



Re: Bill question

From Sell, Benjamin <bs@vniles.com>
Date Fri 7/25/2025 9:12 AM
To Romano, Joseph <jpr@vniles.com>

Will do, I will file this with the other Axon documents I have.

Thanks!

Get [Outlook for iOS](#)

From: Romano, Joseph <jpr@vniles.com>
Sent: Friday, July 25, 2025 10:10:14 AM
To: Sell, Benjamin <bs@vniles.com>
Subject: FW: Bill question

Ben,

Please file this string of emails along with any AXON file you might have or somewhere in the computer under the AXON budget so we have a record in the event we get charged later.

Thank you,



Joseph Romano
Chief of Police
Niles Police Department
Main: 847-588-6500
Direct: 847-588-6501
Fax: 847-588-6551
Email: jpr@vniles.com
7000 W. Touhy Avenue
Niles, IL 60714
www.vniles.com

CONFIDENTIALITY NOTICE: This electronic mail transmission and any accompanying documents contain information belonging to the sender which may be confidential and legally privileged. This information is only for the use of the individual or entity to whom this electronic mail transmission was intended. If you are not the intended recipient, any disclosure, copying, distribution, or action taken in reliance on the contents of the information contained in this transmission is strictly prohibited. If you have received this transmission in error, please immediately contact the sender and delete the message.

From: Daniel Birt <dbirt@axon.com>
Sent: Thursday, July 24, 2025 4:12 PM
To: Fragassi, Thomas <tgf@vniles.com>; Hoffmann, Patrick <pth@vniles.com>; Theresa Wigley <twigley@axon.com>; Boba, Michael <mdb@vniles.com>

Cc: Romano, Joseph <jpr@vniles.com>

Subject: Re: Bill question

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

DC,

Just left you a voicemail. I put in a request to update that quote to (4) Pro and (3) Axon Air Pilot Data Licenses (at \$0).

Thanks,

Daniel Birt

Axon Account Executive

IL, IA, IN

Direct (call/text) – (480) 847-1057

24/7 Support – (800) 978-2737, option 4

[Axon.com](https://www.axon.com)

Shop our [online store](#)

Based in Scottsdale, AZ (2hr behind CT)

From: Fragassi, Thomas <tgf@vniles.com>

Date: Thursday, July 24, 2025 at 1:21 PM

To: Daniel Birt <dbirt@axon.com>, Hoffmann, Patrick <pth@vniles.com>, Theresa Wigley <twigley@axon.com>, Boba, Michael <mdb@vniles.com>

Cc: Romano, Joseph <jpr@vniles.com>

Subject: Re: Bill question

Dan,

Can you adjust our original quote to add 4 more pro licenses while you are working out the credit. Also, can we add 2 or 3 more of the drone licenses that are at \$0 cost so we have room to add pilots later?



Thomas Fragassi
Deputy Chief of Police
Niles Police Department
Main: 847-588-6500
Direct: 847-588-6505
Fax: 847-588-6550
Email: tgf@vniles.com
7000 W. Touhy Avenue
Niles, IL 60714
www.vniles.com

CONFIDENTIALITY NOTICE: This electronic mail transmission and any accompanying documents contain information belonging to the sender which may be confidential and legally privileged. This information is only for the use of the individual or entity to whom this electronic mail transmission was intended. If you are not the intended recipient, any disclosure, copying, distribution, or action taken in reliance on the contents of the information contained in this transmission is strictly prohibited. If you have received this transmission in error, please immediately contact the sender and delete the message.

From: Fragassi, Thomas <tgf@vniles.com>
Sent: Wednesday, July 23, 2025 5:37 PM
To: Daniel Birt <dbirt@axon.com>; Hoffmann, Patrick <pth@vniles.com>; Theresa Wigley <twigley@axon.com>; Boba, Michael <mdb@vniles.com>
Cc: Romano, Joseph <jpr@vniles.com>
Subject: Re: Bill question

Thanks Dan. I will meet with DC Boba and the Chief tomorrow to finalize anything else that we need.



Thomas Fragassi
Deputy Chief of Police
Niles Police Department
Main: 847-588-6500
Direct: 847-588-6505
Fax: 847-588-6550
Email: tgf@vniles.com
7000 W. Touhy Avenue
Niles, IL 60714
www.vniles.com

CONFIDENTIALITY NOTICE: This electronic mail transmission and any accompanying documents contain information belonging to the sender which may be confidential and legally privileged. This information is only for the use of the individual or entity to whom this electronic mail transmission was intended. If you are not the intended recipient, any disclosure, copying, distribution, or action taken in reliance on the contents of the information contained in this transmission is strictly prohibited. If you have received this transmission in error, please immediately contact the sender and delete the message.

From: Daniel Birt <dbirt@axon.com>
Sent: Wednesday, July 23, 2025 5:30 PM
To: Fragassi, Thomas <tgf@vniles.com>; Hoffmann, Patrick <pth@vniles.com>; Theresa Wigley <twigley@axon.com>; Boba, Michael <mdb@vniles.com>
Cc: Romano, Joseph <jpr@vniles.com>
Subject: Re: Bill question

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.
DC Fragassi,

We're essentially going to remove the ~\$38K from the total contract value and re-invoice you for the first year with those licenses at \$0. So since you guys haven't paid anything yet, it'll be as if it never happened.

Would be best to make the case to use a portion of the \$38K you're now saving and adding the Pro Licenses that you need. We'd still need to do this as a contract add-on with the quote I sent you.

\$3,803,680.15 - Total Contract Value
-\$38,532.00 - Axon Air Pilot Data Licenses
+\$16,831.44 - (3) Pro Licenses

\$3,781,979.59 - New Total Contract Value

Regards,

Daniel Birt

Axon Account Executive
IL, IA, IN

Direct (call/text) – (480) 847-1057
24/7 Support – (800) 978-2737, option 4

[Axon.com](#)

Shop our [online store](#)

Based in Scottsdale, AZ (2hr behind CT)

From: Fragassi, Thomas <tgf@vniles.com>
Date: Wednesday, July 23, 2025 at 3:08 PM
To: Hoffmann, Patrick <pth@vniles.com>, Theresa Wigley <twigley@axon.com>, Daniel Birt <dbirt@axon.com>, Boba, Michael <mdb@vniles.com>
Cc: Romano, Joseph <jpr@vniles.com>
Subject: Re: Bill question

Dan,

We also could use those additional Pro licenses, so maybe we can get together and work it all out.

Tom

Thomas Fragassi
Deputy Chief of Police
Niles Police Department
Main: 847-588-6500
Direct: 847-588-6505
Fax: 847-588-6550
Email: tgf@vniles.com
7000 W. Touhy Avenue

Niles, IL 60714
www.vniles.com

From: Hoffmann, Patrick <pth@vniles.com>
Sent: Wednesday, July 23, 2025 5:02:33 PM
To: Theresa Wigley <twigley@axon.com>; Daniel Birt <dbirt@axon.com>; Boba, Michael <mdb@vniles.com>
Cc: Fragassi, Thomas <tgf@vniles.com>; Romano, Joseph <jpr@vniles.com>
Subject: Re: Bill question

Dan,

If we need to add licenses in the future to Axon Air, it should be a 0 cost to us?

Thanks.

Patrick Hoffmann

Sergeant | Star 54

Niles Police Department

Phone: 847-588-6500

Fax: 847-588-6550

Email: pth@vniles.com

7000 W. Touhy Avenue, Niles, IL 60714

CONFIDENTIALITY NOTICE: This electronic mail transmission and any accompanying documents contain information belonging to the sender which may be confidential and legally privileged. This information is only for the use of the individual or entity to whom this electronic mail transmission was intended. If you are not the intended recipient, any disclosure, copying, distribution, or action taken in reliance on the contents of the information contained in this transmission is strictly prohibited. If you have received this transmission in error, please immediately contact the sender and delete the message.

From: Theresa Wigley <twigley@axon.com>
Sent: Wednesday, July 23, 2025 4:59:54 PM
To: Daniel Birt <dbirt@axon.com>; Boba, Michael <mdb@vniles.com>
Cc: Fragassi, Thomas <tgf@vniles.com>; Romano, Joseph <jpr@vniles.com>; Hoffmann, Patrick <pth@vniles.com>
Subject: RE: Bill question

CAUTION: This email originated from outside your organization. Exercise caution when opening attachments or clicking links, especially from unknown senders.

Hi DC Boba and Dan,

A case has been submitted to get the price corrected.

In the meantime, let me know if anyone has any questions!

Take care,
Theresa

From: Daniel Birt <dbirt@axon.com>
Sent: Wednesday, July 23, 2025 2:49 PM
To: Boba, Michael <mdb@vniles.com>; Theresa Wigley <twigley@axon.com>
Cc: Fragassi, Thomas <tgf@vniles.com>; Romano, Joseph <jpr@vniles.com>; Hoffmann, Patrick

<pth@vniles.com>

Subject: Re: Bill question

Hi DC Boba,

I reached out to my quoter and she informed me that they didn't have clear guidance on this at the beginning of the year, but essentially what should have happened was that those **Axon Air Pilot Data Licenses** were provided at \$0.00 since you got Unlimited 3rd Party Storage. They are still needed on the contract, but should have been free. That's new to this year, I was not aware and clearly the quoting team wasn't either.

I see your Year 1 invoice is still open, so hold off on paying that for now, we are going to get that invoice cancelled and re-billed to reflect these changes.

[@Theresa Wigley](#) will be running point here.

Regarding Respond/Fusus Plus - I'll check with our software team and get back to you ASAP.

Thanks,

Daniel Birt

Axon Account Executive

IL, IA, IN

Direct (call/text) – (480) 847-1057

24/7 Support – (800) 978-2737, option 4

[Axon.com](https://axon.com)

Shop our [online store](#)

Based in Scottsdale, AZ (2hr behind CT)

From: Boba, Michael <mdb@vniles.com>

Date: Wednesday, July 23, 2025 at 2:07 PM

To: Daniel Birt <dbirt@axon.com>

Cc: Fragassi, Thomas <tgf@vniles.com>, Romano, Joseph <jpr@vniles.com>, Hoffmann, Patrick <pth@vniles.com>

Subject: Bill question

Hi Dan,

I hope you are doing well. I have a question regarding our current package. As we are getting set up with our drones, we discovered that we are paying for Axon Air to store drone video. According to our Skido rep, since we have unlimited 3rd party storage with [Evidence.com](https://evidence.com), we should not need the Axon Air storage, is this correct? Additionally, we do not have access to respond plus which was included in our package.

Please let me know if we can get a credit for the Axon Air accounts and if we can get access to respond plus.

Thanks,
Mike



Michael Boba
Deputy Chief of Police | Star # 2

Niles Police Department

Main : 847-588-6500

Direct : 847-588-6502

Fax : 847-588-6551

Email : mdb@vniles.com

7000 W. Touhy Avenue

Niles, IL 60714

www.vniles.com

CONFIDENTIALITY NOTICE: This electronic mail transmission and any accompanying documents contain information belonging to the sender which may be confidential and legally privileged. This information is only for the use of the individual or entity to whom this electronic mail transmission was intended. If you are not the intended recipient, any disclosure, copying, distribution, or action taken in reliance on the contents of the information contained in this transmission is strictly prohibited. If you have received this transmission in error, please immediately contact the sender and delete the message.