4. COMPANY BACKGROUND AND REFERENCES

4.1 VENDOR INFORMATION

4.1.1 Vendors must provide a company profile in the table format below.

Question	Response
Company name:	TASER International, Inc.
Ownership (sole proprietor, partnership, etc.):	Corporation
State of incorporation:	Delaware
Date of incorporation:	January 5, 2001
# of years in business:	23
List of top officers:	Rick Smith, CEO Luke Larson, President Doug Klint, General Counsel and Secretary Dan Behrendt, CFO Josh Isner, EVP Global Sales
Location of company headquarters:	17800 N. 85th Street, Scottsdale, AZ 85255
Location(s) of the company offices:	1100 Olive Way, Suite 1300 Seattle WA 98101
Location(s) of the office that will provide the services described in this RFP:	Both locations.
Number of employees locally with the expertise to support the requirements identified in this RFP:	20
Number of employees nationally with the expertise to support the requirements in this RFP:	20
Location(s) from which employees will be assigned for this project:	Both locations.

4.1.2 **Please be advised**, pursuant to NRS 80.010, a corporation organized pursuant to the laws of another state must register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded vendor, unless specifically exempted by NRS 80.015.

TASER confirms its understanding.

4.1.3 The selected vendor, prior to doing business in the State of Nevada, must be appropriately licensed by the State of Nevada, Secretary of State's Office pursuant to NRS76. Information regarding the Nevada Business License can be located at http://nvsos.gov.

Question	Response
Nevada Business License Number:	Entity Number: E0528162013-4 NV Business ID: NV20131641254
Legal Entity Name:	TASER International, Inc.

Is "Legal Entity Name" the same name as vendor is doing business as?

Yes	X	No	

If "No", provide explanation.

4.1.4 Vendors are cautioned that some services may contain licensing requirement(s). Vendors shall be proactive in verification of these requirements prior to proposal submittal. Proposals that do not contain the requisite licensure may be deemed non-responsive.

TASER confirms its understanding and is not aware of any required licensure necessary to perform the services being requested in this RFP.

4.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes	X	No	

If "Yes", complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

Question	Response
Name of State agency:	Las Vegas Metro Police Department
State agency contact name:	Lt. Zehnder
Dates when services were performed:	1/31/2014 – 1/30/2019
Type of duties performed:	Implementation, training and full rollout of the LVMPD's BWC program.
Total dollar value of the contract:	$1.2 M

4.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	X

If "Yes", please explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?

If you employ (a) any person who is a current employee of an agency of the State of Nevada, or (b) any person who has been an employee of an agency of the State of Nevada within the past two (2) years, and if such person will be performing or producing the services which you will be contracted to provide under this contract, you must disclose the identity of each such person in your response to this RFP, and specify the services that each person will be expected to perform.

4.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed.

Does any of the above apply to your company?

Yes		No	X

If "Yes", please provide the following information. Table can be duplicated for each issue being identified.

Question	**Response**	
Date of alleged contract failure or breach:		
Parties involved:		
Description of the contract failure, contract breach, or litigation, including the products or services involved:		
Amount in controversy:		
Resolution or current status of the dispute:		
If the matter has resulted in a court case:	Court	Case Number
Status of the litigation:		

4.1.8 Vendors must review the insurance requirements specified in ***Attachment E, Insurance Schedule for RFP 3273.*** Does your organization currently have or will your organization be able to provide the insurance requirements as specified in ***Attachment E.***

Yes	X	No	

Any exceptions and/or assumptions to the insurance requirements ***must*** be identified on ***Attachment B, Technical Proposal Certification of Compliance with Terms and Conditions of RFP.*** Exceptions and/or assumptions will be taken into consideration as part of the evaluation process; however, vendors must be specific. If vendors do not specify any exceptions and/or assumptions at time of proposal

submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Upon contract award, the successful vendor ***must*** provide the Certificate of Insurance identifying the coverages as specified in ***Attachment E, Insurance Schedule for RFP 3273.***

4.1.9 Company background/history and why vendor is qualified to provide the services described in this RFP. Limit response to no more than five (5) pages.

Founded in 1993, we first transformed law enforcement with our conducted electrical devices. Today, we continue to define smarter policing with our growing suite of technology solutions, including Axon body-worn video cameras and Evidence.com, a secure cloud-based digital evidence management platform. TASER is the leader in on-officer video, with over 154,000+ of its Axon body-worn cameras and TASER Cams in the field.

TASER incorporated on January 5, 2001 in Delaware as TASER International, Inc. In May 2001, the company became publicly traded on the NASDAQ stock exchange (TASR). TASER is an active Delaware corporation with its principal place of business in Scottsdale, Arizona. On September 7, 1993, TASER International, Inc. was first incorporated in Arizona as ICER Corporation. Then, in December 1993, ICER Corporation changed its name to AIR TASER Inc. Thereafter, in April 1998, AIR TASER, Inc. changed its name to TASER International, Incorporated.

Company Vision

TASER's Mission: Protect Life. Protect Truth.
TASER's Conducted Electronic Weapons (CEWs) are used worldwide by law enforcement, military, correctional, professional security, and personal protection markets. TASER CEWs use proprietary technology to incapacitate dangerous, combative, or high-risk subjects who pose a risk to law enforcement/correctional officers, innocent citizens, or themselves; and CEWs are generally recognized as a safer alternative to other uses of force. TASER CEW technology protects life, and the use of TASER devices dramatically reduces injury rates for law enforcement officers and suspects. Today, over 17,000 law enforcement agencies use TASER CEWs, and they are used in more than 40 countries worldwide.

Years of working with law enforcement deploying our CEW solutions gave us insight into the needs of law enforcement in a technological world. This led us to investing in the development of a digital evidence management solution. Evidence.com is a new division of TASER International, the same company that transformed law enforcement with conducted electrical weapons. Now we're doing it again with wearable technology and digital evidence management, all toward the end goal of saving lives and protecting truth.

Our Values
At TASER, what we do matters: We Protect Life. We Protect Truth.

- ***Why we do it matters: We are committed to making this world a safer place.***
- ***How we do it matters: We're out to win, but we're out to win in the right way. We don't take shortcuts to simply win the race.***
- ***Whether we do it matters: Nothing happens unless you take the first step. We take the initiative to change the game.***

- ***When we do it matters: There is a time and a place for everything, and sometimes you have to make key tradeoffs to move the right things forward.***
- ***Who you do it with matters: We're all on this rocket ship together, and when you go on a mission you want to have awesome, intelligent, hardworking, and caring people with you.***

Our Collaborative Technology Platform

Axon - A Simple, Powerful Platform

We use technology to simplify the work you do every day throughout the criminal justice system. Our connected solutions help you be safer and more efficient, and enable greater transparency with the communities you serve. Evidence.com is an end-to-end solution for not only storing data, but also for efficiently managing and sharing that data. Our security meets or exceeds industry standards at every step so your information is always safe.

TASER's Axon division creates connected technologies for truth in public safety. As a business unit of TASER, Axon builds on a history of innovation in policing, and our hardware and software solutions are built specifically for law enforcement. Axon is not just a collection of individual technologies; it is a cohesive ecosystem. Every product works together, built by the same team of engineers and supported by the same technicians.

Every product – from our Smart Weapons, to our body-worn cameras, in-car cameras, to our digital evidence management system – integrates seamlessly with one another and often complements the systems and processes you already use.

Axon Interview allows agencies to capture video of witness and suspect interviews, tag it with descriptive metadata and automatically transfer it to Evidence.com. Featuring world-class security and large-agency support, it is a full interview room video solution that provides critical, defensible evidence for the prosecution.

Evidence.com is a scalable, cloud-based system that consolidates all of your digital files, making them easy to manage, access and share while maintaining security and chain of custody. Eliminate data silos and manage all types of digital media from capture to courtroom, all with one secure system.

The indisputable testimony created by interview footage created an influx of video evidence data that is more than most agencies and attorneys can handle. To meet this need, TASER International has developed Evidence.com for Prosecutors - a centralized, comprehensive, secure, and scalable digital data management system designed for 21st-century law enforcement.

Law Enforcement Specific Technology

TASER creates connected technologies to protect truth. As a leader in law enforcement technology, we're committed to innovation in policing. Our products don't stand alone—they're all part of our complete platform. From our Smart Weapons to our body-worn cameras to our digital cloud-based evidence management system, every product integrates seamlessly with one another, and often complements the systems and processes you already use.

That connectedness doesn't stop at our products. With the features we've built into our solutions, we also make it easy for you to connect with partners, from county officials to neighboring agencies to the prosecutor working a case. We believe that better and more accessible information can help agencies save valuable time and resources, and most importantly reduce crime - only if that information is kept safe. That's why we have the best team in the business protecting your data with a fierce commitment to

security.

We've long made the priorities of law enforcement our own, and their challenges ours to solve. When you partner with TASER and Axon, you're gaining a team of product experts, security pros, engineering wizards, and technology buffs and former cops. What we have in common is a dedication to pushing the boundaries of what's possible with technology, and a commitment to bringing it to law enforcement to make the world a safer place.

Axon creates connected technologies for truth in public safety. As a business unit of TASER, Axon builds on a history of innovation in policing, and our hardware and software solutions are built specifically for law enforcement. Axon is not just a collection of individual technologies; it is a cohesive ecosystem. Every product works together, built by the same team of engineers and supported by the same technicians. Every product – from our Smart Weapons, to our body-worn and in-car cameras, to our digital evidence management system – integrates seamlessly with the other products and often complements the systems and processes you already use.

The TASER team has worked diligently for years developing and deploying sustainable body-worn camera programs that make a difference to all stakeholders involved – the officer, supervisor, administrator, prosecutor, and citizen. It is the company's intention to evolve this work for years to come in collaboration with law enforcement agencies throughout the world.

4.1.10 Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description.

TASER's mission is simple: protect life and protect truth. TASER provides body-worn cameras to Law Enforcement, and has been providing these services for 9 years. Founded in 1993, we first transformed law enforcement with our conducted electrical weapons. Today, we continue to define smarter policing with our growing suite of technology solutions. Our unique capabilities are best described in three categories – wearable devices, mobile applications, and cloud-based evidence management solutions. Body-worn devices are providing better intelligence from our streets. Mobile applications are leveraging existing technologies to accomplish more of our work with fewer devices. Cloud-based computing is enabling all of these tools to work seamlessly and securely together.

Our Solution Is End-To-End with Efficient Workflows

Cameras and the resulting video evidence can greatly benefit the NHP, but only if they can be easily integrated with your officers' day-to-day activities. Our platform integrates with, but does not impede, normal processes. Footage is uploaded automatically while the cameracharges and data can be quickly shared by sending a link. The NHP will save hours on manual processes, and because TASER's digital evidence management system is cloud-based, the NHP can adopt video technology immediately without building a new infrastructure.

EXPERIENCED AND EVOLVING

TASER is uniquely suited to meet the end-to-end requirements of the NHP. The TASER team has worked diligently for years in developing and deploying sustainable body-worn camera programs that make a difference to all stakeholders involved – the officer, supervisor, administrator, prosecutor, and citizen.

It is TASER's intention to evolve this work for years to come in collaboration with law enforcement agencies throughout the world.

TASER is the market leader in part because our products are backed by a team that is as dedicated to your successful deployment as you are. This team of experts is dedicated to assist in your endeavors – in production, development, deployment, and long term strategic success.

The TASER Professional Services team consists of a group of highly skilled individuals with in-depth knowledge of all TASER products and experience in deploying body camera programs to thousands of agencies across the country.

In the past 12 months, TASER's experienced Professional Services Team has completed over 211 deployments and has conducted 830 trials and evaluations. This includes a range of TASER's product suite, from Axon cameras, to mobile applications, to Evidence.com, to conducted electrical weapons (CEWs). Whatever NHP's needs, no matter how unique or urgent, this team stands ready to deliver a program that establishes a solid foundation for your agency's success.

Through Axon and Evidence.com, TASER has deployed over 50,000 body worn camera (BWC) units and 76,000 TASER cam recorders to the Law Enforcement community, including:

- ***More than 3,500 police agencies have purchased Axon cameras in the U.S.***
- ***More than 154,000 cameras have been purchased globally including Axon Body, Axon Flex, and TASER Cam recorders.***
- ***31 members of the Major City Chiefs Association have adopted TASER's Axon body cameras and evidence management suite.***
- ***More than 5,500 police agencies use Evidence.com and have collectively stored over two Petabytes of data on Evidence.com.***

In closing, TASER would like to thank the NHP for its consideration of this Proposal. TASER stands ready to deliver any combination of its products and services, as well as to develop additional products and services as the agency's needs evolve. These efforts will be pursued through the continued development of wearable devices, mobile applications, and cloud-based computing. We hope to work with theNHP through the deployment of these products and solutions in the near future.

4.1.11 Financial information and documentation to be included in Part III, Confidential Financial Information of vendor's response in accordance with Section 9.5, Part III – Confidential Financial Information.

Not applicable; TASER is a publically traded company and financial information contained herein is publically available at http://investor.taser.com/. Please find TASER's 2014 – 2015 Annual Reports in Part III – Confidential Financial Information.

4.1.11.1 Dun and Bradstreet Number

832176382

4.1.11.2 Federal Tax Identification Number

86-0741227

4.1.11.3 The last two (2) years and current year interim:
A. Profit and Loss Statement
B. Balance Statement

TASER is a publically traded company and financial information contained herein is publically available at http://investor.taser.com/. Please find TASER's 2014 – 2015 Annual Reports in Part III – Confidential Financial Information.

4.2 SUBCONTRACTOR INFORMATION

4.2.1 Does this proposal include the use of subcontractors?

Yes		No	X

If "Yes", vendor must:

4.2.1.1 Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services.

4.2.1.2 If any tasks are to be completed by subcontractor(s), vendors must:

A. Describe the relevant contractual arrangements;
B. Describe how the work of any subcontractor(s) will be supervised, channels of communication will be maintained and compliance with contract terms assured; and
C. Describe your previous experience with subcontractor(s).

4.2.1.3 Vendors must describe the methodology, processes and tools utilized for:
A. Selecting and qualifying appropriate subcontractors for the project/contract;
B. Ensuring subcontractor compliance with the overall performance objectives for the project;
C. Ensuring that subcontractor deliverables meet the quality objectives of the project/contract; and
D. Providing proof of payment to any subcontractor(s) used for this project/contract, if requested by the State. Proposal should include a plan by which, at the State's request, the State will be notified of such payments.

4.2.1.4 Provide the same information for any proposed subcontractors as requested in ***Section 4.1, Vendor Information***.

4.2.1.5 Business references as specified in ***Section 4.3, Business References*** must be provided for any proposed subcontractors.

4.2.1.6 Vendor shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the vendor.

4.2.1.7 Vendor must notify the using agency of the intended use of any subcontractors not identified within their original proposal and provide the information originally requested in the RFP in ***Section 4.2, Subcontractor Information***. The vendor must receive agency approval prior to subcontractor commencing work.

4.3 BUSINESS REFERENCES

4.3.1 Vendor must provide at least three (3) law enforcement agencies within the last two (2) years as references, for which it is verifiable that the vendor has deployed at least 100 active BWS's that have been in service for at least six (6) months for each of those references.

4.3.2 Vendors must provide the following information for ***every*** business reference provided by the vendor and/or subcontractor:

The "Company Name" must be the name of the proposing vendor or the vendor's proposed subcontractor.

BEGIN CONFIDENTIAL INFORMATION – PLEASE SEE PART IB – CONFIDENTIAL TECHNICAL INFORMATION

Reference #:	1. Fort Worth Police Department		
Company Name:	TASER International, Inc.		
Identify role company will have for this RFP project (Check appropriate role below):			
X	***VENDOR***		***SUBCONTRACTOR***
Project Name:	Fort Worth Police Department Axon Cameras		
Primary Contact Information			
Name:	CONFIDENTIAL INFORMATION		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Alternate Contact Information			
Name:	CONFIDENTIAL INFORMATION		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	FWPD purchased 600 Flex cameras circa October 2012. Since then, they have purchased 200 additional Flex with another 200 pending for their FY17 budget.		
Original Project/Contract Start Date:	October 2012		
Original Project/Contract End Date:	Ongoing		
Original Project/Contract Value:	CONFIDENTIAL INFORMATION		
Final Project/Contract Date:	Ongoing		

Was project/contract completed in time originally allotted, and if not, why not?	Yes, all orders were submitted and executed in a timely manner.
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes, all dollar amounts were firm, fixed costs. No change orders were needed.

Reference #:	2. Montgomery County Police Department		
Company Name:	TASER International, Inc.		
Identify role company will have for this RFP project (Check appropriate role below):			
X	***VENDOR***		***SUBCONTRACTOR***
Project Name:	Montgomery County Police Department, IMTD-Body Worn Camera Systems		
Primary Contact Information			
Name:	CONFIDENTIAL INFORMATION		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Alternate Contact Information			
Name:	CONFIDENTIAL INFORMATION		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	Body Worn Camera Systems for patrol (currently 830 users). Two camera model along with docking stations at district stations for charging and uploading. Evidence storage on Evidence.com with (5) year subscription.		
Original Project/Contract Start Date:	Deployment started in April 2016		
Original Project/Contract End Date:	Full deployment ended in June 2016		
Original Project/Contract Value:	CONFIDENTIAL INFORMATION		
Final Project/Contract Date:	4/1/16 - 3/31/21		

Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes

Reference #:	3. Sane Diego PD		
Company Name:	TASER International, Inc.		
Identify role company will have for this RFP project (Check appropriate role below):			
X	***VENDOR***		***SUBCONTRACTOR***
Project Name:	San Diego PD Axon Body Cameras		
Primary Contact Information			
Name:	CONFIDENTIAL INFORMATION		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Alternate Contact Information			
Name:	CONFIDENTIAL INFORMATIONA		
Street Address:	CONFIDENTIAL INFORMATION		
City, State, Zip:	CONFIDENTIAL INFORMATION		
Phone, including area code:	CONFIDENTIAL INFORMATION		
Facsimile, including area code:	CONFIDENTIAL INFORMATION		
Email address:	CONFIDENTIAL INFORMATION		
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	San Diego PD deployed over 1000 Axon body cameras with Evidence.com licensing starting back in July of 2014. They have made subsequent add-on purchases since that time for more cameras, docks, and user licensing. They are also evaluating new product releases.		
Original Project/Contract Start Date:	7/1/2014		
Original Project/Contract End Date:	12/31/2014		
Original Project/Contract Value:	CONFIDENTIAL INFORMATION		
Final Project/Contract Date:	7/1/2014		

Was project/contract completed in time originally allotted, and if not, why not?	Yes was completed ahead of schedule.
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes was completed within budget.

END CONFIDENTIAL INFORMATION – PLEASE SEE PART IB – CONFIDENTIAL TECHNICAL INFORMATION

4.3.3 Vendors must also submit ***Attachment F, Reference Questionnaire*** to the business references that are identified in ***Section 4.3.2***.

Attachment F was sent to NHP from each of our three references (Fort Worth PD, Montgomery County SO and San Diego PD).

4.3.4 The company identified as the business references must submit the Reference Questionnaire directly to the Purchasing Division.

Attachment F was sent to NHP from each of our three references (Fort Worth PD, Montgomery County SO and San Diego PD).

4.3.5 It is the vendor's responsibility to ensure that completed forms are received by the Purchasing Division on or before the deadline as specified in ***Section 8, RFP Timeline*** for inclusion in the evaluation process. Reference Questionnaires not received, or not complete, may adversely affect the vendor's score in the evaluation process.

Attachment F was sent to NHP from each of our three references (Fort Worth PD, Montgomery County SO and San Diego PD).

4.3.6 The State reserves the right to contact and verify any and all references listed regarding the quality and degree of satisfaction for such performance.

TASER agrees that the State may contact and verify any and all reference information listed regarding the quality and degree of satisfaction for such performance.