



## Outpost SOW

1. **Purpose.** This Statement of Work (“SOW”) outlines the scope, responsibilities, and installation details for Axon as part of the Customer’s purchase of Axon Outpost. This SOW operates under the terms of the Agreement. All capitalized terms in this SOW shall have the same meaning as the Agreement.
2. **Scope of Work.** Axon and Axon authorized subcontractors will install and maintain Axon Outpost on selected Customer owned properties.
3. **Installation Sites.** Customer grants Axon the right to install and maintain Axon Outpost at sites approved by Axon.
  - 3.1. If sites have not been selected or assessed at the time of contract signature, Axon reserves the right to invoice the Customer for additional install complexities not accounted for in the initial quote.
4. **Installation, Validation, and Support.**
  - 4.1. **Site Selection and Assessment.** Axon will support site selection and assessment. Assessments may be conducted virtually or in-person and may include confirmation of visibility/coverage, cellular signal strength, solar feasibility, and access to AC power sources.
    - 4.1.1. For all existing infrastructure installation sites, the Customer is responsible for the condition of existing infrastructure.
    - 4.1.2. If during a site walk it has been deemed that an installation is more complex than initially quoted, Axon will notify the Customer in writing of scope and cost changes. No additional work will be initiated without Customer approval.
    - 4.1.3. If Axon deems a selected location site is not suitable for installation, a new site must be selected and assessed.
  - 4.2. **Permitting.** Axon will assist with obtaining the necessary local, state, or Federal approvals before installing Outpost. All permitting fees are the responsibility of the customer, unless otherwise stated. All permit licenses will be in the name of the customer.
  - 4.3. **Installation.** Axon will install all Axon Outpost hardware and agreed-upon pole (where applicable).
    - 4.3.1. **Solar Sites.** For sites with solar power, Axon will: (a) install the Outpost camera, battery, and solar panel; (b) ensure the camera is connected to power and internet; (c) ensure the camera is set at the optimal capture angle; (d) ensure the panel is installed for optimal sun exposure.
    - 4.3.2. **AC Sites.** For sites with AC power, Axon will: (a) install the Outpost camera and AC adapter; (b) ensure the camera is set at the optimal capture angle. Axon will not conduct any electrical work to connect the AC adapter to power. The customer may work with a licensed electrician to connect the camera to power. Or, if requested, the customer may request for Axon to coordinate with a licensed electrician for an additional cost.
    - 4.3.3. **Existing Infrastructure Installations.** Axon will install Outpost on existing infrastructure (e.g. utility pole, DOT pole, trailer) that is owned by the customer or where attachment agreements are already in place. If selected infrastructure has existing camera(s), Axon will remove the hardware before installing Outpost. Axon will not dispose of equipment, repair any surfaces or structures, or remove underground cables or conduit.
    - 4.3.4. **Standard Installations.** Axon will install a direct burial pole with Outpost. Axon will call 811 prior to installation. Standard installation sites may not be in locations that require a breakaway or MASH rated pole.
    - 4.3.5. **Advanced Installations.** Axon will install a breakaway or MASH rated pole with Outpost or install Outpost on existing infrastructure not owned by the Customer. Axon will call 811 prior to installation.



## Outpost SOW

- 4.3.6. **Complex Location Sites.** Complex location sites require a custom SOW and include, but are not limited to, toll booths, bridges and overpasses, federal or military land, areas with restricted access or high security, flood zones, railway crossing, mountainous or hilly terrain.
- 4.3.7. **Exclusions.** Installation services do not include the following, unless specifically scoped in a custom SOW: electrical work, concrete drilling, bucket truck or non-standard equipment rental, trenching, tree trimming, custom engineered drawings or traffic plans, traffic control beyond basic MUTCD traffic control, environmental impact studies.

### 5. **Power Requirements.**

- 5.1. **AC-Powered Sites.** Axon will provide all necessary equipment compatible with standard AC power configurations. The Customer is responsible for contracting a licensed electrician to ensure installation meets NEC (National Electrical Code) standards. Power must be continuous and non-switched to support uninterrupted system operation. All electrical work must comply with local codes and safety regulations.
- 5.2. **Solar-Powered Sites.** Installation sites must offer unobstructed southern exposure to maximize solar efficiency. Axon will assess solar viability during site assessment, including shading, positioning, and mounting considerations. The Customer will ensure the selected sites maintain direct, unobstructed visibility to the sky to ensure consistent solar energy capture. The Customer agrees to help maintain environmental conditions that support reliable solar performance (e.g., minimizing nearby shade, vegetation growth).

### 6. **Traffic Control.** Axon will provide basic MUTCD traffic control and provide necessary traffic signs, cones, and temporary barriers.

### 7. **Dependencies and Potential Delays.** Installation is subject to but not limited by the following factors, which may affect scheduling and completion: delays due to local permitting requirements or jurisdictional approvals; availability and completion of necessary electrical work at the installation site (for AC-powered setups); coordination with the Customer and subcontractors, including restricted hours or special access requirements; weather-related delays that may impact site safety or installation feasibility; or any site-specific safety protocols or regulatory requirements that must be satisfied prior to deployment.

### 8. **Training and Onboarding.** Axon's team will provide hands-on training for relevant personnel, user credentials and access to supporting applications, and operational guidance tailored to the current system configuration.

### 9. **General Responsibilities.**

- 9.1. Axon will: (a) install, configure, and maintain all hardware at designated location site; (b) validate system power, connectivity, and functionality of Outpost; (c) integrate Outpost with Fusus, including NCIC and state hotlists; and (d) will provide training, documentation, and technical support to Customer personnel
- 9.2. The Customer will: (a) fund and maintain all legally required permits, authorizations, and/or licensing to place, maintain, and/or remove the Outpost at the installation sites; (b) ensure access to installation sites, support device placement communication, and coordinate internally (e.g., facilities, IT, legal, public safety) to facilitate deployment; (c) support scheduling for permitting and local compliance requirements; (d) designate a primary and backup point of contact; and (e) support site selection, utility clearance, and installation approvals.