AXON

LAW ENFORCEMENT TECHNOLOGY PROPOSAL

FALMOUTH
PUBLIC SAFETY
1718
POLICE
MAINE

BODY-WORN CAMERAS

FALMOUTH
PUBLIC SAFETY
1718
POLICE
MAINE

- Equipped on all Falmouth Police Officers since October 2022.
- By policy, Officers record all law enforcement encounters (with few exceptions).
- The department currently maintains over 28 Terabytes of recorded digital evidence.
- Axon cameras have automatic activation features and provide location services to the Falmouth Regional Communications Center.
- Full shift battery/IP68 rating/30 FPS @ HD/160° FOV lens.
- New body-worn cameras have embedded LTE (cellular) connection for remote viewing and live-streaming capabilities.

BODY-WORN CAMERAS

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

CRUISER CAMERAS (FLEET)

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

- Installed in all Falmouth Police patrol vehicles since January 2023 (seven Ford Explorers and one pick-up truck).
- Two front-facing cameras and one rear passenger camera.
- Provides for evidentiary recordings of vehicles in motion, scene documentation, weather/road conditions, and continuity of custody when persons are arrested, detained, and/or transported.
- Automatic camera activation features and interoperability with body-worn cameras and other Axon technology.
- Wireless video offload when in proximity with police headquarters' Wi-Fi.

CRUISER CAMERAS (FLEET)

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

TASER (LESS-LETHAL) WEAPON

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- Axon's Taser has been carried by Falmouth Police Officers since 2011.
- Taser is a less-lethal weapon option that uses electrical current to temporarily incapacitate a subject's neuromuscular system.
- Falmouth PD currently carries the Taser 7, which has two preloaded cartridges (standoff & close quarters).
- The new Taser 10 has an increased range (45 ft) allowing for more time and space to de-escalate situations and features 10 individually targeted probes for increased accuracy, effectiveness, and reliability.
- Connects with body-worn cameras and cloud evidence management/storage.
- Integration with Axon VR for Taser proficiency and use-of-force decision-making training scenarios.

TASER (LESS-LETHAL) WEAPON

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

AUTOMATED LICENSE PLATE READERS (ALPR – OUTPOST)

- Falmouth Police currently utilizes two different types of Automated License Plate Reader (ALPR) technology:
  - Mobile (2023) – Axon Cruiser Cameras (software add-on):
    - ✓ Situational Awareness & Officer Safety
  - Fixed/Stationary (2025) – Flock Safety Intersection Cameras:
    - ✓ Investigatory & Community Threats
- This proposal would terminate our relationship with Flock Safety.
- Key uses include lost/missing/endangered/suicidal/homicidal subjects, wanted persons, stolen vehicles, hit & run crashes, organized retail theft & fraud/scam criminal enterprises/gangs.

AUTOMATED LICENSE PLATE READERS

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

EVIDENCE.COM

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

- All Falmouth Police Department digital evidence is securely stored through Axon's CJIS-compliant cloud storage solution, evidence.com.

- The Cumberland County District Attorney's Office recently partnered with Axon for its "Axon Justice" software, which allows Falmouth PD to electronically share all case files and recordings with the local prosecutors.

- Falmouth Regional Communications Center and Falmouth Police Command Staff utilize Axon FUSUS (Realtime Crime Center Mapping) software to locate personnel and assets in the field.

- Evidence.com also serves as an intermediary on Freedom of Information Act (FOIA) requests, providing redaction assistant tools to ensure legal compliance and privacy concerns are handled appropriately.

EVIDENCE.COM

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

AXON AIR (DRONE/UAV)
FALMOUTH
PUBLIC SAFETY
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- Falmouth PD's UAV program was funded through a FEMA Homeland Security Grant in the fall of 2025.

- The Department has an FAA Part 107 Certified Remote Pilot and is developing two additional pilots to operate the UAV.

- Falmouth PD's UAV program is structured to support the following usages:
  - ✓ Search and Rescue
  - ✓ Accident Reconstruction
  - ✓ Scene Security/Officer Safety
  - ✓ Falmouth Fire-EMS
  - ✓ Falmouth Emergency Management

- UAV evidence integrates into Axon's Evidence.com for retention and management. Live video feeds of UAV flights broadcast through the Falmouth Regional Communications Center mapping and can be viewed remotely by supervisory and Command Staff personnel.

AXON AIR (DRONE/UAV)

FALMOUTH POLICE DEPARTMENT

10-YEAR PUBLIC SAFETY INVESTMENT

Comprehensive Axon ecosystem proposal to modernize operations, enhance safety, and streamline evidence management.

QUOTE REFERENCE
Q-799349-46099SB

PROGRAM LENGTH
120 Months

DATE ISSUED
Mar 18, 2026

EST. CONTRACT START
Aug 01, 2026

TOTAL ESTIMATED COST (EXCL. TAX)

$1,417,750.24

Includes all hardware, software, and services for 10 years

BUNDLE SAVINGS

$813,388.99

Secured by bundling 4 core products

PREPARED FOR

Falmouth, Maine

2 Marshall Dr, Falmouth, ME 04105

CONTRACT PROPOSAL

Non-Binding Budgetary Estimate

Quote Unbundled Price:	**$2,205,953.04**
Quote List Price:	**$1,803,989.04**
Quote Subtotal:	**$1,417,750.24**

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			$1.00	($728.50)	($728.50)	$0.00	($728.50)
100552	TRANSFER BALANCE - GOODS	1			$1.00	$29,844.55	$29,844.55	$0.00	$29,844.55
Fleet3ARe	Fleet 3 Advanced Renewal	8	60	$230.68	$189.57	$176.02	$84,489.60	$0.00	$84,489.60
B00076	OUTPOST TAP PLAN	8	120	$355.66	$264.97	$71.54	$68,680.16	$0.00	$68,680.16
HWCNAB4	AB4 CONNECTED HARDWARE BUNDLE	30	120			$0.00	$0.00	$0.00	$0.00
Fleet3ARe	Fleet 3 Advanced Renewal	8	60	$230.68	$189.57	$189.57	$90,993.60	$0.00	$90,993.60
M00054	OFFICER SAFETY PLAN T10 ISLE PLUS	30	120	$436.69	$360.18	$311.55	$1,121,593.18	$0.00	$1,121,593.18
A la Carte Hardware									
H00002	AB4 Multi Bay Dock Bundle	4			$3,233.90	$43.90	$175.60	$0.00	$175.60
A la Carte Software									
102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	1	60		$37.97	$0.00	$0.00	$0.00	$0.00
11520	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 3YR	8	102		$639.00	$0.00	$0.00	$0.00	$0.00
11641	AXON FLEET - CRADLEPOINT NETCLOUD ESSENTIALS RENEWAL - 1YR	8	67		$213.00	$0.00	$0.00	$0.00	$0.00
102678	AXON AIR - SKYDIO X10 PATROL DFR SUBSCRIPTION PLAN W/ DATA	1	60		$504.49	$378.37	$22,702.05	$0.00	$22,702.05
A la Carte Services									
12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1			$2,500.00	$0.00	$0.00	$0.00	$0.00
102605	VR INSTRUCTOR CERTIFICATION + IMPLEMENTATION (INSIDE SALES)	1			$3,500.00	$0.00	$0.00	$0.00	$0.00
101208	AXON TASER 10 - 2 DAY INSTRUCTOR COURSE - INSIDE SALES	1			$2,900.00	$0.00	$0.00	$0.00	$0.00
A la Carte Warranties									
73390	AXON FLEET - CRADLEPOINT ROUTER TRANSFERRED WARRANTY	8	18		$0.00	$0.00	$0.00	$0.00	$0.00
102703	AXON OUTPOST - WARRANTY - VANDALISM/ACCIDENT EXTENSION	8	109		$1,200.00	$0.00	$0.00	$0.00	$0.00
80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	8	18		$1.26	$0.00	$0.00	$0.00	$0.00
Total							**$1,417,750.24**	**$0.00**	**$1,417,750.24**

Cruiser Cameras
Fixed ALPR Cameras

Body-worn cameras
& Taser 10s

Drone/UAV Software
(note: 60-month term)

CONTRACT PROPOSAL

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

WHAT'S IN THE BUNDLE & COMMUNITY IMPACT

COMPREHENSIVE ECOSYSTEM

4 Core Solutions

Invested Technology

Officer Safety Plan T10
Qty: 30

Body-worn cameras + TASER 10 licensing & services. Includes digital evidence ecosystem.

Axon Air DFR Patrol
Qty: 1

Drone-as-First-Responder operations management. Eyes on scene before arrival.

Fleet 3 Advanced
Qty: 8

In-car video, telemetry, and ALPR capabilities for safer traffic operations.

Outpost TAP Plan
Qty: 8

Fixed-site License Plate Recognition (LPR) for perimeter safety and alerts.

Outcomes for Falmouth

Transparency & Trust
Body cameras improve accountability and streamline evidence collection for the public and courts, building stronger community relations.

De-escalation & Officer Safety
TASER 10 provides increased range and accuracy, while VR training supports safer outcomes for both officers and residents.

Faster Situational Awareness
DFR drones provide live aerial views for priority calls and search/rescue missions, optimizing resource deployment.

Safer Roads & Crime Reduction
Integrated Fleet video and LPR systems help instantly identify stolen vehicles, outstanding warrants, and AMBER alerts.

CONTRACT PROPOSAL

FALMOUTH PUBLIC SAFETY 1718 POLICE MAINE

5-YEAR VS. 10-YEAR OUTLOOK

Avoided Compounding

SECURE & STABLE

RECOMMENDED

10-Year Contract

PRICE STABILITY

Locked Pricing

Zero increase for years 6-10

- Immune to future inflation spikes
- Predictable annual budget line
- Full hardware refresh included

VS

RE-BID RISK

ALTERNATIVE

5-Year + Re-Bid

ADDITIONAL COST (YEARS 6-10)

+$115,000

Due to Compound Increases

- Exposure to annual price hikes
- Administrative cost of new contract
- Risk of gap in service coverage

TOTAL AVOIDABLE COSTS (10-YEAR PLAN)

$1,041,809

- ✓ $813k Bundle Savings
- ✓ $113k Avoided 2027 Hike
- ✓ $115k Avoided Compounding