



## Staff Report

**Subject:** Vehicle / Body Camera Program

**Department/Program:** Police

**Explanation:**

Our current vehicle/body cameras are nearing the end of their functional life. The car cameras were installed in 2015 and the body cameras were implemented in 2020. Body cameras have a three to five year service life. We are having difficulties in finding parts to repair our cameras. In the Fall 2023, we sought out proposals for a replacement vehicle/body camera system. Two vendors, Axon and i-Pro, submitted proposals. Officers field-tested samples from both vendors to verify the performance and capabilities of the cameras. Staff is recommending the Axon system, due to its exceptional performance during the field-testing. Officers indicated the Axon camera was of a higher quality and the battery lasted the full 12-hour shift. The i-Pro camera exhibited issues with battery life, which significantly affected its suitability for our operational needs.

Here is the cost analysis:

**i-Pro (Turn-Key Mobile, Inc.):**

- Total Cost over 5 years \$365,147.00
- 51 Body-Worn Cameras, 15 In-Car Cameras

**Axon:**

- Total Cost over 5 years \$362,627.28
- 48 Body-Worn Cameras, 15 In-Car Cameras

Both companies offer a five-year payment option for the purchase of their products. Turn-Key Mobile offers the option to finance the purchase through a third-party vendor. Axon provides a built-in payment plan, spreading payments over the 5-year period, simplifying budget management, and eliminating the need for external financing negotiations. The pricing for both systems includes all of the software licensing for the systems. Both systems include cloud-based storage for the video. The Axon proposal also includes a product refresh at the thirty-six and sixty-month point in the body camera contract. They will give us updated body cameras to ensure the batteries, and technology, are up-to-date. At the end of our five-year payment plan, we would own the cameras. For Axon, the payments would be:

	Body Cameras	Car Cameras	Yearly Total
May 2024	\$68,534.24	\$25,747.95	\$94,282.19
May 2025	\$36,414.73	\$26,777.87	\$63,192.60
May 2026	\$37,871.32	\$27,848.98	\$65,720.30
May 2027	\$39,386.17	\$28,962.94	\$68,349.11
May 2028	\$40,961.62	30,121.46	\$71,083.08
Total Project Cost:			\$362,627.28

**Recommendation:**

I am recommending Axon be awarded the contract for our vehicle / body camera program. The Axon cameras performed better during our field-testing and we are able to spread out the cost of the purchase over a five-year period. This project is within budget. We budgeted \$150,000.00 this year for this project. I have attached the report prepared by Officer Scott Stephens and the quotes from the vendors.

**Submitted By: John Bergfeld, Acting Chief of Police**

**Date: April 12, 2024**



**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
 Domestic: (800) 978-2737  
 International: +1.800.978.2737

Q-521495-45383.725MD

Issued: 04/01/2024

Quote Expiration: 04/30/2024

Estimated Contract Start Date: 06/01/2024

Account Number: 107685

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Ballwin Police Department - MO 300 Park Dr Ballwin, MO 63011-3717 USA	Ballwin Police Department - MO 300 Park Dr Ballwin MO 63011-3717 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Matthew Dufford Phone: 7074802550 Email: mdufford@axon.com Fax:	John Bergfeld Phone: 636-207-2351 Email: jbergfeld@ballwin.mo.us Fax: (636) 207-2340

**Quote Summary**

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$139,459.20</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$139,459.20</b>

**Discount Summary**

Average Savings Per Year	\$6,023.04
<b>TOTAL SAVINGS</b>	<b>\$30,115.20</b>

**Payment Summary**

<b>Date</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
May 2024	\$25,747.95	\$0.00	\$25,747.95
May 2025	\$26,777.87	\$0.00	\$26,777.87
May 2026	\$27,848.98	\$0.00	\$27,848.98
May 2027	\$28,962.94	\$0.00	\$28,962.94
May 2028	\$30,121.46	\$0.00	\$30,121.46
<b>Total</b>	<b>\$139,459.20</b>	<b>\$0.00</b>	<b>\$139,459.20</b>

Quote Unbundled Price:	\$169,574.40
Quote List Price:	\$154,953.60
Quote Subtotal:	\$139,459.20

**Pricing**

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
Fleet3B	Fleet 3 Basic	16	60	\$176.64	\$161.41	\$145.27	\$139,459.20	\$0.00	\$139,459.20
<b>Total</b>							<b>\$139,459.20</b>	<b>\$0.00</b>	<b>\$139,459.20</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
Fleet 3 Basic	11634	AXON FLEET - CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	16		05/01/2024
Fleet 3 Basic	70112	AXON SIGNAL - SIGNAL UNIT	16		05/01/2024
Fleet 3 Basic	71200	AXON FLEET - AIRGAIN ANT - 5-IN-1 2LTE 2WIFI 1GNSS BL	16		05/01/2024
Fleet 3 Basic	72036	AXON FLEET 3 - STANDARD 2 CAMERA KIT	16		05/01/2024
Fleet 3 Basic	72048	AXON FLEET 3 - SIM INSERTION - ATT	16		05/01/2024

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80400	AXON EVIDENCE - FLEET VEHICLE LICENSE	16	06/01/2024	05/31/2029
Fleet 3 Basic	80410	AXON EVIDENCE - STORAGE - FLEET 1 CAMERA UNLIMITED	32	06/01/2024	05/31/2029

### Services

Bundle	Item	Description	QTY
Fleet 3 Basic	73391	AXON FLEET 3 - DEPLOYMENT (PER VEHICLE)	16

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Fleet 3 Basic	80379	AXON SIGNAL - EXT WARRANTY - SIGNAL UNIT	16	05/01/2025	05/31/2029
Fleet 3 Basic	80495	AXON FLEET 3 - EXT WARRANTY - 2 CAMERA KIT	16	05/01/2025	05/31/2029

## Shipping Locations

Location Number	Street	City	State	Zip	Country
	300 Park Dr	Ballwin	MO	63011-3717	USA

## Payment Details

### May 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	Fleet3B	Fleet 3 Basic	16	\$25,747.95	\$0.00	\$25,747.95
<b>Total</b>				<b>\$25,747.95</b>	<b>\$0.00</b>	<b>\$25,747.95</b>

### May 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	Fleet3B	Fleet 3 Basic	16	\$26,777.87	\$0.00	\$26,777.87
<b>Total</b>				<b>\$26,777.87</b>	<b>\$0.00</b>	<b>\$26,777.87</b>

### May 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	Fleet3B	Fleet 3 Basic	16	\$27,848.98	\$0.00	\$27,848.98
<b>Total</b>				<b>\$27,848.98</b>	<b>\$0.00</b>	<b>\$27,848.98</b>

### May 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	Fleet3B	Fleet 3 Basic	16	\$28,962.94	\$0.00	\$28,962.94
<b>Total</b>				<b>\$28,962.94</b>	<b>\$0.00</b>	<b>\$28,962.94</b>

### May 2028

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	Fleet3B	Fleet 3 Basic	16	\$30,121.46	\$0.00	\$30,121.46
<b>Total</b>				<b>\$30,121.46</b>	<b>\$0.00</b>	<b>\$30,121.46</b>

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.



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Signature

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Date Signed

4/1/2024





**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
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SALES REPRESENTATIVE	PRIMARY CONTACT
Matthew Dufford Phone: 7074802550 Email: mdufford@axon.com Fax:	John Bergfeld Phone: 636-207-2351 Email: jbergfeld@ballwin.mo.us Fax: (636) 207-2340

**Quote Summary**

Program Length	60 Months
<b>TOTAL COST</b>	<b>\$223,168.08</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$223,168.08</b>

**Discount Summary**

Average Savings Per Year	\$13,373.08
<b>TOTAL SAVINGS</b>	<b>\$66,865.42</b>

**Payment Summary**

<b>Date</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
May 2024	\$68,534.24	\$0.00	\$68,534.24
May 2025	\$36,414.73	\$0.00	\$36,414.73
May 2026	\$37,871.32	\$0.00	\$37,871.32
May 2027	\$39,386.17	\$0.00	\$39,386.17
May 2028	\$40,961.62	\$0.00	\$40,961.62
<b>Total</b>	<b>\$223,168.08</b>	<b>\$0.00</b>	<b>\$223,168.08</b>

Quote Unbundled Price:	\$290,033.50
Quote List Price:	\$258,043.30
Quote Subtotal:	\$223,168.08

**Pricing**

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>Program</b>									
BWCamTAP	Body Worn Camera TAP Bundle	47	60	\$41.21	\$33.80	\$32.50	\$91,650.00	\$0.00	\$91,650.00
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	60	\$73.05	\$36.07	\$34.66	\$10,398.00	\$0.00	\$10,398.00
<b>A la Carte Hardware</b>									
H00001	AB4 Camera Bundle	47			\$849.00	\$327.14	\$15,375.58	\$0.00	\$15,375.58
H00002	AB4 Multi Bay Dock Bundle	5			\$1,638.90	\$1,638.90	\$8,194.50	\$0.00	\$8,194.50
<b>A la Carte Software</b>									
73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	60		\$0.65	\$0.60	\$34,560.00	\$0.00	\$34,560.00
ProLicense	Pro License Bundle	4	60		\$43.40	\$42.25	\$10,140.00	\$0.00	\$10,140.00
BasicLicense	Basic License Bundle	44	60		\$16.27	\$16.25	\$42,900.00	\$0.00	\$42,900.00
<b>A la Carte Services</b>									
85144	AXON BODY - PSO - STARTER	1			\$13,000.00	\$9,950.00	\$9,950.00	\$0.00	\$9,950.00
<b>Total</b>							<b>\$223,168.08</b>	<b>\$0.00</b>	<b>\$223,168.08</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	47		05/01/2024
AB4 Camera Bundle	100147	AXON BODY 4 - CAMERA - NA US FIRST RESPONDER BLK RAPIDLOCK	1		05/01/2024
AB4 Camera Bundle	100466	AXON BODY 4 - CABLE - USB-C TO USB-C	52		05/01/2024
AB4 Camera Bundle	74028	AXON BODY - MOUNT - WING CLIP RAPIDLOCK	52		05/01/2024
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - DOCK - EIGHT BAY	5		05/01/2024
AB4 Multi Bay Dock Bundle	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	5		05/01/2024
AB4 Multi Bay Dock Bundle	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	5		05/01/2024
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	AXON BODY - TAP REFRESH 1 - DOCK MULTI BAY	5		11/01/2026
Body Worn Camera TAP Bundle	73309	AXON BODY - TAP REFRESH 1 - CAMERA	48		11/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	AXON BODY - TAP REFRESH 2 - DOCK MULTI BAY	5		05/01/2029
Body Worn Camera TAP Bundle	73310	AXON BODY - TAP REFRESH 2 - CAMERA	48		05/01/2029

### Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	44	06/01/2024	05/31/2029
Basic License Bundle	73840	AXON EVIDENCE - ECOM LICENSE - BASIC	44	06/01/2024	05/31/2029
Pro License Bundle	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	12	06/01/2024	05/31/2029
Pro License Bundle	73746	AXON EVIDENCE - ECOM LICENSE - PRO	4	06/01/2024	05/31/2029
A la Carte	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	06/01/2024	05/31/2029

### Services

Bundle	Item	Description	QTY
A la Carte	85144	AXON BODY - PSO - STARTER	1

### Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	AXON BODY - TAP WARRANTY - MULTI BAY DOCK	5	05/01/2025	05/31/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	47	05/01/2025	05/31/2029
Body Worn Camera TAP Bundle	80464	AXON BODY - TAP WARRANTY - CAMERA	1	05/01/2025	05/31/2029

## Shipping Locations

Location Number	Street	City	State	Zip	Country
	300 Park Dr	Ballwin	MO	63011-3717	USA

## Payment Details

### May 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront Hardware + PSO	85144	AXON BODY - PSO - STARTER	1	\$9,950.00	\$0.00	\$9,950.00
Upfront Hardware + PSO	H00001	AB4 Camera Bundle	47	\$15,375.58	\$0.00	\$15,375.58
Upfront Hardware + PSO	H00002	AB4 Multi Bay Dock Bundle	5	\$8,194.50	\$0.00	\$8,194.50
Year 1	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	\$6,380.71	\$0.00	\$6,380.71
Year 1	BasicLicense	Basic License Bundle	44	\$7,920.49	\$0.00	\$7,920.49
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$1,919.76	\$0.00	\$1,919.76
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	47	\$16,921.08	\$0.00	\$16,921.08
Year 1	ProLicense	Pro License Bundle	4	\$1,872.12	\$0.00	\$1,872.12
<b>Total</b>				<b>\$68,534.24</b>	<b>\$0.00</b>	<b>\$68,534.24</b>

### Jun 2024

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Invoice Upon Fulfillment	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$0.00	\$0.00	\$0.00
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

### May 2025

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	\$6,635.94	\$0.00	\$6,635.94
Year 2	BasicLicense	Basic License Bundle	44	\$8,237.33	\$0.00	\$8,237.33
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$1,996.54	\$0.00	\$1,996.54
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	47	\$17,597.92	\$0.00	\$17,597.92
Year 2	ProLicense	Pro License Bundle	4	\$1,947.00	\$0.00	\$1,947.00
<b>Total</b>				<b>\$36,414.73</b>	<b>\$0.00</b>	<b>\$36,414.73</b>

### May 2026

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	\$6,901.38	\$0.00	\$6,901.38
Year 3	BasicLicense	Basic License Bundle	44	\$8,566.82	\$0.00	\$8,566.82
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$2,076.41	\$0.00	\$2,076.41
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	47	\$18,301.83	\$0.00	\$18,301.83
Year 3	ProLicense	Pro License Bundle	4	\$2,024.88	\$0.00	\$2,024.88
<b>Total</b>				<b>\$37,871.32</b>	<b>\$0.00</b>	<b>\$37,871.32</b>

### May 2027

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	\$7,177.43	\$0.00	\$7,177.43
Year 4	BasicLicense	Basic License Bundle	44	\$8,909.50	\$0.00	\$8,909.50
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$2,159.46	\$0.00	\$2,159.46

**May 2027**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	47	\$19,033.90	\$0.00	\$19,033.90
Year 4	ProLicense	Pro License Bundle	4	\$2,105.88	\$0.00	\$2,105.88
<b>Total</b>				<b>\$39,386.17</b>	<b>\$0.00</b>	<b>\$39,386.17</b>

**May 2028**

Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	73683	AXON EVIDENCE - STORAGE - 10GB A LA CARTE	960	\$7,464.53	\$0.00	\$7,464.53
Year 5	BasicLicense	Basic License Bundle	44	\$9,265.87	\$0.00	\$9,265.87
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	5	\$2,245.84	\$0.00	\$2,245.84
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	47	\$19,795.27	\$0.00	\$19,795.27
Year 5	ProLicense	Pro License Bundle	4	\$2,190.11	\$0.00	\$2,190.11
<b>Total</b>				<b>\$40,961.62</b>	<b>\$0.00</b>	<b>\$40,961.62</b>

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Signature

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Date Signed

4/1/2024

