications used by city personnel include pagers, radios, and cellular telephones. Radio, television, cellular telephones, landline telephones, newspapers, warning sirens, and NOAA Radio Service are available to the public at large. The City has developed a website in order to keep its citizens, and other interested parties, aware of local and government affairs. The website address is cityofwaterlooia.com. The city also has a social media account for local notifications and updates.

Natural Resource Protection in Waterloo

Waterloo continues to incorporate and improve upon stormwater practices to meet discharge requirements and maintain safe water quality. The City has planted native plants and completed a bioswale project in the southern portion of the city to improve drainage, protect water quality, and limit flooding.

Structural Projects in Waterloo

Waterloo has completed bridge reconstruction projects at Park Avenue and 11th Street to provide reliable connectivity across the Cedar River. The bridge reconstruction allows for safer traffic operation and greater resilience during flood events. The City also improved levee protection and reliability along the Virden Creek in 2020.

Local Plans and Regulations in Waterloo

Waterloo completed a local plan and regulation assessment. The results are shown in the following table.

Table 10: Local Regulatory Capability Assessment	
Community	City of Waterloo
Previous HMP Participant?	Yes
Comprehensive Plan?	Yes
Building Code?	Yes – 2021 Edition
Zoning Ordinance? RR=restricted residential	Yes
Subdivision Regulations?	Yes
Floodplain Management Ordinance?	Yes
Tree-Trimming Ordinance?	Yes
Storm Water Ordinance?	Yes
Snow Removal Ordinance?	Yes

Timeframe	Description
Immediate	1 – 6 months
Short Term	1-3 years
Mid-Term	3-5 Years
Long-Term	More than 5 Years

Cost	Estimated Cost Range
Minimal	Less than \$10,000
Low	\$10K to \$99K
Moderate	\$100K to \$299K
High	Greater than \$300K

How to Use the Implementation Guide in this Plan

Notes about the tasks (listed as line items) on the tables on the following pages.

- Each task (line item) stands on its own so it can be completed whenever possible.
- Each action item is not limited to the details presented below and may change based on future conditions.
- The tasks were categorized based on mitigation type. The mitigation types are not shown in any order (no priority over the other).

This implementation strategy is presented to help with the general understanding of how hazard mitigation may feed into the City’s existing or future priorities.

Priority Level

The priority level was informed through discussions among planning committee members who considered potential benefits of implementing the activity, some hurdles that the city may face in implementing the action step, and the drawbacks of implementation. Committee representatives considered a cost-benefit approach.

Timeframe & Estimated Costs

Cost estimates are based on the associated costs of additional staffing that may or may not be needed, time for planning/meetings/coordinating, and cost of the proposed action/program/ project. The time frame to complete the column is based on four designations (see table to the left).

Strategic Implementation Guide for Hazard Mitigation Activities

Table 11: Education and Awareness Mitigation Activities

Description: These types of actions keep residents informed about potential natural disasters.

<i>Priority</i>	<i>Tasks</i>	<i>Hazard(s)</i>	<i>Primary Agency Responsible for Implementation</i>	<i>Time Frame to Complete</i>	<i>Estimated Cost (s)</i>	<i>Funding Source</i>
Medium	Encourage residents to sign up for emergency alert services (Alert IOWA) to stay up to date on emergencies and alerts.	All	Communications Director, City Council, City Clerk	Short-term	Low	General Fund
Medium	Ensure inventory of proper signage for safe and efficient evacuation routes and traffic flow.	All	Public Works, Public Safety, City Council	Mid-Term	Moderate	General Fund
High	Maintain an up-to-date website and social media presence to inform residents of hazards and project updates.	All	Communications Director, Public Safety	Active	Low	General Fund

Table 12: Emergency Services Mitigation Activities						
Description: Actions that protect people and property during and immediately after a disaster or hazard event.						
Priority	Tasks	Hazard(s)	Primary Agency Responsible for Implementation	Time Frame to Complete	Estimated Cost (s)	Funding Source
Medium	Identify shelters that can be used in the event of a winter storm and extreme cold.	Severe Winter Storm	Public Safety, Engineering, NPOs	Mid-Term	Low to Moderate	General Fund
Low	Maintain a list of sites that could be used as cooling shelters for the public during extreme heat events.	Extreme Heat	Public Safety, Engineering, NPOs	Mid-term	Low to Moderate	General Fund
High	Maintain the city’s sandbag machine and continue to have a local supply of sandbags on hand for future flood events.	River Flooding, Flash Flooding	Public Works, Public Safety	Ongoing	Low	General Fund
Medium	Purchase and maintain existing backup generators, as is necessary.	Windstorm/Tornados, Winter Storm, Severe Thunderstorm	Public Works, Public Safety	Mid-term	Low	General Fund
Medium	Maintain a well-equipped and well-trained fire department capable of appropriate and effective response.	All	Public Safety	Ongoing	Moderate	General Fund

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Medium	Maintain a well-trained and well-equipped law enforcement agency in order to identify and respond to potential threats and events.	All	Public Safety	Ongoing	Moderate	General Fund
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Table 13: Structure and Infrastructure Project Mitigation Activities

Description: Actions that either modify existing buildings or structures to protect them from a hazard, or removal from the hazard area.

Priority	Tasks	Hazard(s)	Primary Agency Responsible for Implementation	Time Frame to Complete	Estimated Cost (s)	Funding Source
High	Maintain and improve outdoor warning siren system through ensuring proper coverage and adding additional sirens for newly developed areas.	Tornado/Windstorm	Public Works, Public Safety	Ongoing	Moderate	General Fund, FEMA Grants
Low	Bury utility lines to avoid damage from falling branches and other debris.	Tornado/Windstorm, Severe Thunderstorm/Lightning/Hail	Public Works	Mid-term	Moderate	General Fund
Low	Encourage new buildings without basements to design for compact, interior spaces that can serve as possible shelter areas.	Tornado/Windstorm	Engineering, Planning & Zoning, Public Works	Ongoing	Minimal	General Fund

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High	Continue to evaluate critical infrastructure and public utilities for ways they can be further flood proofed.	River Flooding, Flash Flooding	Public Works, Engineering	Ongoing	Moderate	General Fund, FEMA Grants
Medium	Evaluate and maintain existing levees. Repair and enhance flood control measures as necessary.	Dam/Levee Failure	Engineering	Mid-term	Moderate	General Fund, FEMA Grants
High	Maintain a list of potential storm sewer improvement projects to mitigate flash flooding associated with heavy rain events.	Flash Flooding	Engineering	Short-term	Low	General Fund, FEMA Grants
Medium	Maintain a list of potential storm sewer improvement projects to mitigate potential flash flooding associated with a heavy rain event.	Flash Flooding, River Flooding	Public Works, Engineering	Mid-term	Moderate	General Fund, REAP Grants

Table 14: Natural System Protection and Nature-Based Mitigation Activities

Description: Actions that minimize damage and losses by preserving or restoring the functions of natural systems. This type of action can include green infrastructure and low impact development, nature-based solutions

<i>Priority</i>	<i>Tasks</i>	<i>Hazard(s)</i>	<i>Primary Agency Responsible for Implementation</i>	<i>Time Frame to Complete</i>	<i>Estimated Cost (s)</i>	<i>Funding Source</i>
Medium	Maintain tree-trimming & removal policies to reduce the likelihood of falling branches.	Windstorm/Tornado,	Public Works	Ongoing	Moderate	General Funds
Medium	Clear brush and debris from creeks to ensure proper flow of streams and proper use of dams.	River Flooding, Dam/Levee Failure	Public Works, Public Safety	Ongoing	Moderate	General Funds
Low	Promote native plantings throughout the city and in natural areas.	Drought, Extreme Heat	Public Works	Short-term	Low	General Funds, REAP Grants

Table 15: Local Plans and Regulations Mitigation Activities						
Description: Actions by administrative or regulatory processes which direct how land and buildings are developed and built. These actions include regulations by public entities to reduce hazard losses.						
<i>Priority</i>	<i>Tasks</i>	<i>Hazard(s)</i>	<i>Primary Agency Responsible for Implementation</i>	<i>Time Frame to Complete</i>	<i>Estimated Cost (s)</i>	<i>Funding Source</i>
Medium	Train employees to maintain continuity of government operations through a continuity of operations plan.	All	Department Heads	Ongoing	Low	General Fund
Low	Continue to identify, purchase, and remove structures and populations in danger of being flooded; in addition to maintaining a list of properties that they deem as potential buyout candidates.	River Flooding	Floodplain Manager, Planning & Zoning, Engineering, City Council	Mid-Term	High	General Fund, FEMA Grants
High	Continue membership in the National Flood Insurance Program (NFIP).	River Flooding, Flash Flooding	Floodplain Manager	Ongoing	Low	General Fund
Medium	Put in place, as necessary, burning bans during severe drought.	Drought	City Council, Communications Director	Short-term	Low	General Funds

2026 Waterloo Hazard Mitigation Plan

Medium	Develop a Debris Management Plan to efficiently relocate debris following severe storm damage.	Tornado/Windstorm, River Flooding, Flash Flooding	Public Works, BHSWM, City Council	Mid-term	Low	General Funds, FEMA Grants
Low	Update Stormwater Master Plan.	Infrastructure Failure, Flooding	Public Works, Engineering, Planning & Zoning	Short-term	Low	General Funds
Low	Update Sanitary Sewer Master Plan.	Infrastructure Failure, Flooding	Public Works, Engineering, Planning & Zoning	Short-term	Low	General Funds

NOTICE OF PUBLIC HEARING

TO WHOM IT MAY CONCERN: Notice is hereby given that on the [redacted] day of [redacted], 2026 at 00:00 at the (CITY) City Hall, in (CITY), Iowa, a public hearing will be held to accept input regarding the Black Hawk County Multi-Jurisdictional Hazard Mitigation Plan recently updated by the City.

Anyone interested may appear at the above stated time and place on (Insert Date Here), 2026 for the public hearing and be heard or may file written comments in person or mail to the City Clerk, City Hall, (Insert City Hall Address Here), (Insert City Name Here), Iowa to be received in the City Clerk's office before 00:00 PM on the date set for said hearing. A copy of the plan available for review at City Hall or online at www.inrcog.org/pub.

A RESOLUTION OF THE CITY COUNCIL OF WATERLOO, IOWA, ADOPTING THE CITY OF WATERLOO, IOWA HAZARD MITIGATION PLAN 2026 UPDATE.

WHEREAS, the City of Waterloo City Council recognizes the threat that natural hazards pose to people and property within Waterloo; and

WHEREAS, Black Hawk County Emergency Management Agency has received funding for the development of a plan update through the Hazard Mitigation Grant Program; and

WHEREAS, the participants representing Waterloo served and participated in the formulation of the Plan, hereby known as the City of Waterloo, Iowa Hazard Mitigation Plan 2026 Update, as part of the Black Hawk County Multi-Jurisdictional Hazard Mitigation Planning Committee; and

WHEREAS, INRCOG has helped prepare said Plan in accordance with federal laws, including the Robert T. Stafford Disaster Relief and Emergency Assistance Act, as amended; the National Flood Insurance Act of 1968, as amended; and the National Dam Safety Program Act, as amended; and

WHEREAS the Plan identifies mitigation goals and actions to reduce or eliminate long-term risk to people and property in Waterloo from the impacts of future hazards and disasters; and

WHEREAS, a Public Hearing has been held for the purpose of obtaining citizen input on the Plan; and

WHEREAS adoption by the City Council of Waterloo demonstrates its commitment to hazard mitigation and achieving the goals outlined in said Plan.

NOW THEREFORE, BE IT RESOLVED THAT THE CITY COUNCIL OF Waterloo, IOWA, THAT:

Section 1: In accordance with local regulations, the Council adopts the City of Waterloo, Iowa Hazard Mitigation Plan 2026 Update. While content related to the City of Waterloo may require revisions to meet the plan approval requirements, changes occurring after adoption will not require the City of Waterloo to re-adopt any further iterations of the plan. Subsequent plan updates following the approval period for this plan will require separate adoption resolutions.

Passed and adopted this [DAY] day of [MONTH] 2026.

Mayor

ATTEST:

City Clerk

Waterloo Police Department

2026 Axon Program | Procurement Analysis

JUNE 2026



Contains Confidential Information of Axon

Existing Program

MASTER Expires 4/14/2031

	MASTER (OSP7+ PREM)
2027	\$ 435,936
2028	\$ 435,936
2029	\$ 435,936
2030	\$ 435,936
2031	<i>Renewal</i>
2032	<i>Renewal</i>
2033	<i>Renewal</i>
2034	<i>Renewal</i>
2035	<i>Renewal</i>
2036	<i>Renewal</i>

TASER & TRAINING	
TASER	135 (TASER 7s)
VR Training	Full VR
TRANSPARENCY	
Body Worn Cameras	139
In Car Cameras Fleet 3	34
Interview Room	
EFFICIENCY DRIVERS	
Storage	Unlimited Axon / 40.71 TB 3 rd Party
Auto Tagging	✓
Redaction Assistant	✓
3 rd Party Support / Investigate Pro	✓
Retail Crime Hub	
COMMUNITY ENGAGEMENT	
Community Link	✓
Performance	✓
PRODUCTIVITY SUITE	
Standards	Licensing
Records	Licensing
Transcription	✓
AI Era Plan	
REAL TIME AWARENESS	
Signal Sidearm	✓
BWC GPS & Livestreaming	✓
Fleet GPS, Livestreaming, ALPR	✓
Fixed ALPR	
Fusus RTCC	
Dedrone – UAS Sensors	
Axon Air	
Skydio Drone as a First Responder	



Procurement Path 1:

10 Yr Outlook - Standalone Purchases

	Existing	DFR (2) Docks (1) R10 Team Kit	Standalone Total
2027	\$ 435,936	\$ 137,860	\$ 573,807
2028	\$ 435,936	\$ 137,860	\$ 573,807
2029	\$ 435,936	\$ 137,860	\$ 573,807
2030	\$ 435,936	\$ 137,860	\$ 573,807
2031	\$ 945,697	\$ 137,860	\$ 1,083,557
2032	\$ 945,697	\$ 185,962	\$ 1,131,659
2033	\$ 945,697	\$ 185,962	\$ 1,131,659
2034	\$ 945,697	\$ 185,962	\$ 1,131,659
2035	\$ 945,697	\$ 185,962	\$ 1,131,659
2036	\$ 1,150,585	\$ 185,962	\$ 1,336,547
10 Year Outlook			\$ 9,241,965

TASER & TRAINING	
TASER	135
VR Training	Full VR
TRANSPARENCY	
Body Worn Cameras	139
In Car Cameras Fleet 3 Interview Room	34
EFFICIENCY DRIVERS	
Storage	Unlimited Axon / 40.71 TB 3 rd Party
Auto Tagging	✓
Redaction Assistant	✓
3 rd Party Support / Investigate Pro	✓
Retail Crime Hub	
COMMUNITY ENGAGEMENT	
Community Link	✓
Performance	✓
PRODUCTIVITY SUITE	
Standards	Licensing
Records	Licensing
Transcription	✓
AI Era Plan	
REAL TIME AWARENESS	
Signal Sidearm	✓
BWC GPS & Livestreaming	✓
Fleet GPS, Livestreaming, ALPR	✓
Fixed ALPR	
Fusus RTCC	
Dedrone – UAS Sensors	
Axon Air	1 R10 Team Kit
Skydio Drone as a First Responder	2 DFR Docks



Procurement Path 2:

10 Yr – Rewrite (OSP10 Prem + DFR)

Invoicing Summary

2027	\$ 654,551.21
2028	\$ 654,551.21
2029	\$ 654,551.21
2030	\$ 654,551.21
2031	\$ 654,551.21
2032	\$ 654,551.21
2033	\$ 654,551.21
2034	\$ 654,551.21
2035	\$ 654,551.21
2036	\$ 654,551.21
Total	\$6,545,512.09

Additional Products WPD would be getting in the Bundle

- Unlimited 3rd Party Storage
- Retail Crime Hub
- 13 Outposts + TAP + Vandalism
- Dedrone – RemoteID Sensor, Portable, and Long Range Radar
- Additional (1) DFR Dock, and (3) DFR Patrol X10s

TASER & TRAINING	
TASER	135 (TASER 10s)
VR Training	Full VR
TRANSPARENCY	
Body Worn Cameras	139
In Car Cameras Fleet 3	34
Interview Room	
EFFICIENCY DRIVERS	
Storage	Unlimited Axon / Unlimited 3 rd Party
Auto Tagging	✓
Redaction Assistant	✓
3 rd Party Support / Investigate Pro	✓
Retail Crime Hub	✓
COMMUNITY ENGAGEMENT	
Community Link	✓
Performance	✓
PRODUCTIVITY SUITE	
Standards	Licensing
Records	Licensing
Transcription	✓
AI Era Plan	
REAL TIME AWARENESS	
Signal Sidearm	✓
BWC GPS & Livestreaming	✓
Fleet GPS, Livestreaming, ALPR	✓
Fixed ALPR	✓
Fusus RTCC	Fusus – 250 AI Streams
Dedrone – UAS Sensors	RemoteID Sensor + Portable + Long Range
Axon Air	1 R10 Team Kit
Skydio Drone as a First Responder	3 DFR Docks 3 Patrol X10s



Option Summary

Standalone Purchases

Bundled Program

Invoicing Summary	Standalone Purchases			Bundled Program
	Existing	+ DFR	Standalone Total	Rewrite (OSP10 Prem + DFR)
2027	\$ 435,936	\$ 137,860	\$ 573,807	\$ 408,912.39
2028	\$ 435,936	\$ 137,860	\$ 573,807	\$ 573,807.00
2029	\$ 435,936	\$ 137,860	\$ 573,807	\$ 596,558.64
2030	\$ 435,936	\$ 137,860	\$ 573,807	\$ 628,772.97
2031	\$ 945,697	\$ 137,860	\$ 1,083,557	\$ 653,923.89
2032	\$ 945,697	\$ 185,962	\$ 1,131,659	\$ 680,080.84
2033	\$ 945,697	\$ 185,962	\$ 1,131,659	\$ 707,728.07
2034	\$ 945,697	\$ 185,962	\$ 1,131,659	\$ 735,575.44
2035	\$ 945,697	\$ 185,962	\$ 1,131,659	\$ 764,998.46
2036	\$ 1,150,585	\$ 185,962	\$ 1,336,547	\$ 795,598.39
10 Year Outlook	\$ 7,622,853	\$ 1,619,112	\$ 9,241,965	\$ 6,545,512.09

Additional Products WPD would be getting going bundled Rewrite:

- Unlimited 3rd Party Storage
- Retail Crime Hub
- 13 Outposts + TAP + Vandalism
- Dedrone – RemoteID Sensor, Portable, and Long Range Radar
- Additional (1) DFR Dock, and (3) DFR Patrol X10s



Cost of Waiting:

Delayed Procurement vs. Rewrite

	Delayed Procurement TCV	Rewrite TCV	Cost of Waiting
2028	\$ 9,897,146	\$ 6,545,512.09	\$ 3,351,633.91
2029	\$ 10,677,779	\$ 6,545,512.09	\$ 4,132,266.91
2030	\$ 11,507,074	\$ 6,545,512.09	\$ 4,961,561.91
2031	\$ 12,386,980	\$ 6,545,512.09	\$ 5,841,467.91





Officer Safety Plan 10 Premium

Safety meets savings

The Officer Safety Plan 10 Premium helps your agency make the most of your connected, mission critical technologies. From TASER 10 to Axon Fusus, realize substantial savings when you bundle Axon hardware and software offerings.

What's included:



TASER 10

OSP 10 Premium includes TASER 10, Axon's first energy weapon to be wirelessly connected to the Axon Network. Each TASER 10 energy weapon comes with a TASER 10 Certification Pro Plan, which includes Axon's Live Cartridge Duty Replacement Program, training cartridges, holsters, rechargeable batteries, instructor training, and end-user training.



Axon VR Training

OSP 10 Premium includes Axon's Full VR Package, delivering a comprehensive virtual reality training experience. This package provides access to advanced scenarios that develop critical thinking, de-escalation, communication, and tactical expertise. With realistic, immersive training environments, the Full VR Package helps officers build the skills needed to navigate complex challenges with confidence and precision.

Included in TASER 10 certification



Axon Body Camera with Device Connectivity

Axon Body 3 and Axon Body 4 support real-time connectivity that contributes live video, location, and alerts into Axon Fusus. With Axon Body 4, agencies can extend these workflows with bi-directional communications and officer-initiated Watch Me requests, providing additional situational awareness during active incidents.



Axon Fusus BWC with Livestreaming

Axon's real-time operations platform for public safety, bringing live location, video, data, and alerts from connected Axon devices into a single operational view. Fusus supports situational awareness, coordinated response, and investigation as incidents unfold.



Axon Fusus Fixed CCTV with AI Livestream

Axon Fusus unifies live and recorded CCTV video from public and private sources into a single, real-time operating picture for command staff and first responders. It shortens response time, improves situational awareness, and helps agencies make faster, safer decisions during critical incidents.

What's included:



Axon Signal Sensor

Ensure vital footage is captured by adding an automatic activation sensor to your holster, which alerts your camera to start recording when a firearm is unholstered.



Axon Records

Unify report writing, case management and digital evidence within a records management system integrated with Axon Evidence. Streamline workflows and ensure compliance with evolving requirements through customizable forms and a dynamic reporting experience.

License subscription only. Does not include implementation costs. Available for agencies with 100+ sworn officers.



Axon Standards

Establish a single source of truth for use-of-force and internal affairs reporting. Leverage streamlined report writing for high-risk, officer-involved events. Utilize simplified workflows and robust data management capabilities to maintain your agency's standards.

License subscription only. Does not include implementation costs. Available for agencies with 15+ sworn officers.



Axon Evidence

Easily manage, store, review and share data from one cloud-based Digital Evidence Management System (DEMS), all while maintaining security and chain of custody. Officer Safety Plans include Unlimited 1P Storage and 1 Pro Axon Evidence license for the assigned user.



Axon Performance

Streamline supervisor reviews, measure Axon body-worn camera, Fleet and TASER weapon policy compliance, and identify areas for training and policy improvement.



Axon Community Request

Easily collect digital evidence from the public using a custom community portal, and manage submissions through Axon Evidence, Community Surveys, Residence and CR/BR.



Redaction Assistant

Cut down redaction work significantly thanks to automatic screen, license plate, and head detection and tracking.



Auto-Tagging

Use information from your existing CAD/RMS to automatically add metadata to your videos on Axon Evidence.

What's included:



Channel Services

Unite your third-party data onto one centralized platform. Migrate data from one source into Axon Evidence with seamless support.



Unlimited Third-Party Storage

Consolidate digital evidence across your agency with unlimited storage in Axon Evidence.



Axon Investigate

Unlock the power of video evidence with a simple, fast and forensically-sound solution to video evidence challenges.



Retail Crime Hub

Retail crime hub powered by Auror, helps resolve more retail crime cases faster for law enforcement to stop repeat and organized retail offenders.



Axon Outpost + TAP + Vandalism

Axon Outpost combines livestreaming, ALPR, and vehicle recognition in one device—so officers don't just get a hit, they get the full picture in real time. It's everything agencies need to act faster and respond smarter.



Axon Air DFR (Drone as First Responder)

Axon Air delivers scalable drone response for public safety, enabling agencies to deploy drones from patrol vehicles, fixed docks, or a combination of both to provide real-time aerial intelligence during active incidents, with airspace awareness supported in advanced deployments.



Axon Air DFR Dock Pro (1 per 100+ sworn agency)

Position docked drones wherever they are needed, remotely operate them from anywhere in the world, and get the data your teams need to act from real-time situational awareness.



Dedrone Trailer

Dedrone Trailer is a mobile, AI-powered drone detection, tracking, and identification (DTI) solution that can be deployed in just 20 minutes. Versatile configurations include RF and pan-tilt-zoom camera detection or enhanced coverage with integrated radars. Designed for mobility, the trailer can be easily towed and maneuvered using an SUV or truck, providing comprehensive airspace security.

What's included:



Dedrone Fixed Site (RF-Only)

Leverages RF sensors to deliver scalable and reliable airspace security for critical sites. Provides real-time drone detection, tracking, and identification, as well as pinpointing the location of their pilots.



Dedrone (Counter-UAS)

Dedrone provides real-time airspace awareness for public safety, enabling detection, tracking, and identification of unauthorized drones across fixed, mobile, and rapid-response deployments, helping agencies protect operations and maintain visibility during events and active incidents.

The Axon Technology Assurance Plan (TAP) provides warranty coverage for Axon cameras for a preset number of years, after which they're replaced by our next model. For more information, visit [axon.com/tap](https://www.axon.com/tap).

Included products, supported options, and feature availability may vary based on agency size, sworn officer count, and selected Officer Safety Plan.





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Q-869541-46203JD

Issued: 06/30/2026

Quote Expiration: 07/31/2026

Estimated Contract Start Date: 03/01/2027

Account Number: 128219

Payment Terms: N30

Mode of Delivery: AUTO-GND

Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Waterloo Police Dept. - IA 715 Mulberry St Waterloo, IA 50703-5714 USA	Waterloo Police Dept. - IA 715 Mulberry St Waterloo IA 50703-5714 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Jason Askelson Phone: Email: jaskelson@axon.com Fax:	Aaron McClelland Phone: 3192914340 Email: mcclellanda@waterloopolice.com Fax:

Quote Summary

Program Length	124 Months
TOTAL COST	\$6,609,299.43
ESTIMATED TOTAL W/ TAX	\$6,609,299.43

Discount Summary

Average Savings Per Year	\$1,090,147.53
TOTAL SAVINGS	\$11,264,857.80

Payment Summary

Date	Subtotal	Tax	Total
Jun 2027	\$333,640.25	\$0.00	\$333,640.25
Jun 2028	\$586,809.85	\$0.00	\$586,809.85
Jun 2029	\$610,077.06	\$0.00	\$610,077.06
Jun 2030	\$643,021.39	\$0.00	\$643,021.39
Jun 2031	\$668,742.24	\$0.00	\$668,742.24
Jun 2032	\$695,491.93	\$0.00	\$695,491.93
Jun 2033	\$723,311.61	\$0.00	\$723,311.61
Jun 2034	\$752,244.07	\$0.00	\$752,244.07
Jun 2035	\$782,333.84	\$0.00	\$782,333.84
Jun 2036	\$813,627.19	\$0.00	\$813,627.19
Total	\$6,609,299.43	\$0.00	\$6,609,299.43

Quote Unbundled Price:

\$17,713,553.86

Quote List Price:

\$9,663,434.26

Quote Subtotal:

\$6,609,299.43

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
100553	TRANSFER BALANCE - SOFTWARE AND SERVICES	1	1		\$1.00	(\$250,508.65)	(\$250,508.65)	\$0.00	(\$250,508.65)
100552	TRANSFER BALANCE - GOODS	1	1		\$1.00	(\$2,660.96)	(\$2,660.96)	\$0.00	(\$2,660.96)
HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	120			\$0.00	\$0.00	\$0.00	\$0.00
B00099	UNLIMITED PREMIUM WITH VR PLAN	135	60	\$864.53	\$341.23	\$262.84	\$2,129,034.18	\$0.00	\$2,129,034.18
C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	60	\$46.84	\$65.00	\$35.84	\$290,304.00	\$0.00	\$290,304.00
Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	120	\$251.41	\$186.09	\$186.09	\$759,247.20	\$0.00	\$759,247.20
M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	60	\$856.61	\$400.81	\$294.46	\$2,385,103.21	\$0.00	\$2,385,103.21
A la Carte Hardware									
20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	1		\$5,158.44	\$0.00	\$0.00	\$0.00	\$0.00
74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	1		\$64.00	\$64.00	\$512.00	\$0.00	\$512.00
102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	1		\$324.00	\$324.00	\$972.00	\$0.00	\$972.00
102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	1		\$339.00	\$339.00	\$1,017.00	\$0.00	\$1,017.00
102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	1		\$351.00	\$351.00	\$1,053.00	\$0.00	\$1,053.00
74116	AXON INTERVIEW - COVERT ENCLOSURE	8	1		\$110.00	\$110.00	\$880.00	\$0.00	\$880.00
50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	1		\$209.00	\$209.00	\$1,672.00	\$0.00	\$1,672.00
50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	1		\$356.00	\$356.00	\$2,848.00	\$0.00	\$2,848.00
50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	1		\$700.00	\$700.00	\$5,600.00	\$0.00	\$5,600.00
101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	1		\$5,499.00	\$5,499.00	\$16,497.00	\$0.00	\$16,497.00
50322	AXON INTERVIEW - TOUCH PANEL PRO	8	1		\$2,532.00	\$2,532.00	\$20,256.00	\$0.00	\$20,256.00
20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	1		\$5,158.44	\$5,158.44	\$696,389.40	\$0.00	\$696,389.40
A00031	AXON AIR R10 TEAM KIT BUNDLE	1	120		\$51,020.91	\$827.70	\$99,324.00	\$0.00	\$99,324.00
H00002	AB4 Multi Bay Dock Bundle	18			\$3,277.80	\$91.05	\$1,638.90	\$0.00	\$1,638.90
A la Carte Software									
73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	139	4		\$30.00	\$0.00	\$0.00	\$0.00	\$0.00
101180	AXON TASER - DATA SCIENCE PROGRAM	135	4		\$1.00	\$0.00	\$0.00	\$0.00	\$0.00
20370	AXON VR - USER ACCESS - FULL VR	135	4		\$24.00	\$0.00	\$0.00	\$0.00	\$0.00
85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	135	4		\$25.00	\$0.00	\$0.00	\$0.00	\$0.00
73739	AXON PERFORMANCE - LICENSE	135	4		\$10.00	\$0.00	\$0.00	\$0.00	\$0.00
102610	AXON COMMUNITY LINK	135	4		\$15.00	\$0.00	\$0.00	\$0.00	\$0.00
73478	AXON EVIDENCE - REDACTION ASSISTANT USER LICENSE	135	4		\$10.00	\$0.00	\$0.00	\$0.00	\$0.00
73682	AXON EVIDENCE - AUTO TAGGING LICENSE	135	4		\$10.00	\$0.00	\$0.00	\$0.00	\$0.00
100673	AXON EVIDENCE - ECOM LICENSE - CONVERSION BASIC TO PRO	4	4		\$25.00	\$0.00	\$0.00	\$0.00	\$0.00
50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	1		\$1,750.00	\$1,750.00	\$3,500.00	\$0.00	\$3,500.00
50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	60		\$32.98	\$32.98	\$3,957.60	\$0.00	\$3,957.60
50043	AXON INTERVIEW - STREAMING SERVER	2	60		\$32.98	\$32.98	\$3,957.60	\$0.00	\$3,957.60

MAINTENANCE - PER SERVER								
50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	1	\$1,500.00	\$1,500.00	\$12,000.00	\$0.00	\$12,000.00
50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	60	\$28.21	\$28.21	\$13,540.80	\$0.00	\$13,540.80
50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	60	\$28.21	\$28.21	\$13,540.80	\$0.00	\$13,540.80
50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	60	\$111.75	\$111.75	\$53,640.00	\$0.00	\$53,640.00
50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	60	\$111.75	\$111.75	\$53,640.00	\$0.00	\$53,640.00
ProLicense	Pro License Bundle	139	4	\$45.00	\$0.00	\$0.00	\$0.00	\$0.00
ProLicense	Pro License Bundle	15	120	\$54.52	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Services								
99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	1	\$899.00	\$0.00	\$0.00	\$0.00	\$0.00
85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	1	\$5,000.00	\$5,000.00	\$40,000.00	\$0.00	\$40,000.00
A la Carte Warranties								
100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	120	\$10.06	\$0.00	\$0.00	\$0.00	\$0.00
80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	120	\$9.33	\$9.33	\$2,239.20	\$0.00	\$2,239.20
80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	120	\$9.33	\$9.33	\$2,239.20	\$0.00	\$2,239.20
100213	AXON VR - EXT WARRANTY - TABLET	5	120	\$5.08	\$5.08	\$3,048.00	\$0.00	\$3,048.00
101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	1	\$464.00	\$464.00	\$3,712.00	\$0.00	\$3,712.00
100197	AXON VR - EXT WARRANTY - HEADSET	5	120	\$7.55	\$7.55	\$4,530.00	\$0.00	\$4,530.00
101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	120	\$10.82	\$10.82	\$6,492.00	\$0.00	\$6,492.00
101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	120	\$11.51	\$11.51	\$6,906.00	\$0.00	\$6,906.00
80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	120	\$0.61	\$0.61	\$11,199.60	\$0.00	\$11,199.60
80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	120	\$0.61	\$0.61	\$11,199.60	\$0.00	\$11,199.60
102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	109	\$100.85	\$100.85	\$32,977.95	\$0.00	\$32,977.95
100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	120	\$10.06	\$10.06	\$167,800.80	\$0.00	\$167,800.80
Total						\$6,609,299.43	\$0.00	\$6,609,299.43

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AB4 CONNECTED HARDWARE BUNDLE	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	4	1	06/01/2027
AB4 CONNECTED HARDWARE BUNDLE	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	135	1	06/01/2027
AB4 CONNECTED HARDWARE BUNDLE	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	149	1	06/01/2027
AB4 CONNECTED HARDWARE BUNDLE	100775	AXON BODY 4 - MAGNETIC DISCONNECT CABLE	149	1	06/01/2027
AB4 CONNECTED HARDWARE BUNDLE	74028	AXON BODY - MOUNT - WING CLIP RAPIDLOCK	149	1	06/01/2027
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	1	1	06/01/2027
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	17	1	06/01/2027
AB4 Multi Bay Dock Bundle	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	17	1	06/01/2027
AB4 Multi Bay Dock Bundle	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1	1	06/01/2027
AB4 Multi Bay Dock Bundle	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	18	1	06/01/2027
AXON AIR R10 TEAM KIT BUNDLE	102465	AXON AIR - SKYDIO R10 TEAM HW KIT	1	1	06/01/2027

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100399	AXON TASER 10 - CARTRIDGE - LIVE	2700	1	06/01/2027
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100400	AXON TASER 10 - CARTRIDGE - HALT	1350	1	06/01/2027
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100401	AXON TASER 10 - CARTRIDGE - INERT	30	1	06/01/2027
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	102186	AXON TASER 10 - COMMAND BOX	1	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	101886	SIGNAL SENSOR	135	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	101889	AXON SIGNAL - BATTERY - CR2032	135	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102032	AXON OUTPOST - CAMERA	13	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102050	AXON DEDRONEBEYOND RADAR LRR HW KIT (US)	1	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102345	AXON DEDRONE PORTABLE (RF) RF-360 AND RF-560 (1039)	1	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102455	AXON DEDRONE BATTERY USA - NC	2	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102488	AXON OUTPOST - SOLAR PANEL - 100W	13	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102538	AXON OUTPOST - TOP MOUNT END CAP - STANDARD	13	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102552	AXON OUTPOST - POLE - STANDARD	13	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102718	AXON AIR - SKYDIO X10 PATROL HW KIT FOR OSP	3	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102719	AXON AIR - SKYDIO DOCK FOR X10 DFR KIT FOR OSP	3	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	102737	AXON OUTPOST - STANDARD SOLAR HARDWARE KIT	13	1	06/01/2027
UNLIMITED PREMIUM WITH VR PLAN	103151	AXON OUTPOST - BATTERY & CHARGER ENCLOSURE - EXTENDED	13	1	06/01/2027
A la Carte	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	1	06/01/2027
A la Carte	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	1	06/01/2027
A la Carte	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	1	06/01/2027
A la Carte	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	1	06/01/2027
A la Carte	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	1	06/01/2027
A la Carte	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	1	06/01/2027
A la Carte	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	1	06/01/2027
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100399	AXON TASER 10 - CARTRIDGE - LIVE	410	1	06/01/2028
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2028
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100399	AXON TASER 10 - CARTRIDGE - LIVE	400	1	06/01/2029
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2029
AXON AIR R10 TEAM KIT BUNDLE	102476	AXON AIR - SKYDIO SAFE R10 TEAM HW KIT - REFRESH 1	1	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	100210	AXON VR - TAP REFRESH 1 - TABLET	5	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	101009	AXON VR - TAP REFRESH 1 - HANDGUN CONTROLLER	5	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	101012	AXON VR - TAP REFRESH 1 - TASER CONTROLLER	5	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	102715	AXON AIR - SKYDIO SAFE X10 DOCK OPS HW KIT FOR OSP - RFRSH1	3	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	102717	AXON AIR - SKYDIO SAFE DFR PATROL HW KIT FOR OSP - REFRESH 1	3	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	20373	AXON VR - TAP REFRESH 1 - HEADSET	5	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	73309	AXON BODY - TAP REFRESH 1 - CAMERA	139	1	12/01/2029
UNLIMITED PREMIUM WITH VR PLAN	73689	AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY	18	1	12/01/2029
A la Carte	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	1	12/01/2029
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100399	AXON TASER 10 - CARTRIDGE - LIVE	410	1	06/01/2030
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2030
Fleet 3 Advanced Renewal 10yr	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	34	1	03/15/2031
Fleet 3 Advanced Renewal 10yr	72040	AXON FLEET - TAP REFRESH 1 - 2 CAMERA KIT	1	1	03/15/2031
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100399	AXON TASER 10 - CARTRIDGE - LIVE	400	1	06/01/2031
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2031
AXON AIR R10 TEAM KIT BUNDLE	102473	AXON AIR - SKYDIO SAFE R10 TEAM HW KIT - REFRESH 2	1	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100211	AXON VR - TAP REFRESH 2 - TABLET	6	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100394	AXON TASER 10 - MAGAZINE - HALT TRAINING BLUE	8	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100396	AXON TASER 10 - MAGAZINE - INERT RED	30	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100399	AXON TASER 10 - CARTRIDGE - LIVE	2700	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100400	AXON TASER 10 - CARTRIDGE - HALT	1350	1	06/01/2032

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
OFFICER SAFETY PLAN T10 PREMIUM	100401	AXON TASER 10 - CARTRIDGE - INERT	300	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100591	AXON TASER - CLEANING KIT	2	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101010	AXON VR - TAP REFRESH 2 - HANDGUN CONTROLLER	6	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101013	AXON VR - TAP REFRESH 2 - TASER CONTROLLER	6	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101455	AXON TASER 10 - REPLACEMENT TOOL KIT - INTERPOSER BUCKET	2	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101456	AXON TASER 10 - REPLACEMENT INTERPOSER BUCKET	10	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101755	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK V2	4	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101755	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK V2	135	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	101757	AXON TASER 10 - MAGAZINE - LIVE TRAINING PURPLE V2	30	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	102488	AXON OUTPOST - SOLAR PANEL - 100W	13	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	102712	AXON AIR - SKYDIO SAFE X10 DOCK HW KIT FOR OSP - RFRSH2	3	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	102713	AXON AIR - SKYDIO SAFE DFR PATROL HW KIT FOR OSP - REFRESH 2	3	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	20374	AXON VR - TAP REFRESH 2 - HEADSET	6	1	06/01/2032
UNLIMITED PREMIUM WITH VR PLAN	102144	AXON OUTPOST - TAP REFRESH ONE - CAMERA	13	1	06/01/2032
UNLIMITED PREMIUM WITH VR PLAN	102810	AXON OUTPOST - TAP REFRESH ONE - BATTERY ENCLOSURE EXTENDED	13	1	06/01/2032
UNLIMITED PREMIUM WITH VR PLAN	73310	AXON BODY - TAP REFRESH 2 - CAMERA	139	1	06/01/2032
UNLIMITED PREMIUM WITH VR PLAN	73688	AXON BODY - TAP REFRESH 2 - DOCK MULTI BAY	18	1	06/01/2032
A la Carte	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	1	06/01/2032
A la Carte	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	1	06/01/2032
A la Carte	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	1	06/01/2032
OFFICER SAFETY PLAN T10 PREMIUM	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2033
OFFICER SAFETY PLAN T10 PREMIUM	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2034
AXON AIR R10 TEAM KIT BUNDLE	102477	AXON AIR - SKYDIO SAFE R10 TEAM HW KIT - REFRESH 3	1	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	100212	AXON VR - TAP REFRESH 3 - TABLET	6	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	101011	AXON VR - TAP REFRESH 3 - HANDGUN CONTROLLER	6	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	101014	AXON VR - TAP REFRESH 3 - TASER CONTROLLER	6	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	102145	AXON OUTPOST - TAP REFRESH TWO - CAMERA	13	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	102716	AXON AIR - SKYDIO SAFE X10 DOCK OPS HW KIT FOR OSP - RFRSH3	3	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	102720	AXON AIR - SKYDIO SAFE DFR PATROL HW KIT FOR OSP - REFRESH 3	3	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	102813	AXON OUTPOST - TAP REFRESH TWO - BATTERY ENCLOSURE EXTENDED	13	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	20375	AXON VR - TAP REFRESH 3 - HEADSET	6	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	73345	AXON BODY - TAP REFRESH 3 - CAMERA	139	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	73347	AXON BODY - TAP REFRESH 3 - DOCK MULTI BAY	18	1	12/01/2034
A la Carte	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	1	12/01/2034
OFFICER SAFETY PLAN T10 PREMIUM	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2035
OFFICER SAFETY PLAN T10 PREMIUM	100400	AXON TASER 10 - CARTRIDGE - HALT	1080	1	06/01/2036
Fleet 3 Advanced Renewal 10yr	100092	AXON FLEET - TAP REFRESH 2 - 2 CAMERA KIT	34	1	06/01/2037
Fleet 3 Advanced Renewal 10yr	100092	AXON FLEET - TAP REFRESH 2 - 2 CAMERA KIT	1	1	06/01/2037
OFFICER SAFETY PLAN T10 PREMIUM	73346	AXON BODY - TAP REFRESH 4 - CAMERA	139	1	06/01/2037
OFFICER SAFETY PLAN T10 PREMIUM	73348	AXON BODY - TAP REFRESH 4 - DOCK MULTI BAY	18	1	06/01/2037

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
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Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	417	03/01/2027	06/30/2027
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	139	03/01/2027	06/30/2027
A la Carte	100673	AXON EVIDENCE - ECOM LICENSE - CONVERSION BASIC TO PRO	4	03/01/2027	06/30/2027
A la Carte	101180	AXON TASER - DATA SCIENCE PROGRAM	135	03/01/2027	06/30/2027
A la Carte	102610	AXON COMMUNITY LINK	135	03/01/2027	06/30/2027
A la Carte	20370	AXON VR - USER ACCESS - FULL VR	135	03/01/2027	06/30/2027
A la Carte	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	03/01/2027	06/30/2037
A la Carte	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	03/01/2027	06/30/2037
A la Carte	73478	AXON EVIDENCE - REDACTION ASSISTANT USER LICENSE	135	03/01/2027	06/30/2027
A la Carte	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	135	03/01/2027	06/30/2027
A la Carte	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	139	03/01/2027	06/30/2027
A la Carte	73739	AXON PERFORMANCE - LICENSE	135	03/01/2027	06/30/2027
A la Carte	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	135	03/01/2027	06/30/2027
AXON AIR R10 TEAM KIT BUNDLE	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	1	07/01/2027	06/30/2037
AXON AIR R10 TEAM KIT BUNDLE	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	1	07/01/2027	06/30/2037
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	101180	AXON TASER - DATA SCIENCE PROGRAM	135	07/01/2027	06/30/2032
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	20248	AXON TASER - EVIDENCE.COM LICENSE	135	07/01/2027	06/30/2032
Fleet 3 Advanced Renewal 10yr	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	34	07/01/2027	06/30/2037
Fleet 3 Advanced Renewal 10yr	80401	AXON FLEET 3 - ALPR LICENSE - 1 CAMERA	34	07/01/2027	06/30/2037
Fleet 3 Advanced Renewal 10yr	80402	AXON FLEET - LICENSE - REAL-TIME LOCATION, ALERTS, & LIVESTREAM	34	07/01/2027	06/30/2037
Fleet 3 Advanced Renewal 10yr	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	68	07/01/2027	06/30/2037
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	45	07/01/2027	06/30/2037
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	15	07/01/2027	06/30/2037
UNLIMITED PREMIUM WITH VR PLAN	100165	AXON EVIDENCE - STORAGE - THIRD PARTY UNLIMITED	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	100801	AXON RECORDS - OSP	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	13	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102202	AXON DEDRONE - DEDRONETRACKER.AI CAM & RADAR SOFTWARE HOSTED	4	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102205	AXON DEDRONE - DEDRONETRACKER.AI RF SOFTWARE HOSTED	2	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102212	AXON DEDRONE - DEDRONE TRACKER AI SOFTWARE C2 ONLINE	1	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102214	AXON DEDRONE - DEDRONETRACKER.AI RADAR LONG RANGE SOFTWARE	3	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102215	AXON DEDRONE - DEDRONETRACKER.AI CAMERA SOFTWARE	1	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102271	AUROR - RETAIL CRIME HUB	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102337	AXON DEDRONE ECHOSHIELD (LONG-RANGE RADAR) SOFTWARE LICENSE	3	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102610	AXON COMMUNITY LINK	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102642	AXON FUSUS - CCTV AI STREAMS	250	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	3	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	3	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102693	AXON AIR - SKYDIO X10 DFR DOCK SUB PLAN W/ DATA FOR OSP	3	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102694	AXON AIR - SKYDIO X10 DFR PATROL SUB PLAN W/ DATA	3	07/01/2027	06/30/2032

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
		FOR OSP			
UNLIMITED PREMIUM WITH VR PLAN	20370	AXON VR - USER ACCESS - FULL VR	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73447	AXON BODY - LICENSE - FUSUS LIVESTREAM	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73478	AXON EVIDENCE - REDACTION ASSISTANT USER LICENSE	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73638	AXON STANDARDS - LICENSE	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73739	AXON PERFORMANCE - LICENSE	135	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73746	AXON EVIDENCE - ECOM LICENSE - PRO	1	07/01/2027	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	73746	AXON EVIDENCE - ECOM LICENSE - PRO	135	07/01/2027	06/30/2032
A la Carte	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	07/01/2027	06/30/2032
A la Carte	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	07/01/2027	06/30/2032
A la Carte	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	07/01/2027	06/30/2032
OFFICER SAFETY PLAN T10 PREMIUM	100165	AXON EVIDENCE - STORAGE - THIRD PARTY UNLIMITED	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	100801	AXON RECORDS - OSP	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	101180	AXON TASER - DATA SCIENCE PROGRAM	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102142	AXON VEHICLE INTELLIGENCE - ALPR LICENSE	13	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102202	AXON DEDRONE - DEDRONETRACKER.AI CAM & RADAR SOFTWARE HOSTED	4	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102205	AXON DEDRONE - DEDRONETRACKER.AI RF SOFTWARE HOSTED	5	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102205	AXON DEDRONE - DEDRONETRACKER.AI RF SOFTWARE HOSTED	2	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102212	AXON DEDRONE - DEDRONE TRACKER AI SOFTWARE C2 ONLINE	1	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102214	AXON DEDRONE - DEDRONETRACKER.AI RADAR LONG RANGE SOFTWARE	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102215	AXON DEDRONE - DEDRONETRACKER.AI CAMERA SOFTWARE	1	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102271	AUROR - RETAIL CRIME HUB	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102337	AXON DEDRONE ECHOSHIELD (LONG-RANGE RADAR) SOFTWARE LICENSE	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102610	AXON COMMUNITY LINK	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102642	AXON FUSUS - CCTV AI STREAMS	250	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102693	AXON AIR - SKYDIO X10 DFR DOCK SUB PLAN W/ DATA FOR OSP	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102694	AXON AIR - SKYDIO X10 DFR PATROL SUB PLAN W/ DATA FOR OSP	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	20248	AXON TASER - EVIDENCE.COM LICENSE	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	20248	AXON TASER - EVIDENCE.COM LICENSE	2	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	20370	AXON VR - USER ACCESS - FULL VR	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73447	AXON BODY - LICENSE - FUSUS LIVESTREAM	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73478	AXON EVIDENCE - REDACTION ASSISTANT USER LICENSE	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73638	AXON STANDARDS - LICENSE	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73739	AXON PERFORMANCE - LICENSE	135	07/01/2032	06/30/2037

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
OFFICER SAFETY PLAN T10 PREMIUM	73746	AXON EVIDENCE - ECOM LICENSE - PRO	135	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	73746	AXON EVIDENCE - ECOM LICENSE - PRO	1	07/01/2032	06/30/2037
A la Carte	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	07/01/2032	06/30/2037
A la Carte	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	07/01/2032	06/30/2037
A la Carte	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	07/01/2032	06/30/2037

Services

Bundle	Item	Description	QTY
AXON AIR R10 TEAM KIT BUNDLE	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	100751	AXON TASER 10 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	135
BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	101193	AXON TASER - ON DEMAND CERTIFICATION	135
Fleet 3 Advanced Renewal 10yr	73392	AXON FLEET 3 - INSTALLATION - UPGRADE (PER VEHICLE)	34
Fleet 3 Advanced Renewal 10yr	73392	AXON FLEET 3 - INSTALLATION - UPGRADE (PER VEHICLE)	34
OFFICER SAFETY PLAN T10 PREMIUM	100751	AXON TASER 10 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	135
OFFICER SAFETY PLAN T10 PREMIUM	101184	AXON INVESTIGATE - TRAINING - OPERATOR AND EXAMINER	9
OFFICER SAFETY PLAN T10 PREMIUM	101193	AXON TASER - ON DEMAND CERTIFICATION	135
OFFICER SAFETY PLAN T10 PREMIUM	102136	AXON OUTPOST - STANDARD INSTALLATION	13
OFFICER SAFETY PLAN T10 PREMIUM	102143	AXON OUTPOST - UPGRADE INSTALLATION	13
OFFICER SAFETY PLAN T10 PREMIUM	102201	AXON DEDRONE - DEPLOYMENT SERVICES	3
OFFICER SAFETY PLAN T10 PREMIUM	102529	AXON FUSUS - PSO - IMPLEMENTATION - ALL	1
OFFICER SAFETY PLAN T10 PREMIUM	102696	AXON AIR - SKYDIO X10 DFR DOCK SERVICES - PREM SOL FOR OSP	3
OFFICER SAFETY PLAN T10 PREMIUM	102697	AXON AIR - SKYDIO SAFE - X10 DOCK COMMISSIONING FOR OSP	1
OFFICER SAFETY PLAN T10 PREMIUM	102698	AXON AIR - SKYDIO X10 DOCK COMMISSIONING & TRAINING FOR OSP	1
OFFICER SAFETY PLAN T10 PREMIUM	102714	AXON AIR - SKYDIO X10 DFR PATROL SRVCS - PREM SOL FOR OSP	3
OFFICER SAFETY PLAN T10 PREMIUM	11642	AXON INVESTIGATE - THIRD PARTY VIDEO SUPPORT	135
OFFICER SAFETY PLAN T10 PREMIUM	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
OFFICER SAFETY PLAN T10 PREMIUM	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
OFFICER SAFETY PLAN T10 PREMIUM	80190	AXON EVIDENCE - CHANNEL SERVICES	1
UNLIMITED PREMIUM WITH VR PLAN	100610	AXON SIGNAL - INSTALLATION SERVICE - VIRTUAL	1
UNLIMITED PREMIUM WITH VR PLAN	101184	AXON INVESTIGATE - TRAINING - OPERATOR AND EXAMINER	9
UNLIMITED PREMIUM WITH VR PLAN	102136	AXON OUTPOST - STANDARD INSTALLATION	13
UNLIMITED PREMIUM WITH VR PLAN	102143	AXON OUTPOST - UPGRADE INSTALLATION	13
UNLIMITED PREMIUM WITH VR PLAN	102201	AXON DEDRONE - DEPLOYMENT SERVICES	3
UNLIMITED PREMIUM WITH VR PLAN	102529	AXON FUSUS - PSO - IMPLEMENTATION - ALL	1
UNLIMITED PREMIUM WITH VR PLAN	102696	AXON AIR - SKYDIO X10 DFR DOCK SERVICES - PREM SOL FOR OSP	3
UNLIMITED PREMIUM WITH VR PLAN	102698	AXON AIR - SKYDIO X10 DOCK COMMISSIONING & TRAINING FOR OSP	1
UNLIMITED PREMIUM WITH VR PLAN	102714	AXON AIR - SKYDIO X10 DFR PATROL SRVCS - PREM SOL FOR OSP	3
UNLIMITED PREMIUM WITH VR PLAN	11642	AXON INVESTIGATE - THIRD PARTY VIDEO SUPPORT	135
UNLIMITED PREMIUM WITH VR PLAN	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
UNLIMITED PREMIUM WITH VR PLAN	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1
UNLIMITED PREMIUM WITH VR PLAN	80190	AXON EVIDENCE - CHANNEL SERVICES	1
A la Carte	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8
A la Carte	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
A la Carte	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8		
Fleet 3 Advanced Renewal 10yr	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	34	07/01/2027	06/30/2037

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Advanced Renewal 10yr	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	1	07/01/2027	06/30/2037
A la Carte	100197	AXON VR - EXT WARRANTY - HEADSET	5	07/01/2027	06/30/2037
A la Carte	100213	AXON VR - EXT WARRANTY - TABLET	5	07/01/2027	06/30/2037
A la Carte	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	07/01/2027	06/30/2037
A la Carte	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	07/01/2027	06/30/2037
A la Carte	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	07/01/2027	06/30/2037
A la Carte	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	07/01/2027	06/30/2037
A la Carte	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	07/01/2027	06/30/2037
A la Carte	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	07/01/2027	06/30/2037
A la Carte	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	07/01/2027	06/30/2037
A la Carte	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	07/01/2027	06/30/2037
UNLIMITED PREMIUM WITH VR PLAN	101686	AXON SIGNAL - EXT WARRANTY - SIGNAL SENSOR	135	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	13	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102137	AXON OUTPOST - MAINTENANCE	13	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102228	AXON DEDRONE - DEDRONE BEYOND LONG RANGE EXT WARRANTY	3	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	102703	AXON OUTPOST - WARRANTY - VANDALISM/ACCIDENT EXTENSION	13	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	80464	AXON BODY - TAP WARRANTY - CAMERA	139	06/01/2028	06/30/2032
UNLIMITED PREMIUM WITH VR PLAN	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	18	06/01/2028	06/30/2032
A la Carte	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	06/01/2028	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102137	AXON OUTPOST - MAINTENANCE	13	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102228	AXON DEDRONE - DEDRONE BEYOND LONG RANGE EXT WARRANTY	3	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	80464	AXON BODY - TAP WARRANTY - CAMERA	139	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	18	07/01/2032	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	101686	AXON SIGNAL - EXT WARRANTY - SIGNAL SENSOR	135	06/01/2033	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102135	AXON OUTPOST - EXT WARRANTY - CAMERA	13	06/01/2033	06/30/2037
OFFICER SAFETY PLAN T10 PREMIUM	102703	AXON OUTPOST - WARRANTY - VANDALISM/ACCIDENT EXTENSION	13	06/01/2033	06/30/2037

Shipping Locations

Location Number	Street	City	State	Zip	Country
1	715 Mulberry St	Waterloo	IA	50703-5714	USA
2	715 Mulberry St	Waterloo	IA	50703-5714	USA

Payment Details

Jun 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$387.36	\$0.00	\$387.36
Annual Payment 1	100213	AXON VR - EXT WARRANTY - TABLET	5	\$260.63	\$0.00	\$260.63
Annual Payment 1	100673	AXON EVIDENCE - ECOM LICENSE - CONVERSION BASIC TO PRO	4	\$0.00	\$0.00	\$0.00
Annual Payment 1	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 1	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$14,348.65	\$0.00	\$14,348.65
Annual Payment 1	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$555.13	\$0.00	\$555.13
Annual Payment 1	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$590.53	\$0.00	\$590.53
Annual Payment 1	101180	AXON TASER - DATA SCIENCE PROGRAM	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,410.66	\$0.00	\$1,410.66
Annual Payment 1	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$317.41	\$0.00	\$317.41
Annual Payment 1	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$83.12	\$0.00	\$83.12
Annual Payment 1	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$2,819.95	\$0.00	\$2,819.95
Annual Payment 1	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$90.04	\$0.00	\$90.04
Annual Payment 1	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$86.96	\$0.00	\$86.96
Annual Payment 1	102610	AXON COMMUNITY LINK	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$59,548.32	\$0.00	\$59,548.32
Annual Payment 1	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	20370	AXON VR - USER ACCESS - FULL VR	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,026.12	\$0.00	\$1,026.12
Annual Payment 1	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,157.87	\$0.00	\$1,157.87
Annual Payment 1	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,157.87	\$0.00	\$1,157.87
Annual Payment 1	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$299.29	\$0.00	\$299.29
Annual Payment 1	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$338.41	\$0.00	\$338.41
Annual Payment 1	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$338.41	\$0.00	\$338.41
Annual Payment 1	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,586.76	\$0.00	\$4,586.76
Annual Payment 1	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,586.76	\$0.00	\$4,586.76
Annual Payment 1	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$243.53	\$0.00	\$243.53
Annual Payment 1	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$142.97	\$0.00	\$142.97
Annual Payment 1	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$478.86	\$0.00	\$478.86
Annual Payment 1	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$1,732.09	\$0.00	\$1,732.09
Annual Payment 1	73478	AXON EVIDENCE - REDACTION ASSISTANT USER LICENSE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	73682	AXON EVIDENCE - AUTO TAGGING LICENSE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	73686	AXON EVIDENCE - STORAGE - UNLIMITED (AXON DEVICE)	139	\$0.00	\$0.00	\$0.00
Annual Payment 1	73739	AXON PERFORMANCE - LICENSE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$43.78	\$0.00	\$43.78
Annual Payment 1	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$75.25	\$0.00	\$75.25
Annual Payment 1	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$957.68	\$0.00	\$957.68
Annual Payment 1	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$957.68	\$0.00	\$957.68
Annual Payment 1	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$191.47	\$0.00	\$191.47
Annual Payment 1	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$191.47	\$0.00	\$191.47
Annual Payment 1	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$3,420.40	\$0.00	\$3,420.40

Jun 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 1	85760	AXON AUTO-TRANSCRIBE - UNLIMITED SERVICE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 1	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$8,493.20	\$0.00	\$8,493.20
Annual Payment 1	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$182,053.76	\$0.00	\$182,053.76
Annual Payment 1	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$24,823.88	\$0.00	\$24,823.88
Annual Payment 1	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$64,923.24	\$0.00	\$64,923.24
Annual Payment 1	H00002	AB4 Multi Bay Dock Bundle	18	\$140.14	\$0.00	\$140.14
Annual Payment 1	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 1	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$203,950.21	\$0.00	\$203,950.21
Annual Payment 1	ProLicense	Pro License Bundle	139	\$0.00	\$0.00	\$0.00
Annual Payment 1	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Transfer Value	100552	TRANSFER BALANCE - GOODS	1	(\$2,660.96)	\$0.00	(\$2,660.96)
Transfer Value	100553	TRANSFER BALANCE - SOFTWARE AND SERVICES	1	(\$250,508.65)	\$0.00	(\$250,508.65)
Total				\$333,640.25	\$0.00	\$333,640.25

Jul 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Jun 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$387.36	\$0.00	\$387.36
Annual Payment 2	100213	AXON VR - EXT WARRANTY - TABLET	5	\$260.63	\$0.00	\$260.63
Annual Payment 2	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$14,348.65	\$0.00	\$14,348.65
Annual Payment 2	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 2	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$555.13	\$0.00	\$555.13
Annual Payment 2	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$590.53	\$0.00	\$590.53
Annual Payment 2	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,410.66	\$0.00	\$1,410.66
Annual Payment 2	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$317.41	\$0.00	\$317.41
Annual Payment 2	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$83.12	\$0.00	\$83.12
Annual Payment 2	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$2,819.95	\$0.00	\$2,819.95
Annual Payment 2	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$90.04	\$0.00	\$90.04
Annual Payment 2	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$86.96	\$0.00	\$86.96
Annual Payment 2	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 2	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$59,548.32	\$0.00	\$59,548.32
Annual Payment 2	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,026.12	\$0.00	\$1,026.12
Annual Payment 2	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,157.87	\$0.00	\$1,157.87
Annual Payment 2	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,157.87	\$0.00	\$1,157.87
Annual Payment 2	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$299.29	\$0.00	\$299.29
Annual Payment 2	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$338.41	\$0.00	\$338.41
Annual Payment 2	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$338.41	\$0.00	\$338.41
Annual Payment 2	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,586.76	\$0.00	\$4,586.76
Annual Payment 2	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,586.76	\$0.00	\$4,586.76
Annual Payment 2	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$243.53	\$0.00	\$243.53
Annual Payment 2	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$142.97	\$0.00	\$142.97
Annual Payment 2	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$478.86	\$0.00	\$478.86
Annual Payment 2	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$1,732.09	\$0.00	\$1,732.09
Annual Payment 2	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$43.78	\$0.00	\$43.78
Annual Payment 2	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$75.25	\$0.00	\$75.25
Annual Payment 2	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$957.68	\$0.00	\$957.68

Jun 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 2	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$957.68	\$0.00	\$957.68
Annual Payment 2	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$191.47	\$0.00	\$191.47
Annual Payment 2	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$191.47	\$0.00	\$191.47
Annual Payment 2	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$3,420.40	\$0.00	\$3,420.40
Annual Payment 2	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 2	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$8,493.20	\$0.00	\$8,493.20
Annual Payment 2	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$182,053.76	\$0.00	\$182,053.76
Annual Payment 2	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$24,823.88	\$0.00	\$24,823.88
Annual Payment 2	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$64,923.24	\$0.00	\$64,923.24
Annual Payment 2	H00002	AB4 Multi Bay Dock Bundle	18	\$140.14	\$0.00	\$140.14
Annual Payment 2	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 2	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$203,950.20	\$0.00	\$203,950.20
Annual Payment 2	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$586,809.85	\$0.00	\$586,809.85

Jun 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$402.72	\$0.00	\$402.72
Annual Payment 3	100213	AXON VR - EXT WARRANTY - TABLET	5	\$270.97	\$0.00	\$270.97
Annual Payment 3	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$14,917.58	\$0.00	\$14,917.58
Annual Payment 3	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 3	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$577.14	\$0.00	\$577.14
Annual Payment 3	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$613.95	\$0.00	\$613.95
Annual Payment 3	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,466.59	\$0.00	\$1,466.59
Annual Payment 3	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$330.00	\$0.00	\$330.00
Annual Payment 3	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$86.41	\$0.00	\$86.41
Annual Payment 3	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$2,931.76	\$0.00	\$2,931.76
Annual Payment 3	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$93.61	\$0.00	\$93.61
Annual Payment 3	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$90.41	\$0.00	\$90.41
Annual Payment 3	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 3	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$61,909.47	\$0.00	\$61,909.47
Annual Payment 3	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,066.81	\$0.00	\$1,066.81
Annual Payment 3	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,203.78	\$0.00	\$1,203.78
Annual Payment 3	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,203.78	\$0.00	\$1,203.78
Annual Payment 3	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$311.15	\$0.00	\$311.15
Annual Payment 3	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$351.83	\$0.00	\$351.83
Annual Payment 3	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$351.83	\$0.00	\$351.83
Annual Payment 3	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,768.62	\$0.00	\$4,768.62
Annual Payment 3	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$4,768.62	\$0.00	\$4,768.62
Annual Payment 3	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$253.19	\$0.00	\$253.19
Annual Payment 3	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$148.64	\$0.00	\$148.64
Annual Payment 3	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$497.84	\$0.00	\$497.84
Annual Payment 3	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$1,800.77	\$0.00	\$1,800.77
Annual Payment 3	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$45.52	\$0.00	\$45.52
Annual Payment 3	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$78.23	\$0.00	\$78.23
Annual Payment 3	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$995.65	\$0.00	\$995.65
Annual Payment 3	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$995.65	\$0.00	\$995.65
Annual Payment 3	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$199.07	\$0.00	\$199.07
Annual Payment 3	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$199.07	\$0.00	\$199.07
Annual Payment 3	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$3,556.02	\$0.00	\$3,556.02
Annual Payment 3	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 3	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$8,829.94	\$0.00	\$8,829.94

Jun 2029

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 3	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$189,272.20	\$0.00	\$189,272.20
Annual Payment 3	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$25,808.17	\$0.00	\$25,808.17
Annual Payment 3	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$67,497.46	\$0.00	\$67,497.46
Annual Payment 3	H00002	AB4 Multi Bay Dock Bundle	18	\$145.70	\$0.00	\$145.70
Annual Payment 3	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 3	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$212,036.91	\$0.00	\$212,036.91
Annual Payment 3	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$610,077.06	\$0.00	\$610,077.06

Jun 2030

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$424.47	\$0.00	\$424.47
Annual Payment 4	100213	AXON VR - EXT WARRANTY - TABLET	5	\$285.60	\$0.00	\$285.60
Annual Payment 4	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 4	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$15,723.13	\$0.00	\$15,723.13
Annual Payment 4	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$608.31	\$0.00	\$608.31
Annual Payment 4	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$647.10	\$0.00	\$647.10
Annual Payment 4	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,545.79	\$0.00	\$1,545.79
Annual Payment 4	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$347.82	\$0.00	\$347.82
Annual Payment 4	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$91.08	\$0.00	\$91.08
Annual Payment 4	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,090.07	\$0.00	\$3,090.07
Annual Payment 4	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$98.67	\$0.00	\$98.67
Annual Payment 4	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$95.29	\$0.00	\$95.29
Annual Payment 4	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 4	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$65,252.47	\$0.00	\$65,252.47
Annual Payment 4	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,124.41	\$0.00	\$1,124.41
Annual Payment 4	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,268.79	\$0.00	\$1,268.79
Annual Payment 4	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,268.79	\$0.00	\$1,268.79
Annual Payment 4	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$327.95	\$0.00	\$327.95
Annual Payment 4	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$370.83	\$0.00	\$370.83
Annual Payment 4	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$370.83	\$0.00	\$370.83
Annual Payment 4	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,026.13	\$0.00	\$5,026.13
Annual Payment 4	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,026.13	\$0.00	\$5,026.13
Annual Payment 4	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$266.86	\$0.00	\$266.86
Annual Payment 4	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$156.67	\$0.00	\$156.67
Annual Payment 4	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$524.73	\$0.00	\$524.73
Annual Payment 4	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$1,898.01	\$0.00	\$1,898.01
Annual Payment 4	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$47.97	\$0.00	\$47.97
Annual Payment 4	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$82.46	\$0.00	\$82.46
Annual Payment 4	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,049.42	\$0.00	\$1,049.42
Annual Payment 4	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,049.42	\$0.00	\$1,049.42
Annual Payment 4	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$209.82	\$0.00	\$209.82
Annual Payment 4	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$209.82	\$0.00	\$209.82
Annual Payment 4	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$3,748.05	\$0.00	\$3,748.05
Annual Payment 4	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 4	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$9,306.77	\$0.00	\$9,306.77
Annual Payment 4	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$199,492.99	\$0.00	\$199,492.99
Annual Payment 4	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$27,201.83	\$0.00	\$27,201.83
Annual Payment 4	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$71,142.33	\$0.00	\$71,142.33
Annual Payment 4	H00002	AB4 Multi Bay Dock Bundle	18	\$153.56	\$0.00	\$153.56
Annual Payment 4	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 4	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$223,487.02	\$0.00	\$223,487.02

Jun 2030

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 4	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$643,021.39	\$0.00	\$643,021.39

Jun 2031

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 5	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$441.44	\$0.00	\$441.44
Annual Payment 5	100213	AXON VR - EXT WARRANTY - TABLET	5	\$297.03	\$0.00	\$297.03
Annual Payment 5	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$16,352.06	\$0.00	\$16,352.06
Annual Payment 5	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 5	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$632.64	\$0.00	\$632.64
Annual Payment 5	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$672.98	\$0.00	\$672.98
Annual Payment 5	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,607.62	\$0.00	\$1,607.62
Annual Payment 5	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$361.73	\$0.00	\$361.73
Annual Payment 5	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$94.72	\$0.00	\$94.72
Annual Payment 5	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,213.68	\$0.00	\$3,213.68
Annual Payment 5	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$102.61	\$0.00	\$102.61
Annual Payment 5	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$99.11	\$0.00	\$99.11
Annual Payment 5	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$67,862.61	\$0.00	\$67,862.61
Annual Payment 5	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 5	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,169.39	\$0.00	\$1,169.39
Annual Payment 5	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,319.54	\$0.00	\$1,319.54
Annual Payment 5	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,319.54	\$0.00	\$1,319.54
Annual Payment 5	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$341.07	\$0.00	\$341.07
Annual Payment 5	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$385.67	\$0.00	\$385.67
Annual Payment 5	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$385.67	\$0.00	\$385.67
Annual Payment 5	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,227.18	\$0.00	\$5,227.18
Annual Payment 5	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,227.18	\$0.00	\$5,227.18
Annual Payment 5	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$277.54	\$0.00	\$277.54
Annual Payment 5	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$162.94	\$0.00	\$162.94
Annual Payment 5	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$545.72	\$0.00	\$545.72
Annual Payment 5	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$1,973.93	\$0.00	\$1,973.93
Annual Payment 5	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$49.89	\$0.00	\$49.89
Annual Payment 5	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$85.76	\$0.00	\$85.76
Annual Payment 5	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,091.39	\$0.00	\$1,091.39
Annual Payment 5	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,091.39	\$0.00	\$1,091.39
Annual Payment 5	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$218.21	\$0.00	\$218.21
Annual Payment 5	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$218.21	\$0.00	\$218.21
Annual Payment 5	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$3,897.97	\$0.00	\$3,897.97
Annual Payment 5	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 5	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$9,679.03	\$0.00	\$9,679.03
Annual Payment 5	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$207,472.73	\$0.00	\$207,472.73
Annual Payment 5	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$28,289.87	\$0.00	\$28,289.87
Annual Payment 5	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$73,988.05	\$0.00	\$73,988.05
Annual Payment 5	H00002	AB4 Multi Bay Dock Bundle	18	\$159.71	\$0.00	\$159.71
Annual Payment 5	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 5	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$232,426.43	\$0.00	\$232,426.43
Annual Payment 5	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$668,742.24	\$0.00	\$668,742.24

Jun 2032

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 6	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$459.10	\$0.00	\$459.10
Annual Payment 6	100213	AXON VR - EXT WARRANTY - TABLET	5	\$308.91	\$0.00	\$308.91
Annual Payment 6	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 6	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$17,006.14	\$0.00	\$17,006.14
Annual Payment 6	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$657.95	\$0.00	\$657.95
Annual Payment 6	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$699.90	\$0.00	\$699.90
Annual Payment 6	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,671.92	\$0.00	\$1,671.92
Annual Payment 6	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$376.20	\$0.00	\$376.20
Annual Payment 6	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$98.51	\$0.00	\$98.51
Annual Payment 6	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,342.22	\$0.00	\$3,342.22
Annual Payment 6	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$106.72	\$0.00	\$106.72
Annual Payment 6	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$103.07	\$0.00	\$103.07
Annual Payment 6	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 6	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$70,577.07	\$0.00	\$70,577.07
Annual Payment 6	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,216.17	\$0.00	\$1,216.17
Annual Payment 6	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,372.32	\$0.00	\$1,372.32
Annual Payment 6	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,372.32	\$0.00	\$1,372.32
Annual Payment 6	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$354.72	\$0.00	\$354.72
Annual Payment 6	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$401.09	\$0.00	\$401.09
Annual Payment 6	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$401.09	\$0.00	\$401.09
Annual Payment 6	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,436.26	\$0.00	\$5,436.26
Annual Payment 6	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,436.26	\$0.00	\$5,436.26
Annual Payment 6	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$288.64	\$0.00	\$288.64
Annual Payment 6	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$169.45	\$0.00	\$169.45
Annual Payment 6	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$567.54	\$0.00	\$567.54
Annual Payment 6	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$2,052.89	\$0.00	\$2,052.89
Annual Payment 6	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$51.89	\$0.00	\$51.89
Annual Payment 6	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$89.19	\$0.00	\$89.19
Annual Payment 6	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,135.05	\$0.00	\$1,135.05
Annual Payment 6	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,135.05	\$0.00	\$1,135.05
Annual Payment 6	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$226.94	\$0.00	\$226.94
Annual Payment 6	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$226.94	\$0.00	\$226.94
Annual Payment 6	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$4,053.89	\$0.00	\$4,053.89
Annual Payment 6	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 6	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$10,066.21	\$0.00	\$10,066.21
Annual Payment 6	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$215,771.63	\$0.00	\$215,771.63
Annual Payment 6	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$29,421.47	\$0.00	\$29,421.47
Annual Payment 6	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$76,947.59	\$0.00	\$76,947.59
Annual Payment 6	H00002	AB4 Multi Bay Dock Bundle	18	\$166.10	\$0.00	\$166.10
Annual Payment 6	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 6	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$241,723.52	\$0.00	\$241,723.52
Annual Payment 6	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$695,491.93	\$0.00	\$695,491.93

Jul 2032

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$0.00	\$0.00	\$0.00
Total				\$0.00	\$0.00	\$0.00

Jun 2033

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 7	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$477.47	\$0.00	\$477.47
Annual Payment 7	100213	AXON VR - EXT WARRANTY - TABLET	5	\$321.26	\$0.00	\$321.26
Annual Payment 7	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$17,686.38	\$0.00	\$17,686.38
Annual Payment 7	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 7	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$684.26	\$0.00	\$684.26
Annual Payment 7	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$727.90	\$0.00	\$727.90
Annual Payment 7	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,738.80	\$0.00	\$1,738.80
Annual Payment 7	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$391.25	\$0.00	\$391.25
Annual Payment 7	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$102.45	\$0.00	\$102.45
Annual Payment 7	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,475.91	\$0.00	\$3,475.91
Annual Payment 7	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$110.99	\$0.00	\$110.99
Annual Payment 7	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$107.19	\$0.00	\$107.19
Annual Payment 7	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 7	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$73,400.28	\$0.00	\$73,400.28
Annual Payment 7	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,264.81	\$0.00	\$1,264.81
Annual Payment 7	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,427.21	\$0.00	\$1,427.21
Annual Payment 7	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,427.21	\$0.00	\$1,427.21
Annual Payment 7	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$368.90	\$0.00	\$368.90
Annual Payment 7	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$417.14	\$0.00	\$417.14
Annual Payment 7	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$417.14	\$0.00	\$417.14
Annual Payment 7	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,653.71	\$0.00	\$5,653.71
Annual Payment 7	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,653.71	\$0.00	\$5,653.71
Annual Payment 7	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$300.18	\$0.00	\$300.18
Annual Payment 7	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$176.23	\$0.00	\$176.23
Annual Payment 7	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$590.25	\$0.00	\$590.25
Annual Payment 7	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$2,135.00	\$0.00	\$2,135.00
Annual Payment 7	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$53.97	\$0.00	\$53.97
Annual Payment 7	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$92.75	\$0.00	\$92.75
Annual Payment 7	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,180.45	\$0.00	\$1,180.45
Annual Payment 7	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,180.45	\$0.00	\$1,180.45
Annual Payment 7	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$236.01	\$0.00	\$236.01
Annual Payment 7	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$236.01	\$0.00	\$236.01
Annual Payment 7	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$4,216.04	\$0.00	\$4,216.04
Annual Payment 7	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 7	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$10,468.85	\$0.00	\$10,468.85
Annual Payment 7	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$224,402.46	\$0.00	\$224,402.46
Annual Payment 7	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$30,598.33	\$0.00	\$30,598.33
Annual Payment 7	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$80,025.48	\$0.00	\$80,025.48
Annual Payment 7	H00002	AB4 Multi Bay Dock Bundle	18	\$172.74	\$0.00	\$172.74
Annual Payment 7	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 7	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$251,392.44	\$0.00	\$251,392.44
Annual Payment 7	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$723,311.61	\$0.00	\$723,311.61

Jun 2034

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 8	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$496.57	\$0.00	\$496.57
Annual Payment 8	100213	AXON VR - EXT WARRANTY - TABLET	5	\$334.11	\$0.00	\$334.11
Annual Payment 8	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 8	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$18,393.84	\$0.00	\$18,393.84
Annual Payment 8	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$711.63	\$0.00	\$711.63
Annual Payment 8	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$757.02	\$0.00	\$757.02

Jun 2034

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 8	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,808.35	\$0.00	\$1,808.35
Annual Payment 8	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$406.90	\$0.00	\$406.90
Annual Payment 8	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$106.55	\$0.00	\$106.55
Annual Payment 8	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,614.95	\$0.00	\$3,614.95
Annual Payment 8	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$115.43	\$0.00	\$115.43
Annual Payment 8	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$111.48	\$0.00	\$111.48
Annual Payment 8	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 8	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$76,336.24	\$0.00	\$76,336.24
Annual Payment 8	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,315.41	\$0.00	\$1,315.41
Annual Payment 8	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,484.30	\$0.00	\$1,484.30
Annual Payment 8	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,484.30	\$0.00	\$1,484.30
Annual Payment 8	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$383.66	\$0.00	\$383.66
Annual Payment 8	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$433.82	\$0.00	\$433.82
Annual Payment 8	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$433.82	\$0.00	\$433.82
Annual Payment 8	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,879.86	\$0.00	\$5,879.86
Annual Payment 8	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$5,879.86	\$0.00	\$5,879.86
Annual Payment 8	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$312.19	\$0.00	\$312.19
Annual Payment 8	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$183.28	\$0.00	\$183.28
Annual Payment 8	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$613.86	\$0.00	\$613.86
Annual Payment 8	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$2,220.40	\$0.00	\$2,220.40
Annual Payment 8	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$56.12	\$0.00	\$56.12
Annual Payment 8	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$96.46	\$0.00	\$96.46
Annual Payment 8	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,227.67	\$0.00	\$1,227.67
Annual Payment 8	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,227.67	\$0.00	\$1,227.67
Annual Payment 8	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$245.45	\$0.00	\$245.45
Annual Payment 8	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$245.45	\$0.00	\$245.45
Annual Payment 8	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$4,384.68	\$0.00	\$4,384.68
Annual Payment 8	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 8	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$10,887.61	\$0.00	\$10,887.61
Annual Payment 8	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$233,378.57	\$0.00	\$233,378.57
Annual Payment 8	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$31,822.28	\$0.00	\$31,822.28
Annual Payment 8	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$83,226.48	\$0.00	\$83,226.48
Annual Payment 8	H00002	AB4 Multi Bay Dock Bundle	18	\$179.65	\$0.00	\$179.65
Annual Payment 8	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 8	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$261,448.15	\$0.00	\$261,448.15
Annual Payment 8	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$752,244.07	\$0.00	\$752,244.07

Jun 2035

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 9	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$516.43	\$0.00	\$516.43
Annual Payment 9	100213	AXON VR - EXT WARRANTY - TABLET	5	\$347.48	\$0.00	\$347.48
Annual Payment 9	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$19,129.59	\$0.00	\$19,129.59
Annual Payment 9	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 9	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$740.10	\$0.00	\$740.10
Annual Payment 9	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$787.30	\$0.00	\$787.30
Annual Payment 9	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,880.69	\$0.00	\$1,880.69
Annual Payment 9	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$423.17	\$0.00	\$423.17
Annual Payment 9	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$110.81	\$0.00	\$110.81
Annual Payment 9	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,759.55	\$0.00	\$3,759.55
Annual Payment 9	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$120.04	\$0.00	\$120.04
Annual Payment 9	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$115.94	\$0.00	\$115.94

Jun 2035

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 9	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 9	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$79,389.63	\$0.00	\$79,389.63
Annual Payment 9	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,368.02	\$0.00	\$1,368.02
Annual Payment 9	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,543.68	\$0.00	\$1,543.68
Annual Payment 9	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,543.68	\$0.00	\$1,543.68
Annual Payment 9	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$399.01	\$0.00	\$399.01
Annual Payment 9	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$451.17	\$0.00	\$451.17
Annual Payment 9	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$451.17	\$0.00	\$451.17
Annual Payment 9	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$6,115.06	\$0.00	\$6,115.06
Annual Payment 9	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$6,115.06	\$0.00	\$6,115.06
Annual Payment 9	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$324.68	\$0.00	\$324.68
Annual Payment 9	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$190.61	\$0.00	\$190.61
Annual Payment 9	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$638.41	\$0.00	\$638.41
Annual Payment 9	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$2,309.22	\$0.00	\$2,309.22
Annual Payment 9	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$58.37	\$0.00	\$58.37
Annual Payment 9	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$100.32	\$0.00	\$100.32
Annual Payment 9	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,276.77	\$0.00	\$1,276.77
Annual Payment 9	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,276.77	\$0.00	\$1,276.77
Annual Payment 9	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$255.27	\$0.00	\$255.27
Annual Payment 9	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$255.27	\$0.00	\$255.27
Annual Payment 9	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$4,560.07	\$0.00	\$4,560.07
Annual Payment 9	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 9	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$11,323.12	\$0.00	\$11,323.12
Annual Payment 9	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$242,713.78	\$0.00	\$242,713.78
Annual Payment 9	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$33,095.17	\$0.00	\$33,095.17
Annual Payment 9	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$86,555.54	\$0.00	\$86,555.54
Annual Payment 9	H00002	AB4 Multi Bay Dock Bundle	18	\$186.83	\$0.00	\$186.83
Annual Payment 9	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 9	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$271,906.06	\$0.00	\$271,906.06
Annual Payment 9	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$782,333.84	\$0.00	\$782,333.84

Jun 2036

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 10	100197	AXON VR - EXT WARRANTY - HEADSET	5	\$537.09	\$0.00	\$537.09
Annual Payment 10	100213	AXON VR - EXT WARRANTY - TABLET	5	\$361.38	\$0.00	\$361.38
Annual Payment 10	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$0.00	\$0.00	\$0.00
Annual Payment 10	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	139	\$19,894.78	\$0.00	\$19,894.78
Annual Payment 10	101007	AXON VR - EXT WARRANTY - TASER CONTROLLER	5	\$769.70	\$0.00	\$769.70
Annual Payment 10	101008	AXON VR - EXT WARRANTY - HANDGUN CONTROLLER	5	\$818.79	\$0.00	\$818.79
Annual Payment 10	101611	AXON VR - CONTROLLER - RIFLE VRM4R	3	\$1,955.92	\$0.00	\$1,955.92
Annual Payment 10	101648	AXON INTERVIEW - EXT WARRANTY - 5 YEARS	8	\$440.10	\$0.00	\$440.10
Annual Payment 10	102330	AXON VR - TAP REFRESH 1 - RIFLE CONTROLLER	3	\$115.24	\$0.00	\$115.24
Annual Payment 10	102331	AXON VR - EXT WARRANTY - RIFLE CONTROLLER	3	\$3,909.93	\$0.00	\$3,909.93
Annual Payment 10	102332	AXON VR - TAP REFRESH 3 - RIFLE CONTROLLER	3	\$124.85	\$0.00	\$124.85
Annual Payment 10	102333	AXON VR - TAP REFRESH 2 - RIFLE CONTROLLER	3	\$120.58	\$0.00	\$120.58
Annual Payment 10	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$0.00	\$0.00	\$0.00
Annual Payment 10	20242	AXON TASER - CERTIFICATION PROGRAM YEAR 6-10 HARDWARE	135	\$82,565.19	\$0.00	\$82,565.19
Annual Payment 10	50037	AXON INTERVIEW - CLIENT SOFTWARE - PER TOUCH PANEL-PC	8	\$1,422.74	\$0.00	\$1,422.74
Annual Payment 10	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,605.42	\$0.00	\$1,605.42
Annual Payment 10	50039	AXON INTERVIEW - CLIENT SOFTWARE - MAINT. PER TOUCH PANEL	8	\$1,605.42	\$0.00	\$1,605.42
Annual Payment 10	50041	AXON INTERVIEW - STREAMING SERVER LICENSE - PER SERVER	2	\$414.97	\$0.00	\$414.97

Jun 2036

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Annual Payment 10	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$469.22	\$0.00	\$469.22
Annual Payment 10	50043	AXON INTERVIEW - STREAMING SERVER MAINTENANCE - PER SERVER	2	\$469.22	\$0.00	\$469.22
Annual Payment 10	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$6,359.66	\$0.00	\$6,359.66
Annual Payment 10	50045	AXON EVIDENCE - STORAGE - INTERVIEW ROOM UNLIMITED	8	\$6,359.66	\$0.00	\$6,359.66
Annual Payment 10	50114	AXON INTERVIEW - CAMERA - COVERT SENSOR	8	\$337.66	\$0.00	\$337.66
Annual Payment 10	50118	AXON INTERVIEW - MIC - WIRED (STANDARD MIC)	8	\$198.24	\$0.00	\$198.24
Annual Payment 10	50218	AXON INTERVIEW - CAMERA - COVERT MAIN UNIT	8	\$663.95	\$0.00	\$663.95
Annual Payment 10	50322	AXON INTERVIEW - TOUCH PANEL PRO	8	\$2,401.59	\$0.00	\$2,401.59
Annual Payment 10	74056	AXON INTERVIEW - TOUCH PANEL WALL MOUNT	8	\$60.70	\$0.00	\$60.70
Annual Payment 10	74116	AXON INTERVIEW - COVERT ENCLOSURE	8	\$104.33	\$0.00	\$104.33
Annual Payment 10	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,327.85	\$0.00	\$1,327.85
Annual Payment 10	80374	AXON TASER - EXT WARRANTY - BATTERY PACK T7/T10	153	\$1,327.85	\$0.00	\$1,327.85
Annual Payment 10	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$265.48	\$0.00	\$265.48
Annual Payment 10	80396	AXON TASER - EXT WARRANTY - DOCK SIX BAY T7/T10	2	\$265.48	\$0.00	\$265.48
Annual Payment 10	85170	AXON INTERVIEW - INSTALLATION - STANDARD (PER ROOM)	8	\$4,742.47	\$0.00	\$4,742.47
Annual Payment 10	99901	AXON ACCELERATE CONFERENCE REGISTRATION	4	\$0.00	\$0.00	\$0.00
Annual Payment 10	A00031	AXON AIR R10 TEAM KIT BUNDLE	1	\$11,776.06	\$0.00	\$11,776.06
Annual Payment 10	B00099	UNLIMITED PREMIUM WITH VR PLAN	135	\$252,422.28	\$0.00	\$252,422.28
Annual Payment 10	C00028	BUNDLE - TASER 10 CERTIFICATION PRO ADD-ON	135	\$34,418.99	\$0.00	\$34,418.99
Annual Payment 10	Fleet3ARenewal10Yr	Fleet 3 Advanced Renewal 10yr	34	\$90,017.77	\$0.00	\$90,017.77
Annual Payment 10	H00002	AB4 Multi Bay Dock Bundle	18	\$194.31	\$0.00	\$194.31
Annual Payment 10	HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	135	\$0.00	\$0.00	\$0.00
Annual Payment 10	M00051	OFFICER SAFETY PLAN T10 PREMIUM	135	\$282,782.32	\$0.00	\$282,782.32
Annual Payment 10	ProLicense	Pro License Bundle	15	\$0.00	\$0.00	\$0.00
Total				\$813,627.19	\$0.00	\$813,627.19

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), 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.

Exceptions to Standard Terms and Conditions

Agency has existing contract(s) originated via Quote(s):

Q-424923, Q-519203, Q-524967, Q-533667, Q-557830, Q-581137, Q-808920, Q-813391, Q-813420, Q-836912, Q-851421, Q-855408, Q-877987,

Agency is terminating those contracts effective 3/1/2027 (GAP begins on 3/1/2027 and runs through to 6/30/2027 which is one day prior to the requested start of service - 7/1/2027). Any changes in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Transfer Balance of -\$253,169.61

100% discounted body-worn camera and docking station hardware contained in this quote reflects a TAP replacement for hardware purchased under existing quotes aforementioned above. All TAP obligations from this contract will be considered fulfilled upon execution of this quote.

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance. Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

Signature

Date Signed

6/30/2026



WATERLOO FIRE RESCUE

SOFTWARE MODERNIZATION PROJECT FIRST DUE IMPLEMENTATION & ITM EXPANSION PROPOSAL

CITY COUNCIL WORK SESSION

July 6, 2026

Prepared By:

Brock Weliver

Fire Marshal

Waterloo Fire Rescue

EXECUTIVE SUMMARY

Waterloo Fire Rescue is seeking City Council approval to modernize the department's software environment through implementation of the First Due public safety software ecosystem and expansion of the department's Inspection, Testing, and Maintenance (ITM) compliance program.

The department currently operates multiple software platforms, spreadsheets, databases, forms, and internally developed workflows to manage emergency response reporting, inspections, investigations, personnel records, training records, scheduling, community risk reduction activities, accreditation efforts, and operational response information.

The proposed First Due ecosystem would consolidate many of these functions into a single integrated platform while improving operational awareness, information sharing, reporting capabilities, accountability, and long-term sustainability.

To offset the increased cost associated with implementing the complete First Due ecosystem, Waterloo Fire Rescue proposes expanding its existing ITM compliance program to include fire extinguishers and emergency/exit/egress lighting systems and raising existing ITM fees.

The goal is to modernize Waterloo Fire Rescue's technology infrastructure while creating a sustainable funding model that minimizes long-term impacts on the General Fund.

Why Now?

Waterloo Fire Rescue's current software environment is approaching several key contract renewal dates beginning in August 2026 and continuing through December 2026. The department must determine whether to renew existing software contracts or proceed with

implementation of a new software ecosystem. Delaying this decision could result in renewing software platforms that may ultimately be replaced, increasing costs and delaying modernization efforts.

BACKGROUND

Waterloo Fire Rescue currently utilizes multiple software vendors and platforms to manage emergency response reporting, EMS documentation, fire prevention activities, inspections, investigations, training records, personnel records, GIS mapping, responder notifications, accreditation efforts, and Inspection, Testing, and Maintenance (ITM) compliance reporting.

Over time, these systems have evolved independently to meet specific operational needs. While each platform serves an important purpose, the result is a fragmented technology environment consisting of multiple vendors, multiple databases, multiple logins, and limited interoperability between systems.

Personnel often work across numerous applications to complete a single workflow. Information entered into one system frequently must be manually transferred into another system, resulting in duplicate work, increased administrative burden, and a reliance on department-created workarounds.

CURRENT SOFTWARE ENVIRONMENT

Waterloo Fire Rescue currently utilizes:

- ESO Fire Incidents
- ESO ePCR
- ESO Personnel Management
- ESO Properties & Inspections
- ESO Fire Data API
- BlazeStack Investigations
- FireRescue1 Training
- ArcGIS
- Brycer (The Compliance Engine)
- Text-Em-All
- Various GIS integrations and support services

Current Annual Software Costs

Platform	Annual Cost
ESO ePCR	\$16,528
ESO Fire Incidents	\$6,080
ESO Properties & Inspections	\$6,078

ESO Personnel Management	\$3,444
ESO Fire Data API	\$2,557
ArcGIS	\$3,500
BlazeStack Investigations	\$3,900
FireRescue1 Training	\$8,068
Text-Em-All	\$878
Other Integrations & Services	\$6,761
TOTAL ANNUAL COST	\$57,794

Current ITM Revenue Offset

Approximately \$8,000 annually

Current Net Cost to City

Approximately \$49,794 annually

ADDITIONAL OPERATIONAL CONSIDERATIONS

In addition to commercial software platforms, Waterloo Fire Rescue maintains numerous internal systems and workflows to bridge operational gaps.

Examples include:

- Department-created spreadsheets
- Google Docs and Google Sheets
- JotForms
- Shared network storage locations
- Supplemental reporting forms
- Scheduling trackers
- Activities and event management tools
- Training tracking documents
- Accreditation support documents
- Community Risk Reduction tracking tools
- Administrative workflows

While effective, these systems create:

- Duplicate data entry
- Version control concerns
- Multiple storage locations
- Increased administrative workload
- Reduced interoperability
- Dependency on personnel knowledge

PROPOSED FUTURE STATE

First Due provides a single integrated public safety ecosystem including:

Operations

- Fire Reporting
- EMS/ePCR
- Mobile Responder
- Investigations
- Incident Command

Prevention

- Inspections
- Occupancy Management
- Preplans
- Hydrant Management
- ITM Compliance

Administration

- Personnel Management
- Scheduling
- Training
- Assets & Inventory
- Events & Activities
- Community Connect
- Billing & Invoicing
- Analytics
- Health & Wellness

The goal is to consolidate numerous independent systems into a single shared ecosystem.

Waterloo Fire Rescue evaluated multiple software solutions, including maintaining the current software environment, ImageTrend, and First Due. While each platform offers advantages, First Due was determined to provide the most comprehensive ecosystem for integrating fire operations, prevention, inspections, investigations, training, personnel management, scheduling, preplanning, and ITM compliance into a single platform.

FIRST DUE PROPOSAL

Annual Subscription Cost

\$89,775

One-Time Implementation Cost

\$11,850

Year One Cost

\$101,625 (+ESO ePCR renewal @ \$16,528 = \$118,153)

The proposed First Due ecosystem includes:

- Fire Reporting
- EMS/ePCR
- CAD Integration
- Mobile Responder
- Command Boards
- Inspections
- Occupancy Management
- Preplans
- Hydrant Management
- Investigations
- ITM Compliance
- Personnel Management
- Scheduling
- Training
- Events & Activities
- Assets & Inventory
- Community Connect
- Billing & Invoicing
- Health & Wellness
- AI Documentation Tools
- Analytics
- Hospital Integration

CURRENT ITM PROGRAM

Since implementation in 2019, Waterloo Fire Rescue has:

- Tracked more than 2,400 fire protection systems
- Achieved approximately 94% compliance
- Generated approximately \$8,000 annually in recurring revenue

Currently tracked systems include:

- Fire Alarms
- Fire Sprinkler Systems
- Fire Pumps
- Hood Suppression Systems
- Hood Cleaning
- Paint Spray Booths
- Special Suppression Systems

PROPOSED ITM EXPANSION

Increased Revenue Share

Current Revenue Share:

\$5 per report

Proposed Revenue Share:

\$10 per report

Expand Systems Tracked

Additional systems proposed:

- Fire Extinguishers
- Emergency/Exit Lighting Systems

These additions improve life safety compliance while creating a recurring funding source for technology modernization.

ITM REVENUE COMPARISON

Existing Fire Protection Systems Only

<u>Current Scenario</u>	<u>Annual Revenue</u>
Current Brycer (\$20 Fee)	\$12,034
First Due (\$20 Fee)	\$13,675
Difference	+\$1,641

<u>Proposed Scenario #1</u>	<u>Annual Revenue</u>
Brycer (\$25 Fee)	\$25,299
First Due (\$25 Fee)	\$27,350
Difference	+\$2,051

<u>Proposed Scenario #2</u>	<u>Annual Revenue</u>
Brycer (\$30 Fee)	\$38,564
First Due (\$30 Fee)	\$41,025
Difference	+\$2,462

REVENUE OFFSET SCENARIOS

SCENARIO A

Conservative First-Year Projection

Assumptions:

- Existing systems reported at \$25 per report
- Approximately 2,000 commercial occupancies
- 50% compliance for fire extinguisher reporting
- 50% compliance for emergency/exit/egress lighting reporting

Revenue Source	Annual Revenue
Existing Fire Protection Systems	\$27,350
Fire Extinguishers	\$5,000
Emergency / Exit / Egress Lighting	\$5,000
TOTAL REVENUE OFFSET	\$37,350

Net Cost to City

Description	Amount
First Due Annual Cost	\$89,775
Revenue Offset	(\$37,350)
NET COST	\$52,425

Difference from Current Environment

Approximately +\$2,631 annually (+ ESO ePCR first year only)

SCENARIO B

Mature Program Projection

Assumptions:

- Existing systems reported at \$25 per report
- Approximately 2,200 commercial occupancies
- 100% participation achieved for new reporting categories

Revenue Source	Annual Revenue
Existing Fire Protection Systems	\$27,350
Fire Extinguishers	\$11,000
Emergency / Exit / Egress Lighting	\$11,000
TOTAL REVENUE OFFSET	\$49,350

Net Cost to City

Description	Amount
First Due Annual Cost	\$89,775

Revenue Offset (\$49,350)

NET COST \$40,425

Difference from Current Environment

Approximately -\$9,369 annually (+ ESO ePCR first year only)

SCENARIO C

Mature Program with \$30 Report Fee

Assumptions:

- Existing systems reported at \$30 per report
- Approximately 2,200 commercial occupancies
- 100% participation achieved for new reporting categories

Revenue Source	Annual Revenue
Existing Fire Protection Systems	\$41,025
Fire Extinguishers	\$11,000
Emergency / Exit / Egress Lighting	\$11,000
TOTAL REVENUE OFFSET	\$63,025

Net Cost to City

Description	Amount
First Due Annual Cost	\$89,775
Revenue Offset	(\$63,025)
NET COST	\$26,750

Difference from Current Environment

Approximately -\$23,044 annually (+ ESO ePCR first year only)

FINANCIAL IMPACT SUMMARY

Current Environment

Description	Amount
Annual Software Cost	\$57,794
Current ITM Revenue Offset	(\$8,000)
NET ANNUAL COST	\$49,794

First Due Full Ecosystem

Description	Amount
Annual Subscription	\$89,775
One-Time Implementation	\$11,850
Year One Cost	\$101,625 (+ ESO ePCR first year only)

NET ANNUAL COST **\$26,000 - \$53,000** (depending on revenue offset & platforms)

Under conservative assumptions (Scenario A), the annual net cost of the First Due ecosystem is projected to be approximately \$52,425, or approximately \$2,600 more than the department's current net software expenditures.

Note: The department anticipates maintaining the ESO ePCR platform during the initial implementation period. Final software costs during the transition year may reflect temporary overlap between ESO ePCR and First Due ePCR as part of the phased migration strategy.

IMPLEMENTATION TIMELINE

July 1, 2026

- Department Go / No-Go Decision

July 6, 2026

- City Council Work Session

July 20, 2026

- City Council Resolution

Fall 2026

- Contract Execution
- Data Migration
- Workflow Development
- Configuration
- Training

January 1, 2027

- Target Fire-Side Go Live

2027

- EMS/ePCR Evaluation
- EMS Platform Configuration
- EMS Migration Decision

EMS/ePCR IMPLEMENTATION STRATEGY

While Waterloo Fire Rescue is recommending implementation of the complete First Due ecosystem, the department also recognizes that EMS documentation and billing represent a significant operational and financial function.

The department's current ESO ePCR platform continues to perform well and serves as a critical component of EMS documentation, quality assurance, compliance reporting, and revenue generation. Because EMS transport billing represents a significant source of

revenue for the City, Waterloo Fire Rescue does not recommend an accelerated or rushed migration of the ePCR platform.

Instead, the department proposes a phased implementation approach.

Phase 1 – Fire-Side Implementation (2026)

- Fire Reporting
- Inspections
- Occupancy Management
- Preplans
- Hydrant Management
- ITM Compliance
- Investigations
- Personnel Management
- Scheduling
- Training
- Assets & Inventory
- Community Connect
- Other operational modules

Phase 2 – EMS Evaluation & Configuration (2026–2027)

- Configure First Due ePCR to Waterloo Fire Rescue specifications
- Evaluate reporting workflows
- Evaluate billing integration requirements
- Conduct testing and quality assurance reviews
- Obtain feedback from EMS personnel, officers, and medical administration

Phase 3 – EMS Migration Decision (2027)

- Determine readiness for full EMS implementation
- Evaluate operational impacts
- Evaluate billing and reimbursement impacts
- Establish a final go-live date if approved

As a result, Waterloo Fire Rescue anticipates renewing its ESO ePCR contract for one additional year following the August 31, 2026 renewal date. This approach allows the department to fully implement and stabilize the fire-side platforms while ensuring EMS documentation and revenue collection remain uninterrupted.

This phased approach significantly reduces implementation risk while providing adequate time to properly configure, test, train, and evaluate the First Due ePCR platform before making a final migration decision.

CURRENT CONTRACT CONSIDERATIONS

ESO Contract Renewal Dates

- ESO ePCR – August 31, 2026
- ESO Properties & Inspections – October 17, 2026
- ESO Fire Incidents – December 29, 2026
- ESO Fire Data API – December 29, 2026
- ESO CAD Integration – December 29, 2026
- ESO Personnel Management – December 29, 2026

The implementation schedule is intended to avoid renewing software platforms that may be replaced while providing adequate time for planning, testing, and deployment.

RISKS & MITIGATION

Potential Risks

- Software implementation challenges
- Data migration issues
- Contractor adaptation to ITM changes
- Compliance ramp-up for newly tracked systems
- Organizational change management

Mitigation Strategies

- Phased implementation
- Fire-side implementation prior to EMS migration
- Conservative revenue projections
- Dedicated implementation team
- Vendor-supported onboarding and training

Scenario	Net Annual Cost to City
Current Environment	\$49,794
Scenario A (Conservative Year 1)	\$52,425
Scenario B (Mature Program)	\$40,425
Scenario C (Mature Program @ \$30)	\$26,750

Under conservative assumptions, the proposed software modernization effort is projected to increase annual net costs by approximately \$2,631. As the expanded ITM program matures, Waterloo Fire Rescue anticipates the program will offset a substantial portion of software costs and may ultimately reduce the City's net software expenditures below current levels.

RECOMMENDATION

Waterloo Fire Rescue recommends:

- Approval of the First Due software modernization project.
- Adoption of the complete First Due ecosystem utilizing a phased implementation approach.
- Fire-side implementation beginning in Fall 2026.
- EMS/ePCR evaluation and migration during 2027.
- Expansion of the ITM program to include fire extinguishers, emergency lighting, and exit signs.
- Modification of the ITM revenue-share structure to create a sustainable funding mechanism for future technology investments.

This recommendation is based upon:

- Positive evaluation team feedback.
- Consolidation of numerous software platforms.
- Reduction of department-created workarounds.
- Improved interoperability.
- Long-term revenue generation opportunities through ITM expansion.

Based upon the department's evaluation, Waterloo Fire Rescue believes First Due represents the best overall combination of operational capability, long-term sustainability, interoperability, and financial feasibility.

REQUESTED APPROVAL

Waterloo Fire Rescue is seeking City Council feedback and direction during the July 6, 2026 work session, followed by approval of the proposed software modernization and ITM expansion strategy through a resolution at the July 20, 2026 City Council meeting.

Specifically, Waterloo Fire Rescue is requesting approval to:

- Proceed with implementation of the First Due software ecosystem.
- Expand the Inspection, Testing, and Maintenance (ITM) program to include fire extinguishers, emergency lighting, and exit sign inspections.

- Modify the existing ITM revenue-share structure to support software modernization efforts.
- Continue implementation planning, contract negotiations, data migration preparation, and system configuration activities.

CONCLUSION

This proposal is not simply a software purchase.

It is an opportunity to modernize Waterloo Fire Rescue's technology infrastructure, reduce administrative inefficiencies, improve interoperability across the organization, enhance operational awareness, and establish a sustainable funding model for future public safety technology investments.

Under conservative assumptions, the expanded ITM program can offset a substantial portion of the software modernization costs. Under mature program assumptions, the expanded ITM program has the potential to significantly reduce the City's net software expenditures while simultaneously improving compliance with critical life safety systems throughout the community.

Waterloo Fire Rescue respectfully requests City Council approval to proceed with the software modernization and ITM expansion strategy outlined within this proposal.



CLIENT NAME: Waterloo Fire & Rescue
(IA)

PREPARED BY: Justin Kelly

DATE: 06/18/2026

390 NE 191st Street, Suite 17328, Miami, FL 33179 Phone: +1 (516) 874-2258 Website: https://www.firstdue.com/	Prepared By:	Justin Kelly
	Valid Until:	07/31/2026
	Quote Number:	1545132000115156076
Ship To: Waterloo Fire & Rescue (IA) 425 E 3rd St, Waterloo, IA, 50703, United States	Bill To: Waterloo Fire & Rescue (IA) 425 E 3rd St, Waterloo, IA, 50703, United States	
Account:	Waterloo Fire & Rescue (IA)	
Effective Date:	Date on which the Quote is accepted by Customer	
Subscription Start:	07/31/2026	
Initial Term:	12	
Annual Subscription (\$):	\$89,775.00 *This amount is not pro-rated.	
Annual Pricing Adjustment:	5%	
Payment Terms:	Net30	

PRICING

Product Details

Occupancy Management & Pre-Incident Planning

Manage Occupancies, Pre-Incident Mapping, GIS data, Fire Systems, Hazardous Material, and Contacts.

Responder

Web Responder dashboard and Responder iOS/Android App with notifications, statusing and routing.

Hydrant Management - Basic

Manage Hydrants including hydrants visible on pre-plan & response map, hydrant list, hydrant types, hydrant uploads, ArcGIS hydrant layers, and hydrant setup

Command

Comprehensive Incident Command Module with digital command board, drag and drop task assignment, customizable checklists, live map annotation and automated Incident log.

Inspections

Field Inspections, Configurable Checklists, Violation Management, Virtual Inspections, Inspections Scheduler, and Integrated Pre-Incident Planning.

Invoicing

Invoice Management, Bulk Mailing, Billing Report and Customizable Fee Schedules.

First Due Payments

Seamless payment processing solution that allows for sending of invoices to customers and payments completely online using credit card, debit card, ACH, and other electronic payment methods, as well as payment reconciliation with First Due invoices module. Note, the cost for the service is 4.9% + \$ 0.30 per transaction. This is an integrated service provided by www.stripe.com.

ITM Reporting

Allows AHJs to track, manage, and report on fire and life safety system inspections, testing, and maintenance. This includes a portal for service providers to upload ITM reports, automated reminders, configurable notifications and native interoperability with First Due Response and Fire Prevention modules. The service provider uploading the report will be charged \$25.00 per report submission. Extinguisher submittals will be charged \$10.00 per report submission.

Investigations

Organize, analyze and document investigations, keeping case information secure and separated from, but integrated with other modules.

Incident Reporting - Fire Incident Documentation

Fire Incident Documentation enabling ongoing State and Federal compliance with NFIRS and NERIS data standards.

Product Details	
AI Enhanced Documentation: Fire Reporting <i>AI powered transcription and documentation solution to assist with completing NFIRS/NERIS reports.</i>	
Incident Reporting - ePCR <i>ePCR Incident Documentation, State Compliance with automated submission.</i>	
AI Enhanced Documentation: ePCR <i>AI powered transcription and documentation solution to assist with completing EMS patient care reports.</i>	
Personnel Management <i>Store, Manage and Access Employee Records including demographic data, certifications and employment information.</i>	
Basic Training Records <i>Assign Training, Record Completions, View Training Logs, and Manage Certifications.</i>	
Events & Activities <i>Create Events, View Global Activity Log, and Access Global Calendar.</i>	
Scheduling <i>Manage staff schedules with an interactive shift board, configurable call shifts module, messaging, time-off and shift trades.</i>	
Health and Wellness <i>First Due's Health and Wellness module allows for the proactive monitoring of responder health and safety including Exposure History along with Incident, Training or Event correlation, exposure trends to support compliance with organizational health and safety initiatives.</i>	
Assets & Inventory <i>Assets, vehicles, equipment and inventory management, assets and equipment checks, and work order management.</i>	
Community Connect <i>Online portal for residents and businesses to input critical occupant and property data that can be made available to Emergency Response Agencies during an incident.</i>	
CAD Integration (Other) <i>Receive CAD Data to support First Due Responder and Incident Reporting modules via sFTP, XML, or API.</i>	
Kno2 Premium Plus Subscription <i>This includes the ability to Send data to Hospitals, Query Patient Information in the field, and Receive Outcome/Insurance information from the Hospital.</i>	
Kno2 Hospital Connection Fee <i>This will be charged at a rate of \$250.00 per hospital connection. The first connection is included at no additional cost.</i>	
Training Integration w/ Third Party (FireRescue1) <i>Training Integration with FireRescue1</i>	
Implementation and Configuration Services <i>Services related to configuring and customizing the First Due Platform as described in the Statement of Work.</i>	
Premium Online Training Package <i>Up to 8 Hours Online Training with certified First Due Instructor</i>	

One Time Fee Subtotal	\$11,850.00
Subscription Fee Subtotal	\$89,775.00
Tax	\$0.00
Grand Total	\$101,625.00

Governing Terms and Conditions: This Quote, together with the attached statement of work, service descriptions, exhibits, or schedules (collectively, the "**Quote Documents**"), is subject to and governed by the First Due Terms and Conditions, available at: <https://go.firstdue.io/terms>. The First Due Terms and Conditions are incorporated into this Quote by reference and, together with this Quote and the Quote Documents, constitute the agreement between First Due and Customer governing the Services described herein. By executing this Quote, or by issuing a purchase order or other written acceptance that references this Quote, Customer agrees to be bound by the First Due Terms and Conditions.

Acceptance. This Quote shall become binding upon the earliest of: (a) Customer's execution of this Quote; (b) Customer's issuance of a purchase order or similar ordering document referencing this Quote; or (c) Customer's access to or use of the Services described in this Quote.

<p>Locality Media, LLC dba First Due</p> <p>By: _____ Josh Stanley, CFO</p>	<p>Customer: Waterloo Fire & Rescue (IA)</p> <p>By: _____ Name: _____ Title: _____</p>
--	---

Agreement Billing Information

Accounts Payable Contact

Name: _____

Email: _____

Phone: _____

Tax Exempt _____ (Yes/No)

If yes, please email a copy of the Exempt Certificate to ar@firstdue.com.

Purchase Order Required _____ (Yes/No)

If yes, please return a copy of the Purchase Order with the signed agreement or email a copy to ar@firstdue.com.

STATEMENT OF WORK

1. INTRODUCTION

1.1 Purpose

This Statement of Work ("**SOW**") is entered into pursuant to, and forms part of, the Agreement between Locality Media, LLC dba First Due ("**First Due**") and the customer identified in the applicable Quote ("**Customer**"). As contemplated by the General Terms and Conditions (the "**General T&Cs**"), the Agreement consists of (i) one or more written quotes, order forms, or similar ordering documents issued by First Due and accepted by Customer (each, a "**Quote**"), (ii) this SOW, and (iii) the General T&Cs.

This SOW describes the specific implementation-related services to be provided by First Due in connection with Customer's licensed use of the products and services identified in the applicable Quote (the "**Purchased Products**"). The purpose of this SOW is to define, at a high level, the scope, assumptions, responsibilities, and limitations applicable to such implementation services, including configuration, training, data migration, integrations, and transition to ongoing customer success, as applicable.

This SOW is intended to supplement the Quote and the General T&Cs solely with respect to the scope, timing, assumptions, deliverables, and fees for the implementation services described herein and shall not modify, expand, or supersede any other rights, warranties, obligations, or risk-allocation provisions set forth in the General T&Cs or the applicable Quote.

1.2 Scope

Subject to the terms and conditions of the Agreement, First Due shall provide the implementation services expressly described in this SOW (the "**Implementation Services**") for the Purchased Products identified in the applicable Quote. The Implementation Services are limited to the configuration and enablement of existing First Due functionality, implementation assistance delivered in accordance with First Due's standard methodologies, and activities reasonably necessary to support Customer's initial deployment of the Purchased Products.

For the avoidance of doubt, any services, functionality, deliverables, integrations, configurations, reports, workflows, data preparation, remediation, customization, or professional services not expressly described in this SOW or the applicable Quote are outside the scope of the Implementation Services. No obligations shall be implied based on industry standards, prior discussions, proposals, marketing materials, or Customer expectations.

First Due does not guarantee that the Purchased Products, whether alone or as implemented, will achieve any specific business outcome, regulatory result, operational metric, or workflow preference unless such commitment is expressly stated in writing in this SOW or the applicable Quote.

The Implementation Services do not include software development, custom feature creation, third-party system remediation, data cleansing or correction, legal, tax, or compliance advice, or ongoing managed or advisory services, unless expressly stated in the applicable Quote or this SOW.

Any modification to the scope of the Implementation Services, implementation timeline, or applicable fees shall require a mutually executed written change order in accordance with the Agreement. No verbal statements, email communications, purchase orders, or informal requests shall modify this SOW or the Agreement.

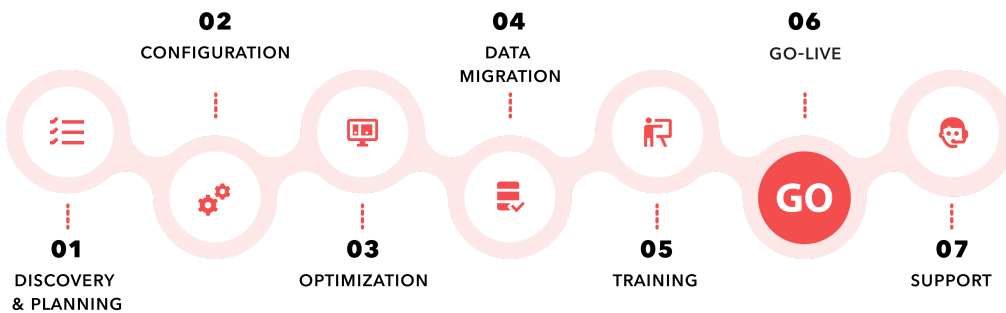
For Purchased Products offered as part of an "Essentials" or similar bundled implementation offering, the scope of Implementation Services is limited to the configuration and enablement of the modules and functionality expressly included in such bundle, as identified in the applicable Quote, and must be completed within the applicable Implementation Term described in Section 8.2. Any request to implement additional modules, defer implementation of included modules beyond the applicable Implementation Term, or materially alter the sequencing or scope of the bundled Implementation Services shall be treated as a change in scope requiring a written change order or a new statement of work, as determined by First Due.

2. IMPLEMENTATION

2.1 Overview

First Due shall perform the Implementation Services using its standard implementation methodology (generally depicted below), which may include a combination of structured (waterfall) and iterative activities. The Implementation Services are intended to support Customer's initial deployment of the Purchased Products and may include discovery, configuration, optimization, data migration, training, and go-live support, as applicable.

The parties acknowledge and agree that implementation timelines, sequencing, and activities are dependent upon Customer's timely performance of its obligations under this SOW, including the provision of information, access, approvals, and resources. All implementation milestones represent target objectives only and are not guarantees of completion by any specific date. First Due may reasonably modify the order, timing, or manner of implementation activities to maintain project efficiency or address dependencies, provided that the overall scope of the Implementation Services is not materially reduced.



2.2 Implementation Resources

First Due shall assign implementation personnel based on the Purchased Products, project complexity, and resource availability. Titles and role descriptions are provided for reference purposes only, and First Due may substitute personnel with comparable qualifications at its discretion.

First Due's implementation resources may include an implementation manager acting as the primary point of contact during implementation, product specialists supporting configuration and optimization of specific modules or functional areas, technical specialists supporting data migration and integrations, training personnel coordinating training activities, and a customer success manager participating during later stages of implementation to support transition to post-go-live engagement.

Nothing in this SOW shall be construed to require the assignment of specific individuals, minimum staffing levels, or dedicated personnel unless expressly stated in the applicable Quote.

2.3 Implementation Phases

The Implementation Services may include the phases described below. The inclusion, sequencing, timing, and depth of each phase depend on the Purchased Products and scope identified in the applicable Quote and this SOW. The phases described below reflect First Due's standard implementation approach and are provided for planning and reference purposes only.

a. Discovery and Planning

Once the implementation project has been initiated, Customer will receive tailored discovery questionnaires designed to gather information reasonably necessary to support implementation planning. Following completion of such materials, the Implementation Manager will schedule a project kick-off meeting during which Customer will receive initial system access, be introduced to the project team, and receive an overview of the Purchased Products and the implementation plan. The Implementation Manager will also establish meeting cadence and outline next steps. Where applicable, planning sessions for data migration and supported integrations, including CAD integration, will also be conducted during this phase and may be led by a Technical Implementation Specialist.

- **Key Meetings:** Project Kick-Off; CAD Kick-Off (if applicable); Data Migration Planning

- **Milestones:** Project Kick-Off; Initial System Access

- **Customer Tasks:** Completion of discovery questionnaires

- **Deliverables:** Welcome communication; initial account setup; system login credentials

b. Configuration

Following completion of discovery and planning, First Due will schedule configuration sessions to configure the Purchased Products using available functionality and standard configuration options. Configuration sessions may be conducted by the Implementation Manager or an Implementation Product Specialist, depending on the module or functional area. Customer may be required to complete preparatory tasks in advance of configuration sessions. The number and duration of configuration sessions may vary based on product scope and complexity.

- **Key Meetings:** Module configuration sessions (generally one to two per module)

- **Milestones:** N/A

- **Customer Tasks:** Configuration preparation tasks, as applicable

- **Deliverables:** Initial configuration of applicable modules

- **Scope:** Purchased Products identified in the applicable Quote

c. Optimization and User Acceptance

Following initial configuration, Customer will be provided an opportunity to perform testing and user acceptance activities for configured modules. Optimization sessions may be conducted to review Customer feedback and make configuration-level adjustments. Configuration and optimization activities may occur iteratively or in parallel to maintain project momentum.

Customer acknowledges that optimization is limited to configuration-level changes and that feedback must be provided within the review periods communicated by First Due. Unresolved items may be documented as exceptions. Upon completion of optimization for a module or functional area, Customer may be requested to provide written acceptance or sign-off.

Customer shall review and either accept or provide written notice of material nonconformity within ten (10) business days after delivery of the applicable module or functional area (the "**Review Period**"). If Customer fails to provide written notice of material nonconformity within

the Review Period, or places the applicable module into production use, such module shall be deemed accepted for purposes of this SOW.

Any notice of nonconformity must identify the specific aspects of the delivered configuration that materially fail to conform to this SOW. First Due's sole obligation with respect to any timely and valid notice of nonconformity shall be to use commercially reasonable efforts to correct the identified nonconformity. Issues that do not materially impair use of the Purchased Products, or that arise from Customer data, third-party systems, or Customer-requested deviations, shall not delay acceptance.

- **Key Meetings:** Module optimization sessions (generally one to two per module)

- **Milestones:** Module acceptance and sign-off (one per module)

- **Customer Tasks:** User acceptance testing and feedback

- **Deliverables:** Optimized configuration resulting in Customer acceptance

- **Scope:** Purchased Products identified in the applicable Quote

d. Data Migration

Data migration activities may occur throughout the implementation and may include (i) initial data migration required to support configuration, (ii) migration of historical records during the implementation process, and (iii) a final data migration in connection with go-live. First Due's data migration team will review Customer's legacy data environment and provide guidance regarding extraction, mapping, and import using First Due's standard data migration practices.

Customer remains solely responsible for extracting and providing legacy data, ensuring the legality, accuracy, completeness, and quality of such data, and reviewing and validating migrated data within communicated timeframes. Not all historical data can or should be migrated, and standard data migration services do not include data cleansing, normalization, deduplication, correction, or remediation of data quality issues.

- **Key Meetings:** Data migration planning

- **Milestones:** Data migration sign-off

- **Customer Tasks:** Data extraction or access; data mapping assistance; review and approval of data loads

- **Deliverables:** Data migration plan; mapping assistance; data imports

e. Training

As implementation progresses toward completion, First Due will coordinate training activities intended to support Customer's understanding and adoption of the Purchased Products. Training may include administrator training conducted during configuration and optimization, as well as formal webinar-based or onsite training sessions. Customer may also be provided access to generally available training resources, including live training sessions and on-demand materials.

- **Key Meetings:** Training planning; training sessions

- **Milestones:** Training completion

- **Customer Tasks:** Coordination of personnel to be trained

- **Deliverables:** Training plan and training sessions

f. Go-Live Support

Once required configuration, optimization, training, and data migration activities have been completed or scheduled, First Due may support the go-live process. Go-live support may

include final planning, execution assistance, final data migration, and short-term post-go-live support. Go-live support is limited in duration and does not include ongoing operational management or indefinite support services.

- **Key Meetings:** Go-live planning; post-go-live check-ins

- **Milestones:** System acceptance; go-live

- **Customer Tasks:** Final testing

- **Deliverables:** Post-go-live implementation support (typically two to four weeks)

g. Transition to Customer Success

Following completion of the post-go-live support period or upon expiration of the applicable Implementation Term or Essentials Implementation Period (whether or not all Purchased Products have been implemented), responsibility for ongoing engagement will transition to First Due's customer success and support teams in accordance with the Agreement.

3. TRAINING

3.1 Training Services

Training services, if expressly included in the applicable Quote, are provided solely to support Customer's initial familiarization with and adoption of the Purchased Products in connection with the implementation described in this SOW. Training is limited to instruction regarding the operation and use of existing, generally available functionality of the Purchased Products as configured during implementation and does not include consulting services, business process redesign, regulatory analysis, compliance advisory services, certification of Customer personnel, or any form of legal, regulatory, or compliance advice.

The nature, format, scope, and quantity of training to be provided under this SOW shall be as expressly described in the applicable Quote or as otherwise mutually agreed by the parties in writing during the implementation process. Training may be delivered remotely or onsite, may include administrator-level instruction or end-user training, and may include access to First Due's generally available training resources, including recorded materials, documentation, and knowledgebase content, subject to availability.

3.2 Customer Responsibilities

Customer is solely responsible for identifying appropriate personnel to participate in training and for ensuring the availability, preparedness, and participation of such personnel in scheduled training sessions. Customer shall also be responsible for providing any facilities, equipment, system access, or network connectivity reasonably necessary for First Due to conduct training sessions, whether delivered remotely or onsite.

Failure of Customer personnel to attend or meaningfully participate in scheduled training sessions shall not relieve Customer of its payment obligations under the Agreement or the applicable Quote and shall not obligate First Due to reschedule such sessions or provide substitute training unless otherwise agreed in writing by the parties.

3.3 Limitations and Disclaimers

Customer acknowledges that training services are provided on an "as-configured" basis and do not guarantee user proficiency, system adoption, operational performance, or achievement of any specific business, regulatory, or compliance outcome. First Due does not warrant that training will result in compliance with any applicable laws, regulations, standards, or internal policies, all of which remain the sole responsibility of Customer.

Any training services requested by Customer that are not expressly included in the applicable Quote shall be deemed outside the scope of this SOW and shall require a mutually executed written change order, which may include additional fees and adjustments to the implementation timeline.

4. DATA MIGRATION

4.1 Standard Data Migration Services

As part of the Implementation Services provided pursuant to the Agreement, First Due shall provide standard data migration services to support Customer's initial deployment of the Purchased Products. Data migration services are intended solely to enable operational use of the Purchased Products at or around go-live and are not intended to result in a complete, exact, or forensic replication of Customer's legacy systems, databases, or historical data environment.

Standard data migration services may include planning assistance, guidance regarding data extraction, data mapping to First Due's standard import formats, and the loading of certain Customer data into the Purchased Products using First Due's standard tools and processes, as reasonably determined by First Due based on the nature, structure, format, and condition of Customer's data.

4.2 Customer Responsibilities

Customer acknowledges and agrees that Customer is solely responsible for extracting, preparing, and providing all data to be migrated, whether directly or through Customer's third-party vendors. Customer is responsible for the legality, accuracy, completeness, consistency, quality, and integrity of all data provided to First Due, including compliance with applicable laws, regulations, records retention requirements, privacy obligations, and internal policies.

Customer shall timely review and validate all migrated data and shall notify First Due in writing of any material discrepancies within the reasonable review period communicated by First Due. Customer's failure to timely review, validate, or object to migrated data shall constitute acceptance of such data for purposes of implementation.

4.3 Scope Limitations

Customer acknowledges that not all data from Customer's legacy systems may be suitable, necessary, or technically feasible to migrate. First Due does not warrant that all data fields, historical records, attachments, metadata, audit trails, system logic, or reporting constructs can or will be migrated.

Standard data migration services do not include data cleansing, normalization, deduplication, enrichment, correction of errors, reconstruction of historical workflows, validation against source systems, or remediation of data quality issues unless expressly agreed in writing by the parties pursuant to a change order. Any such additional services, if requested, may be subject to additional fees and timeline adjustments.

4.4 Migration Timing and Final Data Load

Data migration may occur in multiple stages throughout the implementation process, including preliminary data loads for configuration or testing purposes and a final data load in connection with go-live. Customer acknowledges that data entered into Customer's legacy systems following any data extraction or preliminary migration may not be included in subsequent data loads unless expressly agreed in writing.

Customer is responsible for coordinating timely access to legacy systems, third-party vendors, and technical resources as reasonably necessary to support data migration activities and acknowledges that delays in such access may impact the implementation timeline and sequencing.

4.5 Disclaimers and Risk Allocation

Customer acknowledges that data migration is inherently dependent on Customer-provided data and third-party systems. Except to the extent caused by First Due's failure to perform the migration process in material accordance with this SOW, First Due shall have no liability arising from errors, omissions, corruption, loss, or inaccuracy of data originating from Customer systems, Customer-provided data, or third-party sources.

Customer remains solely responsible for verifying the completeness and accuracy of migrated data prior to go-live, for maintaining backups of legacy data, and for satisfying any legal or regulatory obligations related to data retention, preservation, or auditability. Nothing in this SOW expands or modifies First Due's data protection, security, or confidentiality obligations beyond those expressly set forth in the General T&Cs.

5. INTEGRATIONS

5.1 Integration Scope

As part of the Implementation Services, First Due shall configure and enable the integrations expressly identified in the applicable Quote (the "**Integrations**"), using First Due's standard integration methods, connectors, or application programming interfaces, as applicable. Integrations are intended solely to support data exchange or interoperability between the Purchased Products and designated third-party systems and are limited to the functionality supported by First Due at the time of implementation.

Integrations shall generally be implemented during the configuration and optimization phases described in Section 2, unless otherwise reasonably determined by First Due based on technical dependencies, sequencing considerations, or third-party constraints. Certain integrations, including but not limited to CAD integrations, may require dedicated planning or configuration sessions due to their complexity and reliance on third-party systems.

No integrations are included unless expressly identified in the applicable Quote.

5.2 Customer Responsibilities and Dependencies

Customer acknowledges that the successful implementation and ongoing operation of any Integration is dependent upon Customer's third-party vendors, systems, configurations, permissions, data structures, network environments, and continued availability of third-party services. Customer is solely responsible for procuring and maintaining all required third-party systems, licenses, access credentials, approvals, and cooperation necessary to enable the Integrations.

Customer shall ensure that First Due is provided timely access to relevant systems, technical documentation, and knowledgeable personnel as reasonably necessary to support integration activities. Delays, failures, or limitations caused by third-party systems, vendors, or Customer dependencies shall excuse any corresponding delay in First Due's performance and shall not constitute a breach of this SOW.

5.3 Limitations and Exclusions

Customer acknowledges and agrees that Integrations are provided on an "as-available" basis and are limited to the data fields, workflows, and functionality supported by First Due and the applicable third-party systems at the time of implementation. First Due does not warrant that

any Integration will be uninterrupted, error-free, or compatible with future changes made by third-party vendors.

First Due does not control, and shall have no responsibility or liability for, third-party systems, vendors, outages, data inaccuracies, latency, security vulnerabilities, or changes to third-party interfaces, APIs, data schemas, or commercial terms. Any remediation, modification, or reconfiguration required due to changes or failures of third-party systems shall be outside the scope of this SOW unless otherwise agreed in writing pursuant to a change order.

5.4 Post-Go-Live Support for Integrations

Following go-live, First Due will provide reasonable support for Integrations in accordance with the support terms set forth in the Agreement. Such support is limited to diagnosing whether an issue originates within the Purchased Products and, where appropriate, coordinating with Customer or applicable third-party vendors to facilitate resolution.

First Due shall have no obligation to modify, replace, or re-engineer any Integration due to changes imposed by third-party vendors unless such work is expressly agreed by the parties pursuant to a written change order and may be subject to additional fees and timeline adjustments.

5.5 No Guarantees

Customer acknowledges that Integrations are provided as a convenience to facilitate interoperability and do not guarantee data accuracy, timeliness, completeness, availability, or suitability for Customer's operational, regulatory, reporting, or compliance needs. Customer remains solely responsible for verifying the accuracy and appropriateness of data received through any Integration and for compliance with all applicable laws, regulations, and internal policies related to such data.

6. CUSTOMER SUCCESS MANAGER

Following completion of the implementation and transition from any post-go-live implementation support period, First Due shall assign a Customer Success Manager ("CSM") to serve as Customer's primary point of contact for ongoing relationship management, as contemplated by the Agreement. The CSM's role is intended to support Customer's use of the Purchased Products through periodic check-ins, coordination of communications, and facilitation of access to generally available resources and information regarding product updates, features, and services.

Customer acknowledges and agrees that the CSM does not provide consulting services, operational or project management, system administration, legal, regulatory, or compliance advice, or any guarantees regarding system adoption, performance, availability, or business outcomes. Any guidance or information provided by the CSM is informational in nature only and shall not modify or expand the terms of the Agreement, the applicable Quote, or this SOW.

The frequency, format, and content of CSM interactions may vary based on Customer needs, product usage, and First Due's standard customer success practices and may change over time. The assignment of a CSM does not obligate First Due to provide dedicated personnel, minimum service levels, response times, or ongoing professional services beyond those expressly set forth in the Agreement.

Any requests by Customer for services beyond the scope of standard customer success activities, including additional training, configuration changes, integrations, analysis, or consulting services, shall be subject to a separate written agreement or change order and may require additional fees.

7. CUSTOMER SUPPORT

7.1 Support Services Generally

Customer support services are provided pursuant to the Agreement and any applicable support policies referenced therein and are intended to assist Customer with questions, requests, or issues related to the operation of the Purchased Products following go-live. Customer support services are separate from, and not a continuation of, the Implementation Services described in this SOW.

Except as expressly set forth in the Agreement or the applicable Quote, customer support services do not include implementation services, professional services, consulting, system administration, configuration changes, data correction, or training.

Nothing in this SOW shall be construed to create any service level commitment, response time obligation, or priority support entitlement unless expressly stated in the Agreement or the applicable Quote.

7.2 Support Requests and Contact Information

When Customer submits a request for customer support, First Due will create a support ticket within its customer support system and assign a unique ticket identifier for tracking and documentation purposes. Support requests may be submitted through any of the support channels made available by First Due in accordance with its then-current support procedures.

As of the effective date of this SOW, Customer may contact First Due customer support using the following channels:

Online Support Portal: support.firstduesizeup.com

Email: support@firstdue.com

Telephone: (516) 874-5818

First Due may update or modify its support systems, tools, contact methods, or intake processes from time to time, provided that commercially reasonable access to customer support is maintained.

7.3 Self-Service Resources

First Due may provide Customer with access to self-service support resources through its online support center or knowledgebase. Such resources may include instructional materials, step-by-step articles, frequently asked questions, videos, and best practices and are generally available on a twenty-four (24) hour basis.

Self-service resources are provided as a convenience to Customer and are intended to supplement, but not replace, direct customer support. First Due does not warrant the completeness, accuracy, or continued availability of any specific self-service resource.

7.4 Hours of Operation and Severity

Customer support hours of operation ("**Business Hours**") are generally Monday through Friday, from 9:00 a.m. to 6:00 p.m. Eastern Time, excluding First Due-observed holidays.

First Due may provide twenty-four (24) hour, seven (7) day support coverage for issues classified by First Due as severity level one (Sev 1), meaning system-down or urgent issues, in accordance with its then-current support practices. Severity classifications, response times,

and resolution objectives, if any, are governed exclusively by the Agreement and applicable support policies and are not expanded or modified by this SOW.

7.5 Limitations

Customer acknowledges that customer support services are limited to issues arising from the Purchased Products as delivered and do not include responsibility for third-party systems, integrations, Customer-provided data, network environments, or issues caused by Customer modifications, misuse, or failure to follow documentation.

Customer further acknowledges that First Due may suspend or limit support services in accordance with the Agreement, including in connection with non-payment, security concerns, or misuse of the Purchased Products.

8. ASSUMPTIONS

8.1 Customer Participation and Cooperation

Customer acknowledges that the successful performance of the Implementation Services is dependent upon timely and meaningful participation by Customer personnel. Customer shall designate knowledgeable representatives with appropriate authority to make decisions, provide approvals, and coordinate resources as reasonably required to support implementation activities. Customer shall attend scheduled meetings, complete preparatory tasks, provide required information and access, and perform testing and validation activities in a timely manner.

Customer acknowledges that implementation activities generally require ongoing Customer involvement, including reasonable weekly time commitments for meetings, review, testing, and preparatory work. Any failure or delay by Customer to perform its responsibilities under this SOW shall excuse any corresponding delay in First Due's performance and may result in adjustments to the implementation timeline, sequencing, or resource allocation.

If Customer's failure to participate, provide required information, access, approvals, or resources materially impacts the scope, timing, or effort required to perform the Implementation Services, First Due may require a mutually executed written change order to continue implementation on revised terms.

8.2 Implementation Term and Expiration

The implementation services described in this SOW are intended to be completed within twelve (12) months following the Subscription Start Date specified in the applicable Quote, as contemplated by the Agreement (the "**Implementation Term**"). Notwithstanding the foregoing, for Purchased Products sold as part of an "Essentials" or similar bundled implementation offering, the parties agree that the Implementation Services are intended to be completed within a limited implementation period of four (4) months following the Subscription Start Date (the "**Essentials Implementation Period**"), unless otherwise expressly stated in the applicable Quote.

Except for delays materially caused by First Due, if implementation activities are delayed due to Customer actions, Customer dependencies, third-party systems or vendors, or circumstances outside either party's reasonable control, First Due may, in its discretion, extend the Implementation Term, provided there is a mutually agreed written plan to complete the remaining implementation activities within such extension period.

Expiration of the Implementation Term shall not affect Customer's subscription to the Purchased Products, Customer's obligation to pay fees under the Agreement, or First Due's obligations relating to customer support and customer success services following go-live, all of which shall be governed exclusively by the Agreement and the applicable Quote.

If Customer does not complete implementation of all modules included in an Essentials or bundled offering within the applicable Essentials Implementation Period due to Customer delay, deferral, or inaction, First Due shall have no obligation to continue providing implementation services for the unimplemented modules. Customer may either (i) configure such modules independently using the Purchased Products, or (ii) engage First Due for additional implementation services pursuant to a new statement of work or change order, subject to additional fees. In such event, Customer shall be deemed transitioned out of implementation status and into customer success and support as provided under the Agreement.

8.3 Standard Functionality and Best Practices

Customer acknowledges that the Purchased Products are standardized, configurable software solutions designed to support a broad range of customers and operational use cases. While First Due will reasonably consider Customer's existing workflows during implementation, First Due may recommend the use of standard functionality, configurations, or industry best practices to promote efficiency, maintainability, system performance, and timely completion of implementation.

Customer further acknowledges that implementation may require changes to Customer's existing workflows, processes, or operational practices and that such changes do not constitute a failure of the Implementation Services or a breach of this SOW.

8.4 Go-Live Requirements and Known Gaps

During the course of implementation, the parties may identify functional limitations, dependencies, or gaps in the Purchased Products relative to Customer's desired workflows. Certain items may be designated by the parties as requirements for go-live. Where commercially reasonable and technically feasible, such items will be prioritized for completion prior to go-live.

Customer acknowledges that certain non-critical features, enhancements, or refinements may not be available at go-live and may instead be documented as exceptions in applicable module or system sign-offs, with target timeframes for future delivery if applicable. The existence of such exceptions shall not delay go-live unless expressly agreed in writing by the parties.

8.5 No Outcome, Compliance, or Advisory Guarantees

Customer acknowledges that the Implementation Services are intended solely to enable deployment and initial use of the Purchased Products. First Due does not guarantee any specific operational, financial, regulatory, compliance, accreditation, or business outcomes arising from implementation or use of the Purchased Products.

Customer further acknowledges that the Implementation Services are technical and configurational in nature only and do not constitute legal, regulatory, tax, compliance, or professional advice. Customer remains solely responsible for determining whether the Purchased Products, as implemented, satisfy Customer's legal, regulatory, policy, or operational requirements and for ensuring Customer's use of the Purchased Products complies with applicable law and internal standards.

8.6 Suspension for Assumption Failure

First Due may suspend Implementation Services, without liability, if Customer fails to satisfy the assumptions set forth in this Section 8, including failures relating to participation, access, data availability, approvals, or third-party dependencies. Any such suspension shall not constitute a breach of this SOW and shall not relieve Customer of its payment obligations under the Agreement.

[End of Statement of Work]



CONTACT

For additional information, please contact:

Justin Kelly

FIRST DUE ACCOUNT REPRESENTATIVE

 justin.kelly@firstdue.com

Q1 '25	Report Type	Count	Price	Revenue Share Ra
	5 Year Sprinkler	28	\$ 560.00	19.00%
	Commercial Kitchen Exhaust Cleaning	103	\$ 2,060.00	19.00%
	Fire Alarm	188	\$ 3,760.00	19.00%
	Fire Pump	1	\$ 20.00	19.00%
	Hood Suppression System	96	\$ 1,920.00	19.00%
	Paint/Spray Booth Suppression	3	\$ 60.00	19.00%
	Private Fire Hydrants	2	\$ 40.00	19.00%
	Special Suppression	14	\$ 280.00	19.00%
	Sprinkler System	165	\$ 3,300.00	19.00%
	Standpipe	1	\$ 20.00	19.00%
	Report Type Summary		\$ 12,020.00	

Q2 '25	Report Type	Count	Price	Revenue Share Ra
	5 Year Sprinkler	29	\$ 580.00	18.50%
	Commercial Kitchen Exhaust Cleaning	116	\$ 2,320.00	18.50%
	Fire Alarm	169	\$ 3,380.00	18.50%
	Fire Pump	9	\$ 180.00	18.50%
	Hood Suppression System	103	\$ 2,060.00	18.50%
	Paint/Spray Booth Suppression	2	\$ 40.00	18.50%
	Private Fire Hydrants	25	\$ 500.00	18.50%
	Special Suppression	13	\$ 260.00	18.50%
	Sprinkler System	109	\$ 2,180.00	18.50%
	Standpipe	6	\$ 120.00	18.50%
	Report Type Summary		\$ 11,620.00	

Q3 '25	Report Type	Count	Price	Revenue Share Ra
	5 Year Sprinkler	15	\$ 300.00	18.50%
	Commercial Kitchen Exhaust Cleaning	90	\$ 1,800.00	18.50%
	Emergency Power Generator	1	\$ 20.00	18.50%
	Fire Alarm	145	\$ 2,900.00	18.50%
	Fire Pump	13	\$ 260.00	18.50%
	Hood Suppression System	92	\$ 1,840.00	18.50%
	Paint/Spray Booth Suppression	1	\$ 20.00	18.50%
	Private Fire Hydrants	37	\$ 740.00	18.50%
	Special Suppression	11	\$ 220.00	18.50%
	Sprinkler System	151	\$ 3,020.00	18.50%
	Standpipe	15	\$ 300.00	18.50%
	Report Type Summary		\$ 11,420.00	

Q4 '25	Report Type	Count	Price	Revenue Share Ra
	5 Year Sprinkler	19	\$380.00	18.50%
	Commercial Kitchen Exhaust Cleaning	98	\$1,960.00	18.50%
	Fire Alarm	125	\$2,500.00	18.50%
	Fire Pump	7	\$140.00	18.50%
	Hood Suppression System	102	\$2,040.00	18.50%
	Paint/Spray Booth Suppression	1	\$20.00	18.50%

Private Fire Hydrants	21	\$420.00	18.50%
Smoke Control System	1	\$20.00	18.50%
Special Suppression	9	\$180.00	18.50%
Sprinkler System	116	\$2,320.00	18.50%
Standpipe	7	\$140.00	18.50%
Report Type Summary		\$10,120.00	
Grand Total		45,180.00	
5 Year Sprinkler	91		
Commercial Kitchen Exhaust Cleaning	407		
Fire Alarm	627		
Fire Pump	30		
Hood Suppression System	393		
Paint/Spray Booth Suppression	7		
Private Fire Hydrants	85		
Smoke Control System	1		
Special Suppression	47		
Sprinkler System	541		
Standpipe	29		
Report Type Summary	2258		

Revenue Share	Brycer's Share
\$ 103.60	
\$ 381.10	
\$ 695.60	
\$ 3.70	
\$ 355.20	
\$ 11.10	
\$ 7.40	
\$ 51.80	
\$ 610.50	
\$ 3.70	
\$ 2,223.70	9,796.30

Revenue Share	
\$ 107.30	
\$ 429.20	
\$ 625.30	
\$ 33.30	
\$ 381.10	
\$ 7.40	
\$ 92.50	
\$ 48.10	
\$ 403.30	
\$ 22.20	
\$ 2,149.70	9,470.30

Revenue Share	
\$ 55.50	
\$ 333.00	
\$ 3.70	
\$ 536.50	
\$ 48.10	
\$ 340.40	
\$ 3.70	
\$ 136.90	
\$ 40.70	
\$ 558.70	
\$ 55.50	
\$ 2,112.70	9,307.30

Revenue Share
\$70.30
\$362.60
\$462.50
\$25.90
\$377.40
\$3.70

\$77.70	
\$3.70	
\$33.30	
\$429.20	
\$25.90	
\$1,872.20	\$8,247.80
8,358.30	36,821.70



BRYCER

Waterloo Fire Rescue

*7 Year Progress
May 2019 - May 2026*



Executive Summary



In 2019, Waterloo Fire Rescue launched a partnership with BRYCER to enhance enforcement, streamline testing, and reduce compliance gaps in the city's fire protection infrastructure.

Using The Compliance Engine (TCE), Waterloo Fire Rescue now tracks over 2,400 systems in real time and engages service providers and building owners through an automated notification and reporting platform.

Key Results

13,131 Reports submitted

15,309 Notifications sent

94% Systems fully compliant

4,715 Outreach calls placed

Top 10 service providers completed 75% of all reports

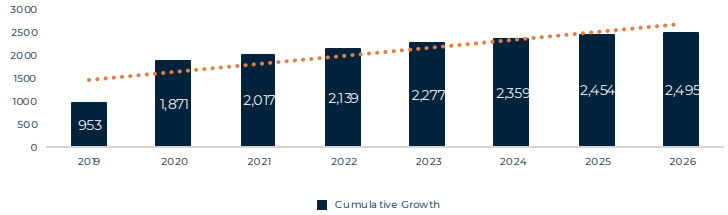
Systems Growth: 7-Year Snapshot

From 2019 to 2026, Waterloo Fire Rescue added 2,495 net new systems into The Compliance Engine. This steady month-over-month growth reflects continued jurisdictional oversight, service provider engagement, and data refinement.

Notable Activity:

- Surge in 2020: +918 systems between 2019 and 2020

Systems Growth by Year



Call Center Campaign Performance

Targeted Follow-Up. Real Results. The Compliance Engine — Backed by BRYCER

Campaign Volume & Focus

Total Calls Placed: 4,715

- 71% Past Due (3,371)
- 29% Deficiency (1,344)

Within seven years, the BRYCER team placed 4,715 calls to support jurisdictional enforcement. These outreach efforts played a critical role in driving timely testing and correction activity.

Yearly Campaign Activity

Call volume peaked in:

- 2020: 1,075 calls
- 2021: 776 calls
- 2022: 808 calls

Calls were placed every month — sustaining momentum and reinforcing corrective action across the city's compliance cycle. Consistent monthly contact is one of the most effective ways to close the compliance gap. With BRYCER's support, Waterloo Fire Rescue made that contact count.

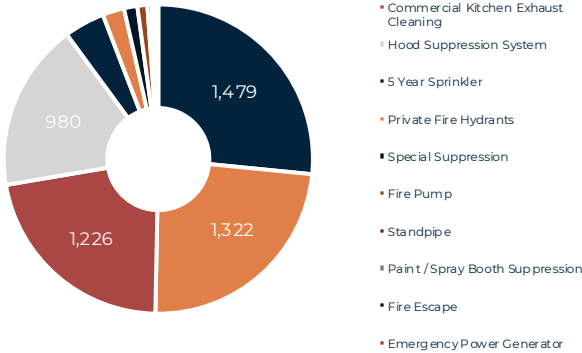
Call Distribution by System Type

The majority of calls supported core life safety systems:

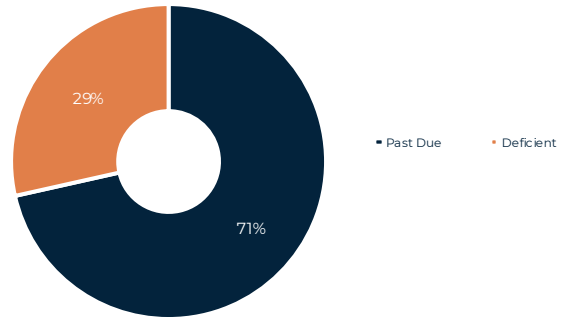
- Sprinkler Systems:** 1,479
- Fire Alarm:** 1,322
- Kitchen Exhaust Cleaning:** 1,226
- Hood Suppression Systems:** 980
- 5-Year Sprinkler:** 236 (Others include Private Fire Hydrants, Special Suppression, Fire Pump and more)

This targeted strategy ensures Waterloo Fire Rescue's highest-risk systems are prioritized for compliance outreach.

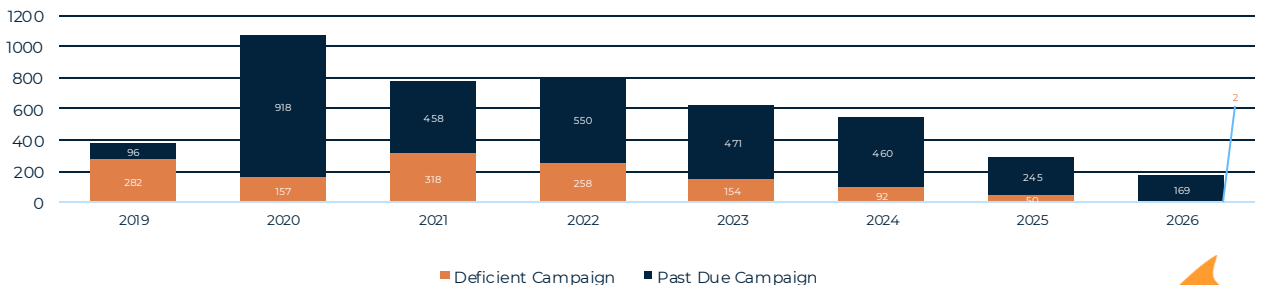
Calls by System Type



Calls by Campaign



Call Center by Year and Campaign



Submitted Premises

Maintaining Accurate Records to Support Enforcement The Compliance Engine — Backed by BRYCER

Over the past seven years, Waterloo Fire Rescue received a steady flow of new property submissions through The Compliance Engine. These entries help ensure the jurisdiction maintains a current and accurate database of inspectable properties.

7-Year Totals

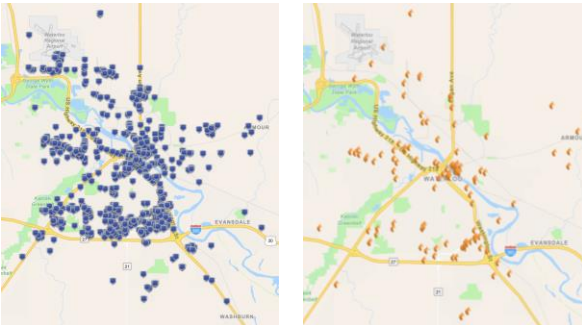
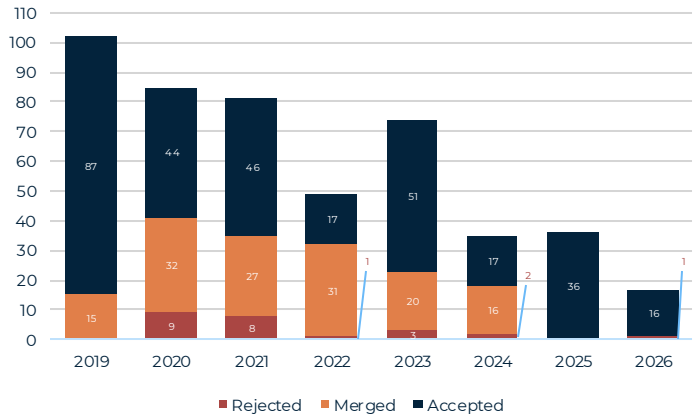
- **479 total premises submitted**
- **Highest submission Year:** 2019 (102 premises)
- **Average yearly volume:** Approximately 59 premises

Submission Status Breakdown

- **Accepted premises** were reviewed and added directly to the system
- **Merged submissions** indicate duplicates or previously entered properties, helping maintain a clean database
- **Rejected entries** remain low, demonstrating clear understanding of the process among service providers

This ongoing activity ensures that properties are properly tracked, deficiencies are accurately tied to the right locations, and the city's compliance process stays efficient and organized. Keeping the premises list up to date is essential for accurate notifications, improved reporting, and successful enforcement — and BRYCER continues to support that process every step of the way.

Submitted Premises by Year and Status



Premise-Level Compliance Overview

Understanding Where Action Is Needed The Compliance Engine — Backed by BRYCER

These two maps illustrate the distribution of system status across Waterloo:

- **Blue markers** represent premises with fully compliant systems
- **Orange flame icons** indicate premises where at least one system is currently deficient

Together, they show both the progress made and where attention is still required. The majority of properties across the city are meeting inspection, testing, and maintenance requirements — a reflection of consistent follow-up and strong participation from service providers and property owners. Deficient premises are now clearly identified and actively monitored in The Compliance Engine, allowing for timely follow-up and correction. Visibility at the premise level gives the department a focused, organized way to prioritize enforcement — and ensures no high-risk properties fall through the cracks.

Compliant vs. Deficient Systems

Tracking System Status to Drive Follow-Through The Compliance Engine — Backed by BRYCER

As of June 2026, Waterloo Fire Rescue is actively tracking 2,443 systems through The Compliance Engine. This figure represents only the systems that have been reported on to date; some systems may not yet appear due to longer inspection cycles (every 3 or 5 years). The majority are currently in compliance.

System Status Breakdown

- **Compliant Systems:** 2,289 (94%)
- **Deficient Systems:** 154 (6%)

This distribution reflects strong participation from service providers and property owners in meeting inspection, testing, and maintenance (ITM) requirements.

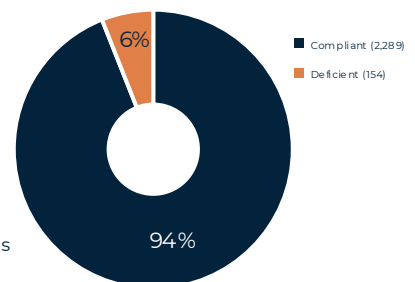
Why It Matters

Maintaining a low percentage of deficiencies ensures that the jurisdiction is reducing risk across public and private buildings. More importantly, each open deficiency is now visible — and therefore actionable.

The Compliance Engine allows the fire department to focus resources where they're needed most, track correction timelines, and follow up on any system that falls out of compliance.

High compliance isn't the end of the process — it's the result of consistent enforcement, clear communication, and strong follow-up. That's what this system makes possible.

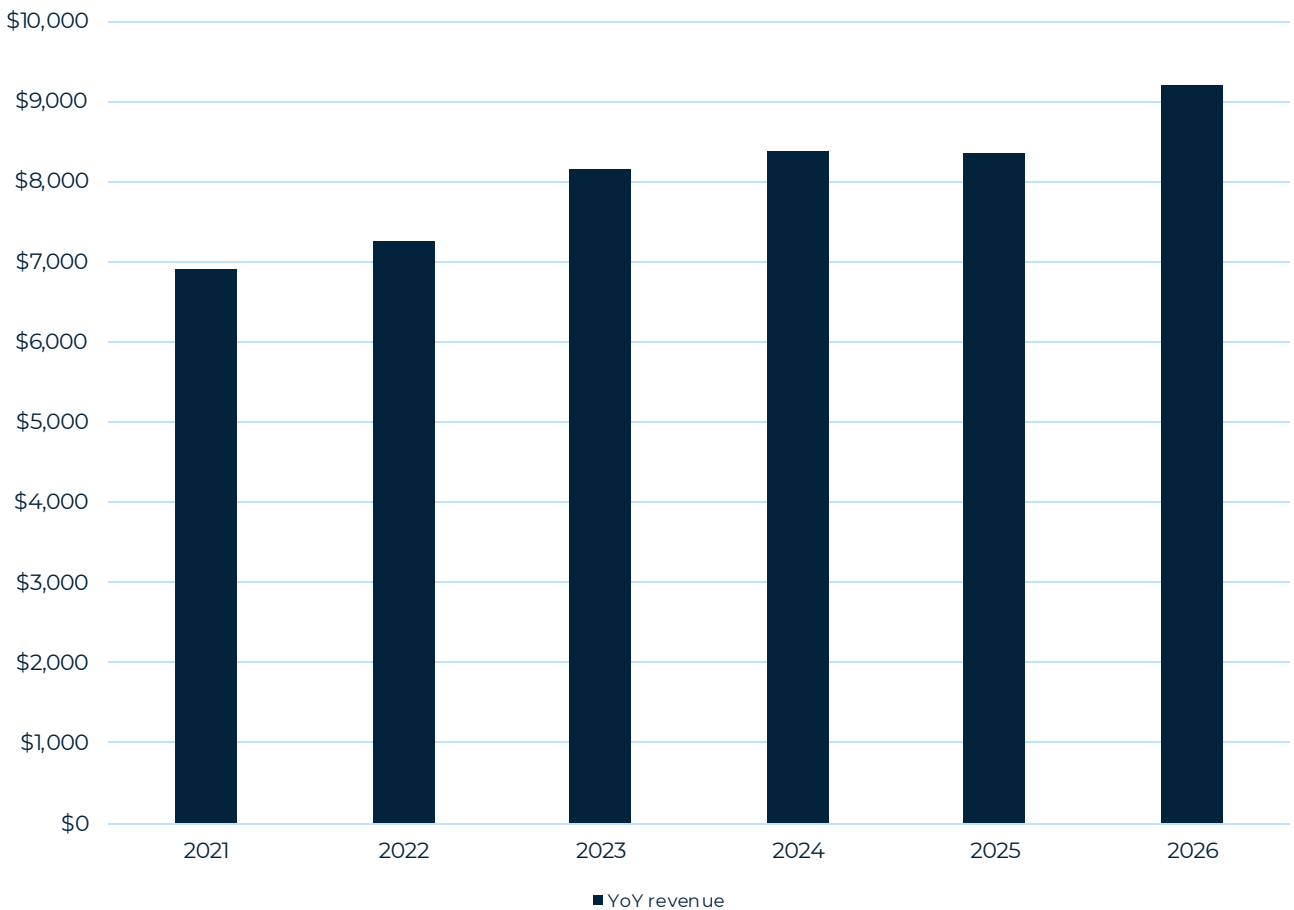
Compliant vs. Deficient Systems





Revenue Performance

There is a \$20 filing fee associated with the submission of each report, per system, per year. The service provider (the company hired to do the testing and maintenance on the premise's fire protection systems) is responsible for collecting these fees from their clients, administering the reporting requirements, and then submitting payments along with test reports. A portion of the \$20 fee is paid to BRYCER for technology and services. The below shows the revenue Waterloo has made by using BRYCER projected through 2026.



Waterloo Fire Rescue Software Modernization

Current Environment vs. Future State

Presented by:
Brock Weliver
Fire Marshal





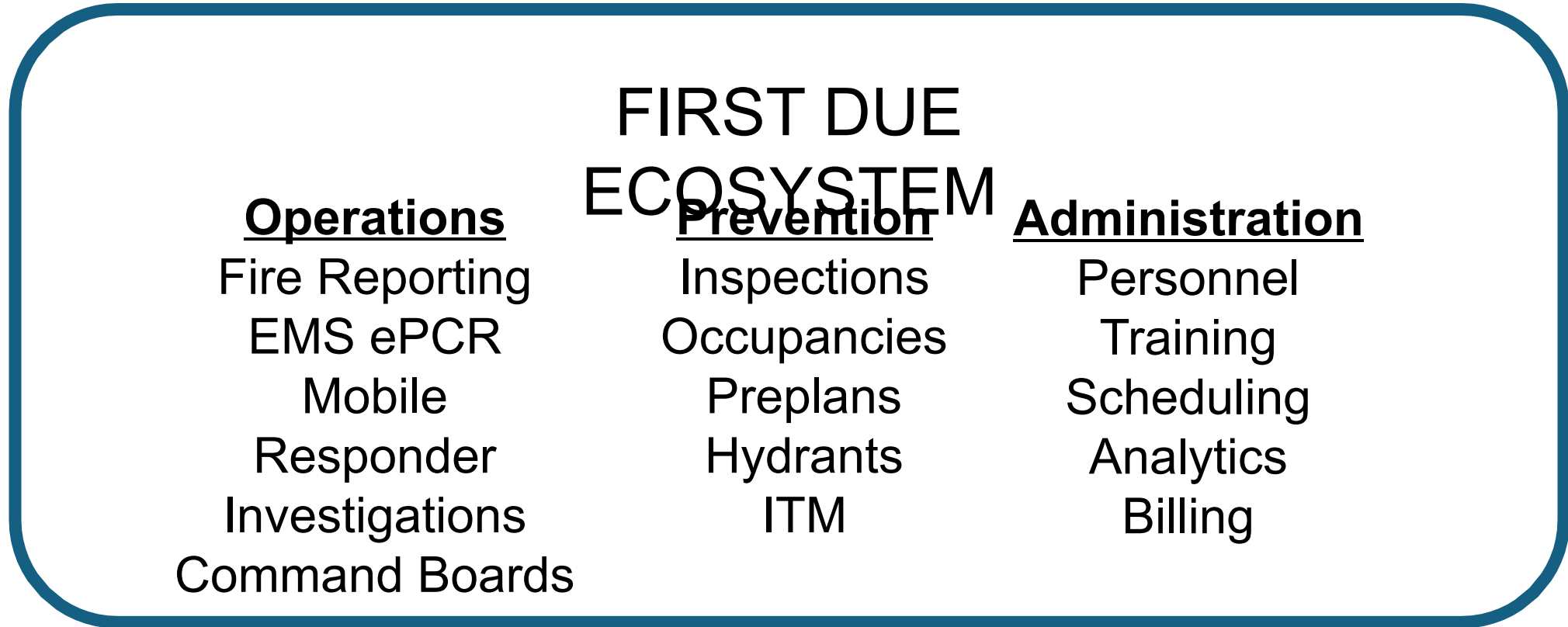
Why Are We Here?

- Current software environment consists of multiple independent platforms.
- Challenges:
 - Multiple vendors
 - Duplicate data entry
 - Limited interoperability
 - Vendor support concerns
 - Increased administrative workload
- Goal:
Create a single integrated software ecosystem for Waterloo Fire Rescue.

Current Software Environment



Proposed Future State



ONE PLATFORM

ONE LOGIN

SHARED DATA

Apples-to-Apples Replacement

Current Software Functions

- ✓ Fire Reporting
- ✓ ePCR
- ✓ Personnel
- ✓ Inspections
- ✓ Prevention
- ✓ Investigations
- ✓ Training
- ✓ GIS Mapping
- ✓ CAD Integration
- ✓ ITM Reporting
- All available within First Due.





Additional Capabilities

Not Currently Available Today

- Mobile Responder
- Command Boards
- Community Connect
- Billing & Payments
- Assets & Inventory
- Scheduling
- Advanced Analytics
- AI Documentation
- Health & Wellness

Current Approach vs. Future Approach

Replacement is near cost-neutral; full ecosystem is modernization

CURRENT APPROACH

Multiple Vendors

Multiple Databases

Duplicate Entry

Manual Workflows

Limited Integration

FUTURE APPROACH

✓ **Single Ecosystem**

✓ **Shared Data**

✓ **One Entry Point**

✓ **Integrated Workflows**

✓ **Responder Access**

The question is not just replacement — it is whether to invest in full modernization.



Current ITM Program

Inspection, Testing & Maintenance (ITM)

- Since 2019:
 - 2,400+ tracked systems
 - Approximately 94% compliance
 - Generates \$8,000–\$9,000 annually
- Current Fee Structure
 - \$20/report
 - \$15 Vendor
 - \$5 WFR Revenue Share



Proposed ITM Adjustment

- Current Fee:
\$20/report
- Proposed Fee:
\$25/report
- Increase:
25%
- Equivalent to approximately:
3.2% annual increase since 2019



Expanding the Program

Currently Tracked

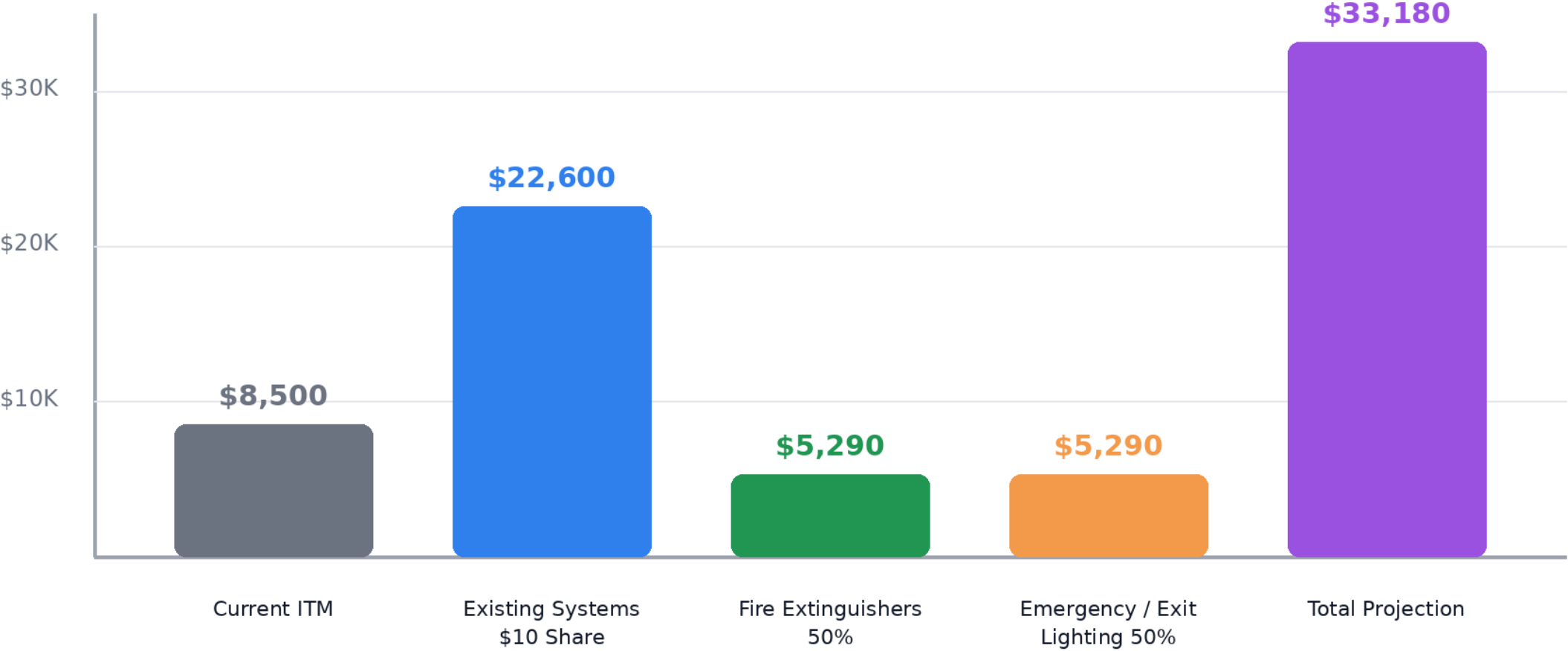
- Fire Alarms
- Sprinklers
- Hood Systems
- Fire Pumps
- Standpipes
- Hydrants

Proposed Additions

- Fire Extinguishers
- Emergency Lighting
- Exit Signs

Projected ITM Revenue

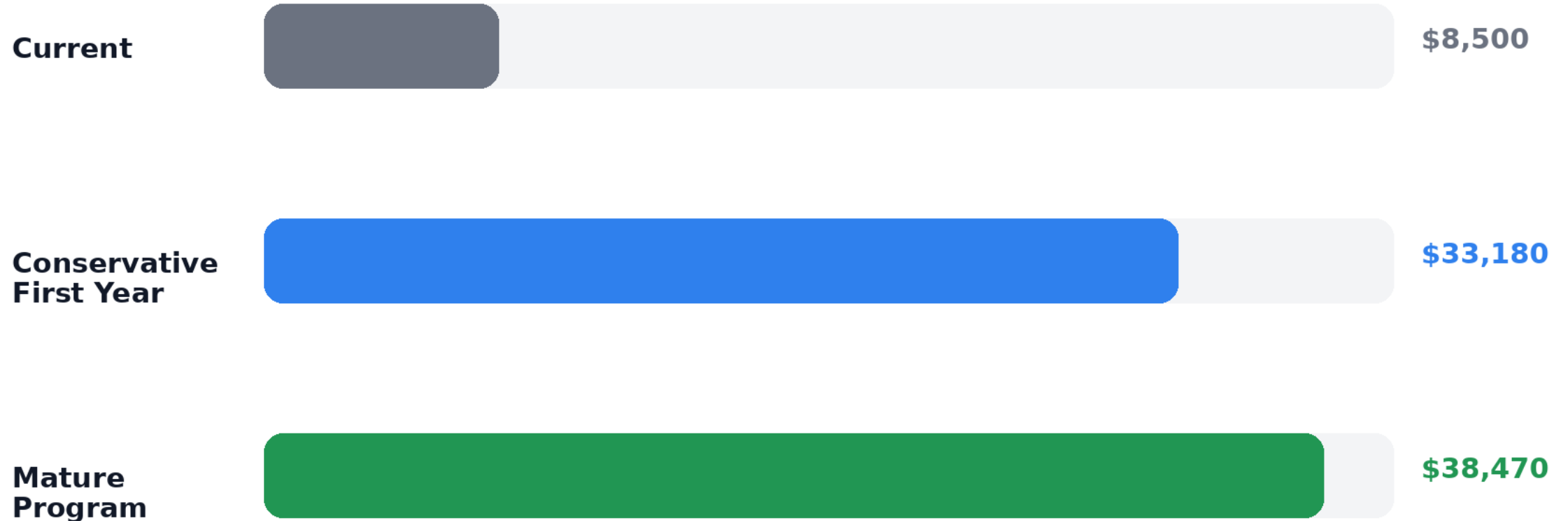
Conservative first-year estimate uses 50% compliance for new reporting categories



Total conservative first-year projection: approximately \$33,180 annually.

Revenue Growth Potential

Projected annual ITM revenue under conservative and mature participation scenarios



Potential to grow from ~\$8,500 to \$33,000-\$38,000 annually.

Return on Investment

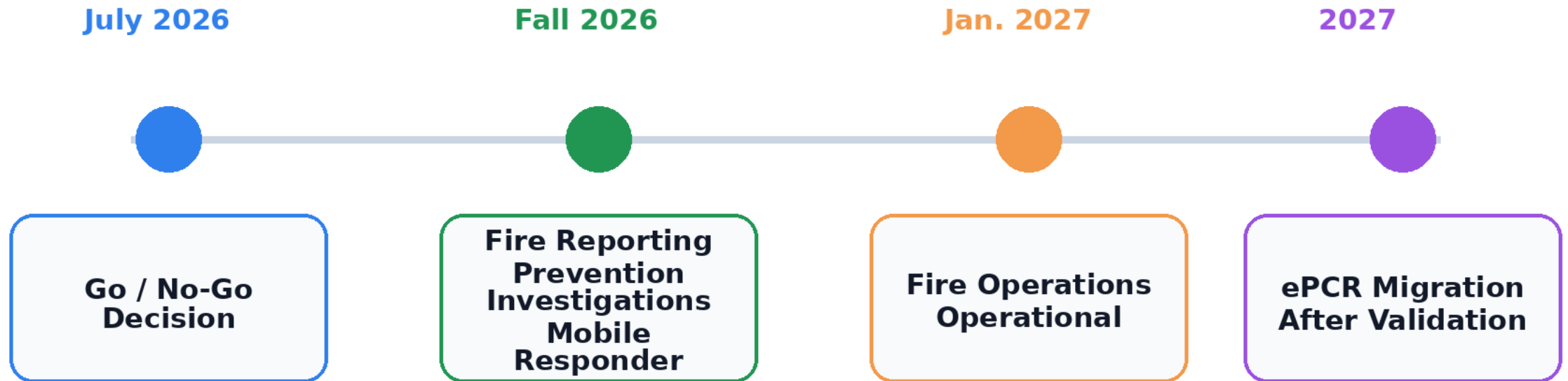
ITM revenue supports operational modernization and reduces General Fund pressure



Goal: Create a Sustainable Funding Model for Public Safety Technology

Implementation Timeline

Phased transition lowers risk and aligns with renewal dates



Approach: implement fire-side modules first; slow-roll ePCR until EMS workflows are fully tested.

Current Major Platforms & Renewal Dates

EMS/ePCR will remain on ESO initially and transition separately after fire-side modules are fully implemented and validated.

Platform	Paid Through
ESO EHR / ePCR	August 31, 2026
ESO Properties & Inspections	October 17, 2026
ESO Fire Incidents	December 29, 2026
ESO Fire Data API	December 29, 2026
ESO CAD Integration	December 29, 2026
ESO Personnel Management	December 29, 2026



Requested Direction

- Continue negotiations with First Due.
- Continue implementation planning.
- Return to Council with final contract package and implementation plan.
- "This proposal is not about purchasing software. It is about modernizing Waterloo Fire Rescue's technology infrastructure while creating a sustainable funding model that minimizes future impacts on the General Fund."

First Due ITM: RevShare Projections

						\$20 Submittal Fee -	
Report Year	Report Count	ITM Fee	AHJ	RevShare	First Due	Fee	
2025	2,260	\$ 20	\$	5	\$	15	
2026	2,486	\$ 20	\$	5	\$	15	
2027	2,735	\$ 20	\$	5	\$	15	

						\$25 Submittal Fee -	
Report Year	Report Count	ITM Fee	AHJ	RevShare	First Due	Fee	
2025	2,260	\$ 25	\$	10	\$	15	
2026	2,486	\$ 25	\$	10	\$	15	
2027	2,735	\$ 25	\$	10	\$	15	

						\$30 Submittal Fee -	
Report Year	Report Count	ITM Fee	AHJ	RevShare	First Due	Fee	
2025	2,260	\$ 30	\$	15	\$	15	
2026	2,486	\$ 30	\$	15	\$	15	
2027	2,735	\$ 30	\$	15	\$	15	

Possible Fire Extinguisher Program:

Projections assuming \$5 RevShare with the AHJ

						\$20 Submittal Fee - \$5 AHJ	
Report Year	Report Count	ITM Fee	AHJ	RevShare	First Due	Fee	
2026	2,486	\$ 20	\$	5	\$	15	
2026 Ext	1,865	\$ 10	\$	5	\$	5	
2026 Total							
2027	2,735	\$ 20	\$	5	\$	15	
2027 Ext	2,051	\$ 10	\$	5	\$	5	
2027 Total							

						\$25 Submittal Fee - \$10 AHJ RevShare or	
--	--	--	--	--	--	---	--

Report Year	Report Count	ITM Fee	AHJ RevShare	First Due Fee
2026	2,486	\$ 25	\$ 10	\$ 15
2026 Ext	1,865	\$ 10	\$ 5	\$ 5
2026 Total				
2027	2,735	\$ 25	\$ 10	\$ 15
2027 Ext	2,051	\$ 10	\$ 5	\$ 5
2027 Total				

\$30 Submittal Fee - \$15 AHJ RevShare or				
Report Year	Report Count	ITM Fee	AHJ RevShare	First Due Fee
2026	2,486	\$ 30	\$ 15	\$ 15
2026 Ext	1,865	\$ 10	\$ 5	\$ 5
2026 Total				
2027	2,735	\$ 30	\$ 15	\$ 15
2027 Ext	2,051	\$ 10	\$ 5	\$ 5
2027 Total				

\$5 AHJ RevShare				
Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split	
\$ 45,200	\$ 11,300	\$ 33,900	25%	
\$ 49,720	\$ 12,430	\$ 37,290	25%	
\$ 54,700	\$ 13,675	\$ 41,025	25%	

\$10 AHJ RevShare				
Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split	
\$ 56,500	\$ 22,600	\$ 33,900	40%	
\$ 62,150	\$ 24,860	\$ 37,290	40%	
\$ 68,375	\$ 27,350	\$ 41,025	40%	

\$15 AHJ RevShare				
Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split	
\$ 67,800	\$ 33,900	\$ 33,900	50%	
\$ 74,580	\$ 37,290	\$ 37,290	50%	
\$ 82,050	\$ 41,025	\$ 41,025	50%	

RevShare on All Systems				
Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split	
\$ 49,720	\$ 12,430	\$ 37,290	25%	
\$ 18,645	\$ 9,323	\$ 9,323	50%	
\$ 68,365	\$ 21,753	\$ 46,613		
\$ 54,700	\$ 13,675	\$ 41,025	25%	
\$ 20,513	\$ 10,256	\$ 10,256	50%	
\$ 75,213	\$ 23,931	\$ 51,281		

Most Systems, \$5 on Extinguishers

Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split
\$ 62,150	\$ 24,860	\$ 37,290	40%
\$ 18,645	\$ 9,323	\$ 9,323	50%
\$ 80,795	\$ 34,183	\$ 46,613	
\$ 68,375	\$ 27,350	\$ 41,025	40%
\$ 20,513	\$ 10,256	\$ 10,256	50%
\$ 88,888	\$ 37,606	\$ 51,281	

n Most Systems, \$5 on Extinguishers			
Total Revenue	AHJ Revenue	First Due Revenue	RevShare Split
\$ 74,580	\$ 37,290	\$ 37,290	50%
\$ 18,645	\$ 9,323	\$ 9,323	50%
\$ 93,225	\$ 46,613	\$ 46,613	
\$ 82,050	\$ 41,025	\$ 41,025	50%
\$ 20,513	\$ 10,256	\$ 10,256	50%
\$ 102,563	\$ 51,281	\$ 51,281	

Year	Revenue Increase Using First Due	% Increase Over Brycer
\$20 Submittal		
2025	\$ 2,938	35.14%
2026	\$ 2,362	23.46%
2027	\$ 1,641	13.64%
\$25 Submittal		
2025	\$ 3,673	19.40%
2026	\$ 2,952	13.48%
2027	\$ 2,051	8.11%
\$30 Submittal		
2025	\$ 4,407	14.94%
2026	\$ 3,543	10.50%
2027	\$ 2,462	6.38%

Brycer Model:
 Unsure if Bry

Report Year
2025
2026
2027

Report Year
2025
2026
2027

Report Year
2025
2026
2027

**First Due ITM with an Extinguisher Program vs
 Existing Brycer Program**

Year	Revenue Increase Using First Due	% Increase Over Brycer
\$20 Submittal		
2026	\$ 11,684	116.05%
2027	\$ 11,897	98.86%

\$25 Submittal		
2026	\$ 12,275	56.03%
2027	\$ 12,308	48.65%
\$30 Submittal		
2026	\$ 12,865	38.12%
2027	\$ 12,718	32.98%

:
 ycer is collecting late fees and keeping them

\$20 Submittal Fee - AHJ RevShare

Report Count	ITM Fee	Handling Fee	Handling %	Brycer Fee	Total Revenue
2,260	\$ 20	\$ 1.30	6.5%	\$ 15	\$ 45,200
2,486	\$ 20	\$ 0.95	4.75%	\$ 15	\$ 49,720
2,735	\$ 20	\$ 0.60	3.0%	\$ 15	\$ 54,700

\$25 Submittal Fee - AHJ RevShare

Report Count	ITM Fee	Handling Fee	Handling %	Brycer Fee	Total Revenue
2,260	\$ 25	\$ 1.63	6.5%	\$ 15	\$ 56,500
2,486	\$ 25	\$ 1.19	4.75%	\$ 15	\$ 62,150
2,735	\$ 25	\$ 0.75	3.0%	\$ 15	\$ 68,375

\$30 Submittal Fee - AHJ RevShare

Report Count	ITM Fee	Handling Fee	Handling %	Brycer Fee	Total Revenue
2,260	\$ 30	\$ 1.95	6.5%	\$ 15	\$ 67,800
2,486	\$ 30	\$ 1.43	4.75%	\$ 15	\$ 74,580
2,735	\$ 30	\$ 0.90	3.0%	\$ 15	\$ 82,050

AHJ Revenue	Brycer Revenue	RevShare Split
\$ 8,362	\$ 36,838	18.5%
\$ 10,068	\$ 39,652	20.3%
\$ 12,034	\$ 42,666	22.0%

AHJ Revenue	Brycer Revenue	RevShare Split
\$ 18,928	\$ 37,573	33.5%
\$ 21,908	\$ 40,242	35.3%
\$ 25,299	\$ 43,076	37.0%

AHJ Revenue	Brycer Revenue	RevShare Split
\$ 29,493	\$ 38,307	43.5%
\$ 33,747	\$ 40,833	45.3%
\$ 38,564	\$ 43,487	47.0%

Current Pricing - \$20					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	\$49,720.00	\$9,194.13	\$40,525.87	18.5%
2027*	2735	\$54,692.00	\$10,113.54	\$44,578.46	18.5%

Current Pricing - \$20 w/ lowered processing fee					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	49,720	10,068	\$39,651.70	20.3%
2027*	2735	54,692	12,032	\$42,659.76	22.0%

* Projected

Total Fee	\$30
Brycer Fee	\$15
Processing Fee	\$0.9
AHJ Fee	\$14.1
	47%

Current Pricing - \$25					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	55,935	15,009	\$40,925.78	26.8%
2027*	2735	68,365	22,292	\$46,073	33.5%

Current Pricing - \$25 w/ lowered processing fee					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	55,935	16,097	\$39,838.15	28.8%
2027*	2735	68,365	25,295	\$43,069.95	37.0%

* Projected

Total Fee	\$25
Brycer Fee	\$15
Processing Fee	\$1.6
AHJ Fee	\$8.4

Total Fee	\$20
Brycer Fee	\$15
Processing Fee	\$1.3
AHJ Fee	\$3.7

Current Pricing - \$30					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	62,150	20,820	\$41,329.75	33.5%
2027*	2735	82,038	35,687	\$46,351.47	43.5%

Current Pricing - \$30 w/ lowered processing fee					
Report Number	Total Revenue	AHJ Revenue	Brycer Revenue	RevShare	Split
2025	2260	\$45,200.00	\$8,358.30	\$36,841.70	18.5%
2026*	2486	62,150	22,125	\$40,024.60	35.6%
2027*	2735	82,038	38,558	\$43,480.14	47.0%

* Projected

Total Fee	\$20
Brycer Fee	\$15
Processing Fee	\$1.3
AHJ Fee	\$3.7

Total Fee	\$20
Brycer Fee	\$15
Processing Fee	\$1.3
AHJ Fee	\$3.7

6.50%					
Total Revenue					
		20	25	30	
2026 1	1243	24,860	24,860	24,860	
2026 2	1243	24,860	31,075	37,290	
2027 1	1367.3	27,346	34,183	41,019	
2027 2	1367.3	27,346	34,183	41,019	
AHJ					
		20	25	30	
2026 1	1243	4,599	4,599	4,599	
2026 2	1243	4,599	10,410	16,221	
2027 1	1367.3	5,059	11,451	17,843	
2027 2	1367.3	5,059	11,451	17,843	
Brycer					
		20	25	30	
2026 1	1243	20,261	20,261	20,261	
2026 2	1243	20,261	20,665	21,069	
2027 1	1367.3	22,287	22,731	23,176	
2027 2	1367.3	22,287	22,731	23,176	
Split					
		20	25	30	
2026 1	1243	0.185	0.185	0.185	
2026 2	1243	0.185	0.335	0.435	
2027 1	1367.3	0.185	0.335	0.435	
2027 2	1367.3	0.185	0.335	0.435	

3.00%					
Total Revenue					
		20	25	30	
2026 1	31075	24,860	24,860	24,860	
2026 2	31075	24,860	31,075	37,290	
2027 1	41019	27,346	34,183	41,019	
2027 2	41019	27,346	34,183	41,019	
AHJ					
		20	25	30	
2026 1	31075	4,599	4,599	4,599	
2026 2	31075	5,469	11,498	17,526	
2027 1	41019	6,016	12,648	19,279	
2027 2	41019	6,016	12,648	19,279	
Brycer					
		20	25	30	
2026 1	31075	20,261	20,261	20,261	
2026 2	31075	19,391	19,577	19,764	
2027 1	41019	21,330	21,535	21,740	
2027 2	41019	21,330	21,535	21,740	
Split					
		20	25	30	
2026 1	31075	0.185	0.185	0.185	
2026 2	31075	0.22	0.37	0.47	
2027 1	41019	0.22	0.37	0.47	
2027 2	41019	0.22	0.37	0.47	

Q1 '24	Report Type	Count	Price	Revenue Share Rate
	5 Year Sprinkler	16	\$ 320.00	19.00%
	Commercial Kitchen Exhaust	73	\$ 1,460.00	19.00%
	Commercial Kitchen Exhaust Cleaning	30	\$ 600.00	19.00%
	Fire Alarm	161	\$ 3,220.00	19.00%
	Fire Pump	5	\$ 100.00	19.00%
	Hood Suppression System	105	\$ 2,100.00	19.00%
	Paint/Spray Booth Suppression	2	\$ 40.00	19.00%
	Private Fire Hydrants	4	\$ 80.00	19.00%
	Special Suppression	8	\$ 160.00	19.00%
	Sprinkler System	181	\$ 3,620.00	19.00%
	Standpipe	3	\$ 60.00	19.00%
	Report Type Summary		\$ 11,760.00	

Q2 '24	Report Type	Count	Price	Revenue Share Rate
	5 Year Sprinkler	18	\$ 360.00	19.00%
	Commercial Kitchen Exhaust Cleaning	100	\$ 2,000.00	19.00%
	Fire Alarm	154	\$ 3,080.00	19.00%
	Fire Escape	1	\$ 20.00	19.00%
	Fire Pump	6	\$ 120.00	19.00%
	Hood Suppression System	96	\$ 1,920.00	19.00%
	Paint/Spray Booth Suppression	3	\$ 60.00	19.00%
	Private Fire Hydrants	31	\$ 620.00	19.00%
	Special Suppression	8	\$ 160.00	19.00%
	Sprinkler System	94	\$ 1,880.00	19.00%
	Standpipe	4	\$ 80.00	19.00%
	Report Type Summary		\$ 10,300.00	

Q3 '24	Report Type	Count	Price	Revenue Share Rate
	5 Year Sprinkler	47	\$ 940.00	19.00%
	Commercial Kitchen Exhaust Cleaning	90	\$ 1,800.00	19.00%
	Fire Alarm	148	\$ 2,960.00	19.00%
	Fire Pump	13	\$ 260.00	19.00%
	Hood Suppression System	89	\$ 1,780.00	19.00%
	Paint/Spray Booth Suppression	3	\$ 60.00	19.00%
	Private Fire Hydrants	23	\$ 460.00	19.00%
	Special Suppression	11	\$ 220.00	19.00%
	Sprinkler System	147	\$ 2,940.00	19.00%
	Standpipe	16	\$ 320.00	19.00%
	Report Type Summary		\$ 11,740.00	

Q4 '24	Report Type	Count	Price	Revenue Share Rate
	5 Year Sprinkler	56	\$ 1,120.00	19.00%
	Commercial Kitchen Exhaust Cleaning	104	\$ 2,080.00	19.00%
	Fire Alarm	138	\$ 2,760.00	19.00%
	Fire Pump	6	\$ 120.00	19.00%
	Hood Suppression System	93	\$ 1,860.00	19.00%

Private Fire Hydrants	18 \$	360.00	19.00%
Special Suppression	13 \$	260.00	19.00%
Sprinkler System	134 \$	2,680.00	19.00%
Standpipe	10 \$	200.00	19.00%
Report Type Summary		\$ 11,440.00	

Grand Total		45,240.00	
5 Year Sprinkler	137		
Commercial Kitchen Exhaust Cleaning	367		
Fire Alarm	601		
Fire Pump	30		
Hood Suppression System	383		
Paint/Spray Booth Suppression	8		
Private Fire Hydrants	76		
Smoke Control System	0		
Special Suppression	40		
Sprinkler System	556		
Standpipe	33		
Report Type Summary	2231		

Revenue Share	Brycer's Share
\$ 59.20	
\$ 270.10	
\$ 111.00	
\$ 595.70	
\$ 18.50	
\$ 388.50	
\$ 7.40	
\$ 14.80	
\$ 29.60	
\$ 669.70	
\$ 11.10	
\$ 2,175.60	9,584.40

Revenue Share	
\$ 66.60	
\$ 370.00	
\$ 569.80	
\$ 3.70	
\$ 22.20	
\$ 355.20	
\$ 11.10	
\$ 114.70	
\$ 29.60	
\$ 347.80	
\$ 14.80	
\$ 1,905.50	8,394.50

Revenue Share	
\$ 173.90	
\$ 333.00	
\$ 547.60	
\$ 48.10	
\$ 329.30	
\$ 11.10	
\$ 85.10	
\$ 40.70	
\$ 543.90	
\$ 59.20	
\$ 2,171.90	9,568.10

Revenue Share	
\$ 207.20	
\$ 384.80	
\$ 510.60	
\$ 22.20	
\$ 344.10	

\$	66.60	
\$	48.10	
\$	495.80	
\$	37.00	
\$	2,116.40	9,323.60
	8,369.40	36,870.60



107 Seventh St
Garden City, NY 11530, United States

First Due Quote

Prepared By: Justin Kelly
Valid Until: Jun 30, 2026
Quote Number: 1545132000115156076

Waterloo Fire & Rescue (IA)

We are excited to present pricing for the First Due Suite! Please see detailed breakdown below. It is important to note that First Due is a cloud-based system, and all Support, Maintenance, Hosting and Upgrades are ALWAYS INCLUDED.

First Due Modules and Implementation Services Included - Description

Occupancy Management & Pre-Incident Planning

Manage Occupancies, Pre-Incident Mapping, GIS data, Fire Systems, Hazardous Material, and Contacts.

Responder

Web Responder dashboard and Responder iOS/Android App with notifications, statusing and routing.

Hydrant Management - Basic

Manage Hydrants including hydrants visible on pre-plan & response map, hydrant list, hydrant types, hydrant uploads, ArcGIS hydrant layers, and hydrant setup

Inspections

Field Inspections, Configurable Checklists, Violation Management, Virtual Inspections, Inspections Scheduler, and Integrated Pre-Incident Planning.

Investigations

Organize, analyze and document investigations, keeping case information secure and separated from, but integrated with other modules.

Incident Reporting - Fire Incident Documentation

Fire Incident Documentation enabling ongoing State and Federal compliance with NFIRS and NERIS data standards.

Incident Reporting - ePCR

ePCR Incident Documentation, State Compliance with automated submission.

Personnel Management

Store, Manage and Access Employee Records including demographic data, certifications and employment information.

Basic Training Records

Assign Training, Record Completions, View Training Logs, and Manage Certifications.

Events & Activities

Create Events, View Global Activity Log, and Access Global Calendar.

CAD Integration (Other)

Receive CAD Data to support First Due Responder and Incident Reporting modules via sFTP, XML, or API.

Kno2 Standard Subscription

Direct messaging and Unlimited Cloud faxing to deliver PCRs to hospital.

Kno2 Hospital Connection Fee

This will be charged at a rate of \$250.00 per hospital connection. The first connection is included at no additional cost.

Training Integration w/ Third Party (FireRescue1)

Training Integration with FireRescue1

Implementation and Configuration Services

Services related to configuring and customizing the First Due Platform as described in the Statement of Work.

Premium Online Training Package

Up to 8 Hours Online Training with certified First Due Instructor

One-Time Subtotal	\$ 11,850.00
Subscription Subtotal	\$ 51,225.00
Total Year 1	\$ 63,075.00

**Excluding Tax*

Terms and Conditions

Optional Add-Ons

First Due Modules	Description	Price
Command	Comprehensive Incident Command Module with digital command board, drag and drop task assignment, customizable checklists, live map annotation and automated Incident log.	\$ 5,000.00
Invoicing	Invoice Management, Bulk Mailing, Billing Report and Customizable Fee Schedules.	\$ 5,000.00
First Due Payments	Seamless payment processing solution that allows for sending of invoices to customers and payments completely online using credit card, debit card, ACH, and other electronic payment methods, as well as payment reconciliation with First Due invoices module. Note, the cost for the service is 4.9% + \$ 0.30 per transaction. This is an integrated service provided by www.stripe.com.	\$ 500.00
AI Enhanced Documentation: Fire Reporting	AI powered transcription and documentation solution to assist with completing NFIRS/NERIS reports.	\$ 1,200.00
AI Enhanced Documentation: ePCR	AI powered transcription and documentation solution to assist with completing EMS patient care reports.	\$ 2,800.00
Scheduling	Manage staff schedules with an interactive shift board, configurable call shifts module, messaging, time-off and shift trades.	\$ 8,000.00
Health and Wellness	First Due's Health and Wellness module allows for the proactive monitoring of responder health and safety including Exposure History along with Incident, Training or Event correlation, exposure trends to support compliance with organizational health and safety initiatives.	\$ 500.00
Assets & Inventory	Assets, vehicles, equipment and inventory management, assets and equipment checks, and work order management.	\$ 5,000.00
Medications Tracking	Track all medications, including DEA Scheduled Medications. Tracking a medication's lifecycle (receipt, usage, waste or removal) by expiration date, lot number or serial number. Ensure compliance with internal and external signatures, as well as advanced role security and authentication.	\$ 2,000.00
Community Connect	Online portal for residents and businesses to input critical occupant and property data that can be made available to Emergency Response Agencies during an incident.	\$ 5,000.00
Brycer Integration	Integration with Brycer	\$ 1,000.00
Kno2 Premium Plus Subscription	This includes the ability to Send data to Hospitals, Query Patient Information in the field, and Receive Outcome/Insurance information from the Hospital.	\$ 8,325.00