



## BODYWORN ISN'T JUST A CAMERA, IT'S A BREAKTHROUGH.

The Sprint & Utility BodyWorn solution is the industry-first body camera with 4G LTE connectivity coupled with truly unlimited data. BodyWorn overcomes shortcomings in existing police body cameras, such as the body camera falling off or getting stolen, camera pointing in the wrong direction, relying on the officer to remember to turn it on before an incident, and having to manually dock it back at the station at the end of the shift to offload video.

**BodyWorn is The Ultimate Witness** – providing automatic smart-recording, receiving real time BOLOs and offloading secure video while in the field. The era of the bulky clip-on is over. This is the second generation of body-worn cameras. It's the practical solution that doesn't just look smart, it actually is smart.

The intuitive technology behind BodyWorn does the work so police officers can focus on policing, not worrying about making videos. BodyWorn automatically begins recording in response to a number of events that can be driven by an agency's policies:

- Speech Recognition & Biometrics
- Gunshot Detection
- Accelerometer
- Action Zones
- Bluetooth Remote

**SECURE IMMEDIATE WIRELESS UPLOAD TO THE CLOUD** – BodyWorn immediately begins uploading video out in the field while recording is in progress. Video reaches secure cloud storage allowing video evidence to be secured immediately, no docking required. In contrast, first generation body cameras require docking, leaving critical evidence vulnerable to being lost or damaged before the end of the shift. While out in the field, an officer can add notes and classify a video. This information is immediately uploaded into the cloud, tagged to that incident and can be viewed from Central Dispatch in the backend software, AVaiLWEB.

### SPRINT PROPRIETARY:

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*



# Quick Reference Brief

Internal Use Only

Last Revision: 4/06/2018

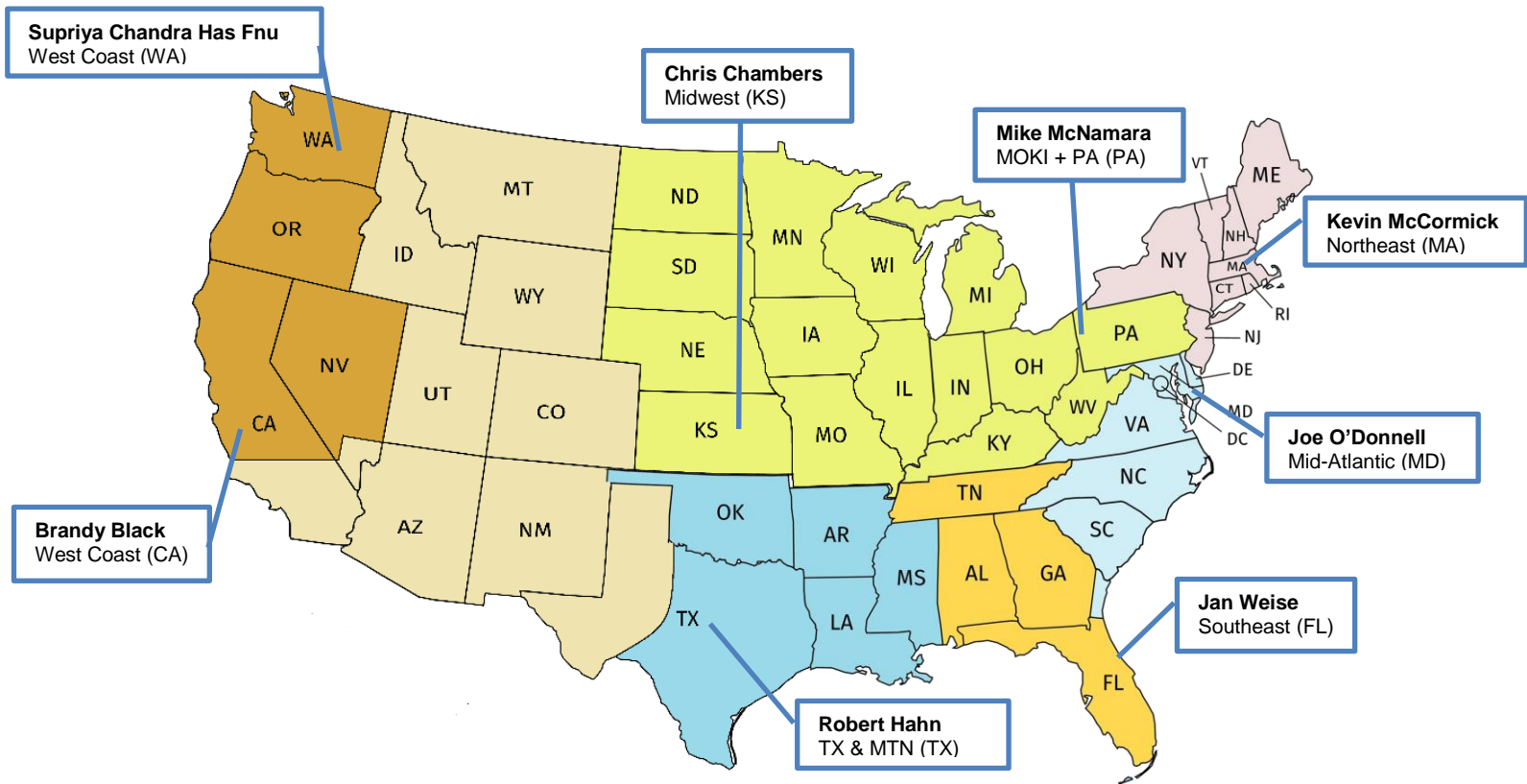
<b>Table of Contents</b>	<b>Page</b>
<b>Rules of Engagement</b>	<a href="#"><u>3</u></a>
<b>BodyWorn Differentiators</b>	<a href="#"><u>3</u></a>
<b>Key Vertical Markets</b>	<a href="#"><u>3</u></a>
<b>Key Capabilities</b>	<a href="#"><u>4</u></a>
<b>BodyWorn Summary</b>	<a href="#"><u>5</u></a>
<b>Rocket IoT Summary</b>	<a href="#"><u>6</u></a>
<b>In-Vehicle Camera Summary</b>	<a href="#"><u>7</u></a>
<b>Important Contacts</b>	<a href="#"><u>8</u></a>
<b>Sales &amp; Enablement Resources</b>	<a href="#"><u>8</u></a>

**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*

## RULES OF ENGAGEMENT

- Sprint Account team must engage a Sprint PSAM or SE SME that has been trained by Utility on the solution. [Map Overlay]
- Sprint POC for RFPs is Public Sector Strategic Opportunity Manager Brian Mancuso [Brian.Mancuso@sprint.com](mailto:Brian.Mancuso@sprint.com)
- All other inquiries should go to IoT Product Manager Bill Edmonds at [bill.l.edmonds@sprint.com](mailto:bill.l.edmonds@sprint.com)



**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*



# Quick Reference Brief

Internal Use Only

Last Revision: 4/06/2018

<b>BODYWORN DIFFERENTIATORS</b>	
Key differentiators include:	
<b>Unlimited &amp; Never Throttled LTE</b>	<ul style="list-style-type: none"> <li>Unlimited &amp; Never Throttled Sprint \$30 Data Plan exclusive to Utility solution</li> </ul>
<b>Unlimited Cloud Storage</b>	<ul style="list-style-type: none"> <li>Unlimited Cloud Storage of video files per agency retention regulations via Utility AVail Web portal.</li> </ul>
<b>Only Complete Body &amp; In-Vehicle Camera Solution with LTE</b>	<ul style="list-style-type: none"> <li>Provides on-shift upload of videos saving after-shift time (no docking).</li> <li>Automated Officer Down alerts to dispatch provides GPS location of officer.</li> </ul>
<b>Automatic Redaction</b>	<ul style="list-style-type: none"> <li>Patented, AI-powered Automatic Redaction means agencies do not have to hire new headcount to manually redact videos.</li> </ul>

<b>KEY VERTICAL MARKETS</b>	
BodyWorn solution is ideally suited for the following vertical markets:	
<ul style="list-style-type: none"> <li>Law Enforcement</li> </ul>	<ul style="list-style-type: none"> <li>Private Security</li> </ul>
<ul style="list-style-type: none"> <li>Private Armored Services</li> </ul>	<ul style="list-style-type: none"> <li>Public Transit</li> </ul>


**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*

<b><u>KEY CAPABILITIES</u></b>	
<b>Operational Features</b>	<ul style="list-style-type: none"> <li>• 1080p HD Video at 30 FPS</li> <li>• LCD Monitor</li> <li>• 3 Hours Video Storage</li> <li>• Speech Recognition</li> <li>• Full Recharge in &lt; 2 hours</li> <li>• CJIS Compliant Wireless Offload</li> </ul>
<b>Communication Features</b>	<ul style="list-style-type: none"> <li>• Embedded 4G</li> <li>• Bluetooth</li> <li>• NFC</li> <li>• Audible Notifications</li> <li>• Wi-Fi</li> <li>• Officer Down Alert</li> <li>• Real time BOLO/Amber/Silver Alerts</li> </ul>
<b>Performance Features</b>	<ul style="list-style-type: none"> <li>• Policy-based recording</li> <li>• Instant NFC Officer Login</li> <li>• Chain of Custody Validation for Video</li> <li>• Secure Remote Wipe/Lock</li> <li>• Pre-Event buffered recording</li> <li>• SmartRedaction</li> <li>• GPS stamping</li> <li>• Integration with mapping programs</li> <li>• Dispatch-initiated recording</li> <li>• Integration with in-vehicle camera system</li> </ul>
<b>Automatic Redaction</b>	<ul style="list-style-type: none"> <li>• Patented, AI-powered Automatic Redaction means agencies do not have to hire new headcount to manually redact videos</li> </ul>


**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*

<b>BODYWORN</b>	<b>Description</b>	<b>Price</b>
<b>BodyWorn Camera</b> 	Customized Motorola E4 Plus Android device that acts as a BodyWorn camera. Integrates with officer uniforms. Equipment is provide to customer free-for-use with active service.	\$60 (MRC)
<b>BodyWorn Setup Fee</b>	One-Time-Charge billed at BAN level. Covers cloud storage, training, project management fees for deployment. Billed once for each BodyWorn Camera user.	\$800 (OTC)
<b>Sprint Utility Unlimited &amp; Never Throttled LTE Plan</b>	Sprint's only Unlimited & Never Throttled LTE data plan. Can only be used when paired with Utility BodyWorn or Rocket IoT application SOCs.	\$30 (MRC)
<b>Notes</b>	BodyWorn Camera requires Sprint Utility Unlimited & Never Throttled LTE data plan. Utility provides the device to customer; Sprint does not sell device out of Sprint inventory.	


**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*

<b><u>ROCKET IOT</u></b>	<b>Description</b>	<b>Price</b>
<b>Rocket IoT Router</b> 	Utility designed, and built ruggedized vehicle-mounted LTE router. Create LTE-powered Wi-Fi hotspot around vehicle + GPS and can support Utility In-Vehicle Camera solution. Seamlessly integrates with BodyWorn Camera to act as an additional DVR for video storage. Equipment is provide to customer free-for-use with active service.	\$30 (MRC)
<b>Rocket IoT Router Setup &amp; Installation Fee</b>	One-Time-Charge billed at BAN level. Covers cloud storage, training, project management fees for deployment. Billed once for each BodyWorn Camera user.	\$1,350 (OTC)
<b>Sprint Utility Unlimited &amp; Never Throttled LTE Plan</b>	Sprint's only Unlimited & Never Throttled LTE data plan. Can only be used when paired with Utility BodyWorn or Rocket IoT application SOCs.	\$30 (MRC)
<b>Notes</b>	Rocket IoT Router requires Sprint Utility Unlimited & Never Throttled LTE data plan. Sprint does not inventory Rocket IoT Routers.	

**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*

<b><u>IN-VEHICLE CAMERA</u></b>	<b>Description</b>	<b>Price</b>
<b>Utility In-Vehicle Camera</b> 	Dash and back-seat mounted in-vehicle cameras powered by Utility Rocket IoT. Equipment is provide to customer free-for-use with active service.	\$70 (MRC)
<b>Utility In-Vehicle Camera Set Up &amp; Installation Fee</b>	One-Time-Charge billed at BAN level. Covers cloud storage, training, project management fees for deployment. Billed once for each BodyWorn Camera user.	\$1,450 (OTC)
<b>Sprint Utility Unlimited &amp; Never Throttled LTE Plan</b>	Sprint's only Unlimited & Never Throttled LTE data plan. Can only be used when paired with Utility BodyWorn or Rocket IoT application SOCs.	\$30 (MRC)
<b>Notes</b>	Requires Rocket IoT solution. Total Utility MRC for solution is \$130 (\$30 Rocket IoT + \$70 In-Vehicle Camera + \$30 Sprint Utility Data Plan). Total Setup & Installation fee is \$2,800 (Rocket IoT \$1,350 + In-Vehicle Camera \$1,450).	

**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*



<b><u>IMPORTANT CONTACTS</u></b>	
<b>Sales Enablement Tools</b>	Click <b>here</b> or simply enter “BodyWorn” in the iConnect search box. There you’ll find an overview presentation, Sprint-branded collateral, Utility-branded equipment spec sheets and other resources as they become available.
<b>Sprint IoT Product Management</b>	Bill Edmonds <a href="mailto:bill.l.edmonds@sprint.com">bill.l.edmonds@sprint.com</a>

<b><u>ENABLEMENT AND EDUCATION</u></b>	
<b>Salesforce.com</b>	SFDC Chatter Page for Connected Camera
<b>i-Connect</b>	Many helpful material may be found on i-Connect, including: <ul style="list-style-type: none"> <li>• Job Aide</li> <li>• Sprint-branded collateral</li> <li>• BodyWorn branded materials</li> </ul>

**SPRINT PROPRIETARY:**

*For Internal Use Only. Distribution of this document to any individual not employed by Sprint, not an Authorized Representative of Sprint or to any unauthorized organization is strictly prohibited. Violation of this restriction could result in penalties up to and including termination of your employment by or your agreement with Sprint.*