



Staff Report

Subject: Taser Purchase

Department/Program: Police

Explanation:

The current Tasers carried by the Ballwin Police Department were purchased in 2018. Our X26P Taser units went out of warranty in February 2023, meaning they will not be repaired by the company. The X26Ps uses technology that is now over ten years old. There have been several technology upgrades, since we have purchased our Tasers. We have delayed purchasing new Tasers due to other items having a higher budgetary priority. Taser is a sole source item and there are no comparable Electro Muscular Disruption (EMD) devices used in law enforcement.

Taser has provided a quote for 45 new EMDs. The current model is the Taser 10 which has an effective range of 45 feet compared to our current Taser’s 21 foot range. This increases officer safety, because staff does not need to be as close to a subject to restrain them. Taser 10 also holds 10 probes that may be discharged individually to ensure effectiveness. The technology will only energize the two probes that have the best contact with the subject’s skin. Currently, an officer would have to reload a new cartridge if a probe became tangled in a loose fitting t-shirt or heavy coat.

The quote includes 45 Taser 10s, cartridges, a two day instructor Taser 10 course for our instructors, new holsters for the Tasers, training targets & cartridges, software licenses, cloud based data storage, and warranties.

The total cost for the project is \$224,693.48 which may be broken down into a five year payment plan. The cost per year would be:

August 2024	\$47,017.63
August 2025	\$41,840.89
August 2026	\$43,514.54
August 2027	\$45,255.09
August 2028	\$47,065.33
Total Cost	\$224,693.48

Recommendation:

I am requesting approval to upgrade the department’s EMDs to the Taser 10. The police department budgeted \$41,800 this year for new Tasers. I request we use a portion of the excess funds budgeted for the car and body camera project to cover the \$5,217.63 budget shortfall with this project. The discrepancy occurred due to Taser increasing their pricing from when we requested a budget estimate in August 2023. I have attached the quote from Taser.



Submitted By: **John Bergfeld**

Date: **April 15, 2024**

Non-Binding Budgetary Estimate



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-511252-45383.726MD

Issued: 04/01/2024



Quote Expiration: 04/30/2024

Estimated Contract Start Date: 09/01/2024

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
TOTAL COST	\$211,527.00
ESTIMATED TOTAL W/ TAX	\$224,693.48

Discount Summary

Average Savings Per Year	\$10,621.80
TOTAL SAVINGS	\$53,109.00

Non-Binding Budgetary Estimate

Payment Summary

Date	Subtotal	Tax	Total
Aug 2024	\$44,586.74	\$2,430.89	\$47,017.63
Aug 2025	\$39,312.77	\$2,528.12	\$41,840.89
Aug 2026	\$40,885.28	\$2,629.26	\$43,514.54
Aug 2027	\$42,520.69	\$2,734.40	\$45,255.09
Aug 2028	\$44,221.52	\$2,843.81	\$47,065.33
Total	\$211,527.00	\$13,166.48	\$224,693.48

Non-Binding Budgetary Estimate

Quote Unbundled Price: \$264,636.00
 Quote List Price: \$226,134.00
 Quote Subtotal: \$211,527.00

Pricing

All deliverables are detailed in Delivery Schedules section lower in proposal

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
Program									
C00010	BUNDLE - TASER 10 CERTIFICATION	45	60	\$95.50	\$81.24	\$75.83	\$204,741.00	\$13,166.48	\$217,907.48
A la Carte Services									
85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1			\$6,786.00	\$6,786.00	\$6,786.00	\$0.00	\$6,786.00
Total							\$211,527.00	\$13,166.48	\$224,693.48

Non-Binding Budgetary Estimate

Firearms and Ammunition Excise Tax

SKU	Description	Taxable Amount	FAET Rate	FAET Amount
100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	\$73,463.40	0.1	\$7,346.34
100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	\$1,956.52	0.1	\$195.65
20018	AXON TASER - BATTERY PACK - TACTICAL	\$4,210.65	0.1	\$421.07
20018	AXON TASER - BATTERY PACK - TACTICAL	\$93.57	0.1	\$9.36
100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	\$6,124.95	0.1	\$612.50
100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	\$136.11	0.1	\$13.61
100751	AXON TASER 10 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	\$14,584.50	0.11	\$1,604.30
100399	TASER 10 LIVE CARTRIDGE	\$16,839.00	0.11	\$1,852.29
100399	TASER 10 LIVE CARTRIDGE	\$2,619.40	0.11	\$288.13
100399	TASER 10 LIVE CARTRIDGE	\$2,432.30	0.11	\$267.55
100399	TASER 10 LIVE CARTRIDGE	\$2,619.40	0.11	\$288.13
100399	TASER 10 LIVE CARTRIDGE	\$2,432.30	0.11	\$267.55
			Total	\$13,166.48

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 10 CERTIFICATION	100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	45		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100390	AXON TASER 10 - HANDLE - YELLOW CLASS 3R	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	45		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100393	AXON TASER 10 - MAGAZINE - LIVE DUTY BLACK	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100394	AXON TASER 10 - MAGAZINE - HALT TRAINING BLUE	4		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100395	AXON TASER 10 - MAGAZINE - LIVE TRAINING PURPLE	3		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100396	AXON TASER 10 - MAGAZINE - INERT RED	30		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100399	TASER 10 LIVE CARTRIDGE	900		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	270		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100401	AXON TASER 10 - CARTRIDGE - INERT	300		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100611	AXON TASER 10 - SAFARILAND HOLSTER - RH	35		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100613	AXON TASER 10 - SAFARILAND HOLSTER - LH	10		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100623	AXON TASER - TRAINING - ENHANCED HALT SUIT V2	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	45		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	20018	AXON TASER - BATTERY PACK - TACTICAL	8		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	70033	AXON - DOCK WALL MOUNT - BRACKET ASSY	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	71019	AXON BODY - DOCK POWERCORD - NORTH AMERICA	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	74200	AXON TASER - DOCK - SIX BAY PLUS CORE	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	80087	AXON TASER - TARGET - CONDUCTIVE PROFESSIONAL RUGGEDIZED	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	80090	AXON TASER - TARGET FRAME - PROFESSIONAL 27.5 IN X 75 IN	1		08/01/2024
BUNDLE - TASER 10 CERTIFICATION	100399	TASER 10 LIVE CARTRIDGE	140		08/01/2025
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	360		08/01/2025
BUNDLE - TASER 10 CERTIFICATION	100399	TASER 10 LIVE CARTRIDGE	130		08/01/2026
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	360		08/01/2026
BUNDLE - TASER 10 CERTIFICATION	100399	TASER 10 LIVE CARTRIDGE	140		08/01/2027

Non-Binding Budgetary Estimate

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	360		08/01/2027
BUNDLE - TASER 10 CERTIFICATION	100399	TASER 10 LIVE CARTRIDGE	130		08/01/2028
BUNDLE - TASER 10 CERTIFICATION	100400	AXON TASER 10 - CARTRIDGE - HALT	360		08/01/2028

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 10 CERTIFICATION	101180	AXON TASER - DATA SCIENCE PROGRAM	45	09/01/2024	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	20248	AXON TASER - EVIDENCE.COM LICENSE	45	09/01/2024	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	20248	AXON TASER - EVIDENCE.COM LICENSE	1	09/01/2024	08/31/2029

Services

Bundle	Item	Description	QTY
BUNDLE - TASER 10 CERTIFICATION	100751	AXON TASER 10 - REPLACEMENT ACCESS PROGRAM - DUTY CARTRIDGE	45
BUNDLE - TASER 10 CERTIFICATION	101193	AXON TASER - ON DEMAND CERTIFICATION	1
A la Carte	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
BUNDLE - TASER 10 CERTIFICATION	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	45	08/01/2025	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	100704	AXON TASER 10 - EXT WARRANTY - HANDLE	1	08/01/2025	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER 7 - EXT WARRANTY - BATTERY PACK	45	08/01/2025	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER 7 - EXT WARRANTY - BATTERY PACK	1	08/01/2025	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	80374	AXON TASER 7 - EXT WARRANTY - BATTERY PACK	8	08/01/2025	08/31/2029
BUNDLE - TASER 10 CERTIFICATION	80396	AXON TASER 7 - EXT WARRANTY - DOCK SIX BAY	1	08/01/2025	08/31/2029

Non-Binding Budgetary Estimate

Shipping Locations

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

Payment Details

Aug 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront PSO	85149	AXON TASER - 2 DAY PRODUCT SPECIFIC INSTRUCTOR COURSE	1	\$6,786.00	\$0.00	\$6,786.00
Year 1	C00010	BUNDLE - TASER 10 CERTIFICATION	45	\$37,800.74	\$2,430.89	\$40,231.63
Total				\$44,586.74	\$2,430.89	\$47,017.63

Aug 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	C00010	BUNDLE - TASER 10 CERTIFICATION	45	\$39,312.77	\$2,528.12	\$41,840.89
Total				\$39,312.77	\$2,528.12	\$41,840.89

Aug 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	C00010	BUNDLE - TASER 10 CERTIFICATION	45	\$40,885.28	\$2,629.26	\$43,514.54
Total				\$40,885.28	\$2,629.26	\$43,514.54

Aug 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	C00010	BUNDLE - TASER 10 CERTIFICATION	45	\$42,520.69	\$2,734.40	\$45,255.09
Total				\$42,520.69	\$2,734.40	\$45,255.09

Aug 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	C00010	BUNDLE - TASER 10 CERTIFICATION	45	\$44,221.52	\$2,843.81	\$47,065.33
Total				\$44,221.52	\$2,843.81	\$47,065.33

Non-Binding Budgetary Estimate

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

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.

