



CITY OF MENIFEE

SUBJECT: Agreement with Axon Enterprises, Inc. for Police Department Body Worn Cameras and Dash Cameras

MEETING DATE: December 17, 2024

TO: Mayor and City Council

PREPARED BY: Christine Booker, Budgets & Grants Analyst

REVIEWED BY: Chris Karrer, Police Chief

APPROVED BY: Armando G. Villa, City Manager

RECOMMENDED ACTION

1. Approve and authorize the City Manager to execute the Master Services and Purchasing Agreement with Axon Enterprise, Inc. in an amount not-to-exceed \$6,814,103.84 for Axon devices and services for Fiscal Years 2025/2026 through 2034/2035; and
2. Approve and authorize this purchase utilizing NPPGov, Contract No. PS20270, pursuant to Meniffee Municipal Code Section 3.12.070 (6); and
3. Authorize the City Manager to execute the required documents and the Finance Department to issue a corresponding purchase order(s) for the purchase(s), and contract(s) and/or amendments.

DISCUSSION

The Meniffee Police Department (MPD) began contracting with Axon Enterprises, Inc. upon its go-live in July of 2020. Currently MPD has four active contracts with Axon which include two contracts for body-worn camera/taser bundles to outfit all necessary field staff, and two contacts for in-car camera systems that are located in all patrol and ancillary vehicles. The total of these four contracts is \$2,128,120. The contracts all have five-year terms with expiration dates between March 2025 and June 2027.

Staff requests that the four current Axon contracts be combined into one Master Services and Purchasing Agreement to increase the ease of management and tracking on the part of MPD, Information Technology (IT), and City Hall Finance staff. This combining of contracts would create one manageable term period for renewals and billing and would simplify cross-refencing of equipment and invoicing.

MPD staff have worked alongside the Axon representatives to create an inclusive quote to cover all existing equipment and services, as well as pricing out the expansion needed for the future growth of the department. The new term for the proposed Master Agreement would be ten years and four months to cover the earliest expiring contract term of March 2025 through the end of the fiscal year in June 2035. The longer term would enable MPD to ensure access to more favorable pricing and access to the latest advanced technology which would directly contribute to the City's long-term safety and resilience goals. While considering all budgetary factors staff have determined that the benefits of moving forward with the proposed agreement would provide the most cost-effective advantage, saving funds in the long term as opposed to renewing the existing agreement for another five-year term. Table 1 below demonstrates the cost savings for the proposed agreement.

TABLE 1

Agreement Options	Initial Term	Contract Initial Cost	Contract Renewal Cost	Total for 10-year term
Maintain All Current Items (Jan '25 pricing)	5 years	\$2,655,867.99	\$4,834,937.35*	\$7,490,805.34
Upgrade to Taser 10 in 2025 (Jan '25 pricing)	5 years	\$4,029,114.46	\$4,834,937.35**	\$8,864,051.81
<i>Upgrade to Taser 10 in 2025 with extended term (Proposed)</i>	10 years	\$6,814,103.84	\$0.00	\$6,814,103.84

*Current five-year contracts include a 20% increase to renew the contract for an additional five-year term. ** Taser 7's will be phased out in five years and upgrade to Taser 10 would result in the increased cost for the renewal period.

In addition to the replacement of the current body camera/taser bundles with the newest models every two years, MPD would also gain access to new software and equipment under the requested contract consolidation. The breakdown for included items is shown below in Table 2.

TABLE 2

Item/ Service	Description	Included in Current Contract	Included in Requested Contract	Quantity if Applicable
TASER 7	Current model of tasers	X		
TASER 10	Newest model of tasers with improved range		X	93
AXON Body-3	Current model of body worn cameras	X		
AXON Body-4	Newest model of body worn cameras with upgraded system, improved battery, and Draft One capabilities		X	109

Draft One	Automated transcription services, dictates reports based on body worn camera footage		X	60
AXON Air	Drone to support Drone as First Responder Program (valued at \$25,667.40 but receiving for free)		X	1
FUSUS*	Real time awareness center with up to 1,500 video streams from parks, streets, PD, school, private sites, etc.		X	1
AXON VR	State of the art Virtual Reality taser training including headsets, training tasers, tablets and controllers		X	4
OSP 10 Package	Allows for regular equipment replacement cycles ensuring access to latest cameras and tasers without needing to purchase new equipment		X	All equipment
Fleet-3	In-car dash camera and license plate reader system	X	X	Increase from 52 to 62

*The FUSUS real time crime center software is valued at \$150,000 per year but the ten-year contract term would lock in pricing for this program at \$100,000 per year creating total savings of \$500,000 over the life of the contract.

Purchasing body worn camera/tasers and in-car cameras systems using the NPPGov Cooperative Purchasing Agreement No. PS20270 would expedite and result in cost savings by leveraging cooperative purchasing of the community, government agency, educational institute, tribal nation, and nonprofit pricing. Using the contracts, the City would also benefit from reduced administrative costs. The purchasing is allowed under the Menifee Municipal Code Section 3.12.070 (6).

STRATEGIC PLAN OBJECTIVE

Safe and Vibrant Community

FISCAL IMPACT

The fiscal impact for the proposed agreement with Axon Enterprises, Inc. is not-to-exceed \$6,814,103.84 over the 10-year term. Funding for the first four months of the agreement with Axon from March 2025 – June 30, 2025 would be paid from credits earned due to the consolidation of contracts resulting in a positive balance on the MPD’s account. No additional budget appropriation action(s) is required. Funding for the future fiscal years would be budgeted under leases for MPD within the Information Technology Fund (1110-MPD-652502). Funding per fiscal year is reflected in Table 3 on the following page.

TABLE 3

Fiscal Year	Total Due	Notes
FY 2024-2025	(\$30,541.44)	Credits will pay for the remainder of this FY from March – June 2025
FY 2025-2026	\$697,342.16	Higher than other years to account for hardware cost for additional 10 in-car cameras.
FY 2026-2027	\$683,033.66	
FY 2027-2028	\$683,033.66	
FY 2028-2029	\$683,033.66	
FY 2029-2030	\$683,033.66	
FY 2030-2031	\$683,033.66	
FY 2031-2032	\$683,033.66	
FY 2032-2033	\$683,033.66	
FY 2033-2034	\$683,033.66	
FY 2034-2035	\$683,033.84	Contract will expire on June 30, 2035
TOTAL	\$6,814,103.84	

ATTACHMENTS

1. Axon Agreement
2. Master Services Agreement
3. NPPGov Axon Summary