



# City Council Report

**Date:** June 26, 2017  
**To:** City Council  
**Through:** Mike Kennington, Chief Financial Officer  
**From:** Edward Quedens, MPA, C.P.M., CPPO, Business Services Director  
Matt Bauer, MBA, CPPO, CPPB, CPSM, Procurement Administrator  
**Subject:** Five-Year Term Contract for the Purchase of Axon Flex On Body Camera Equipment, Supplies and Evidence.com Storage and Controlled Electrical Weapon Equipment and Supplies for the Police Department **(Sole Source) (Citywide)**

## Purpose and Recommendation

Council is requested to approve a Five-Year Term Contract for Axon Flex On-Body Camera Equipment, Supplies and Evidence Storage and Controlled Electrical Weapon Equipment and Supplies as recommended.

The Police Department and Purchasing recommend awarding the contract to the sole source vendor, Axon Enterprises, Inc. for the five-year purchase total of \$3,872,660.65.

## Background / Discussion

The Mesa Police Department began using Axon Flex On-Body Cameras (OBC) in 2012. The system is a tool used to demonstrate transparency, ensure the accountability and increase the public's trust in officers. The Axon Flex On-Body Cameras have been deployed to 350 members. All inventory has been issued. There is no stock available in the event a unit needs to be repaired or to fulfill requests to issue equipment to investigative units.

The Mesa Police Department also uses a Controlled Electrical Weapon (CEW). The CEW is used to incapacitate dangerous subjects or to gain lawful control of combative subjects. The Police Department has been using CEW equipment since 2011 and has an inventory of 823 devices that have been deployed to sworn officers, detention officers, municipal security officers and park rangers.

There are currently two independent contracts with Taser International; one contract for the Axon Flex On-Body Camera Equipment and Storage and one contract for the Controlled Electrical Weapon Equipment and Supplies. The Police Department is requesting a five-year contract with Axon Enterprises to incorporate the independent contracts.

The combined contract consists of two tiers; the Officer Safety Program and Taser 60. The Officer Safety Plan combines the OBC devices and storage with CEW devices. This plan will be utilized by the 350 personnel that have both OBC and CEW equipment. The Taser 60 Plan will be utilized by the personnel that only have the CEW equipment. Through the

Taser 60 Plan, 477 CEWs will be purchased; 473 will be issued to personnel that only have the CEW equipment and 4 active spares will be available.

The benefits of a single contract include unlimited data storage and full warranty replacement or repair of both OBC and CEW equipment. Upon implementation of the contract, all existing CEWs will be upgraded to the X2 model. In addition, the Axon Flex On Body Camera System can be upgraded every 2.5 years. A Performance Power Magazine battery will be included with all CEWs. This smart battery automatically activates all Axon Flex On Body Cameras within a designated distance.

A single contract will provide the most current equipment for personnel through an established cycle replacement plan. The contract allows the flexibility of moving between the Officer Safety Plan and Taser 60 as the Department's needs evolve. This contract will provide a forecast of related costs for the next five years.

Taser International has recently changed their name to Axon Enterprises.

### **Alternatives**

If Council chooses not to authorize the contract, the Police Department will continue to keep the existing, separate contracts. Additionally, at the end of each contract, a new contract would be negotiated. The Police Department will be subject to the prices offered by Axon Enterprises at the time of contract expiration and renewal.

Since the Police Department has been using Axon Flex On-Body Cameras and Controlled Electrical Weapons provided by the sole source manufacturer, Axon Enterprises for many years, it is not practical to change either platform. A change in either device would need to take into consideration issues including training, data migration, parts on hand, policy changes and access to data by Mesa City Court and the Prosecutor's Office.

### **Fiscal Impact**

The first year's costs under the combined contract will be funded using \$550,000.00 from the Police Department operating Budget with the remainder from Asset Forfeiture funds. The costs for years 2 through 5 will be budgeted for within the Police Department operating budget.

#### **Combined Cost for OBC and CEW Contract:**

Year	Amount
1	\$645,146.93
2	\$556,878.43
3	\$556,878.43
4	\$556,878.43
5	\$556,878.43

Historical and projected costs on the current separate OBC and CEW Contracts are as follows:

Year	OBC	CEW	Total
1	\$214,287.18	\$111,313.57	\$325,600.75
2	\$313,249.08	\$84,168.56	\$397,417.64
3	\$387,973.70	\$94,311.57	\$482,285.27
4	\$274,661.10 (Scheduled)	\$95,000.00 (Estimated)	\$369,661.10*
5	\$285,911.10 (Scheduled)	\$95,000.00 (Estimated)	\$380,911.10*

\*These costs do not reflect any potential increase in storage costs or upgraded CEWs. The current CEW contract could be used to upgrade the Department's inventory to the X2 model at a cost of approximately \$1,020,000.

### **Coordinated With**

Police Department and Purchasing

### **PURCHASING INFORMATION**

Action: Initial Award

Procurement Type: Competition Exempt (Sole Source)

Solicitation Number: 2017224

Local Consideration: Policy did not apply to this procurement method

Initial Contract Term: Five years

Possible Renewals: None

Prices: Future price increases are capped by the Index – N/A

Pricing Available to Other Cooperative Agencies: No

**AWARD RECOMMENDATION**

***Axon Enterprises, Inc.***

**Scottsdale, AZ**

Description
<p>Purchase Axon Flex On-Body Camera Equipment, Supplies and Maintenance, Evidence.com storage and Controlled Electrical Weapon Equipment and Supplies per Contract No. 2017224</p> <p><b>Contract Amount Year 1: \$845,146.93</b> <b>Contract Amount Year 2: \$756,878.43</b> <b>Contract Amount Year 3: \$756,878.43</b> <b>Contract Amount Year 4: \$756,878.43</b> <b>Contract Amount Year 5: \$756,878.43</b></p> <p><b>Five-Year Total: <u>\$3,872,660.65</u></b></p> <p>The amounts requested include \$200,000.00 each contract year to expand the program in the event additional equipment needs are identified.</p>