

STAFF REPORT

DATE: September 25, 2023

TO: Governing Body

FROM: Chief Darrell Atteberry

RE: Axon Body Cameras



BACKGROUND:

AGENDA ITEM DESCRIPTION: The City of Bel Aire Police Department seeks to acquire updated Axon Body Cameras (BWC).

The police department has used Axon Body Cameras since 2014. The cameras have proven invaluable. The videos have been used to help officers accurately describe criminal and non-criminal events, to provide clear and compelling evidence for citizens with complaints, and as evidence in court cases.

The police department is budgeted through the Equipment Replacement Fund to purchase BWCs. The police department last purchased BWCs in 2019 with the purchase spread over 60 months.

BACKGROUND HISTORY: The City of Bel Aire Police Department maintains thirteen BWCs. All are used by officers, full-time and part-time, during events and contacts while on patrol. The BWCs have proven invaluable in memorializing events on criminal and non-criminal events.

The current contract is due to retire in November of 2024. The Bel Aire Police Department was contacted by our Axon representative and advised that Axon products would see a 6% increase in price on Jan 1, 2024.

As part of the contract, the BAPD will get unlimited storage. This was a move from 2-TB. The BAPD maxes out its contracted amount each year necessitating the purchase of additional storage.

Additionally, with the new contract the BAPD will get three additional cameras and an automatic equipment exchange every two years. This means we will get sixteen new upgraded cameras every two years. The cost is already in the new contract and will not have to be renegotiated if the price goes up later. If a camera is damaged or becomes unusable, the contract covers replacement and recovery of data.

This contract will include the cameras, docks, warranties, licenses, cables, equipment exchange, and storage.

The new BWCs will integrate with the newly acquired vehicle cameras.

FINANCIAL IMPACT:

Through negotiations with Axon the City would get a refund on the remainder of the current contract that would have ended in November 2024. The refund of \$7,422.80 will be spread over the 60-months of the contract.

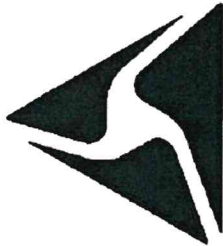
Cameras, docks, warranties, licenses, cables, equipment exchange, and storage	\$84,454
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The \$84,454 will be spread over a 60-month period.

The annual amount is included in the annual budget for 2024.

The City Attorney has reviewed the Axon contract and has approved to form.

STAFF RECOMMENDATION: Staff recommend approval of the purchase of the Axon cameras, docks, cables, warranties, storage, and license at the cost of \$84,454 with the payment to be spread over 60-months.



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-524283-45229.851SR

Issued: 10/30/2023

Quote Expiration: 11/17/2023

Estimated Contract Start Date: 02/01/2024

Account Number: 327038

Payment Terms: N30

Delivery Method:

SHIP TO	BILL TO
Business;Delivery;Invoice-7651 E Central Park Ave 7651 E Central Park Ave Bel Aire, KS 67226-7600 USA	BEL AIRE POLICE DEPT. - KS 7651 E Central Park Ave Bel Aire KS 67226-7600 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Henry Torres Phone: Email: htorres@axon.com Fax:	Robey Foxx Phone: (316) 744-6000 Email: rfoxx@belaireks.gov Fax: (316) 744-3739

Quote Summary

Program Length	60 Months
TOTAL COST	\$84,454.00
ESTIMATED TOTAL W/ TAX	\$84,454.00

Discount Summary

Average Savings Per Year	\$6,036.44
TOTAL SAVINGS	\$30,182.20

Payment Summary

Date	Subtotal	Tax	Total
Jan 2024	\$8,445.41	\$0.00	\$8,445.41
Jan 2025	\$16,890.80	\$0.00	\$16,890.80
Jan 2026	\$19,705.93	\$0.00	\$19,705.93
Jan 2027	\$19,705.93	\$0.00	\$19,705.93
Jan 2028	\$19,705.93	\$0.00	\$19,705.93
Total	\$84,454.00	\$0.00	\$84,454.00

Quote Unbundled Price: \$114,636.20
 Quote List Price: \$105,181.40
 Quote Subtotal: \$84,454.00

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									
100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1			\$1.00	(\$7,422.80)	(\$7,422.80)	\$0.00	(\$7,422.80)
100552	TRANSFER CREDIT - GOODS AXON	1			\$1.00	\$4,471.20	\$4,471.20	\$0.00	\$4,471.20
BWCamTAP	Body Worn Camera TAP Bundle	16	60	\$37.87	\$32.50	\$32.50	\$31,200.00	\$0.00	\$31,200.00
BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	60	\$70.49	\$34.66	\$34.66	\$4,159.20	\$0.00	\$4,159.20
A la Carte Hardware									
100775	AB4 MAGNETIC DISCONNECT CABLE	16			\$39.00	\$39.00	\$624.00	\$0.00	\$624.00
H00001	AB4 Camera Bundle	14			\$849.00	\$0.00	\$0.00	\$0.00	\$0.00
H00001	AB4 Camera Bundle	2			\$849.00	\$849.00	\$1,698.00	\$0.00	\$1,698.00
H00002	AB4 Multi Bay Dock Bundle	2			\$1,638.90	\$0.00	\$0.00	\$0.00	\$0.00
A la Carte Software									
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	60		\$26.04	\$26.04	\$24,998.40	\$0.00	\$24,998.40
ProLicense	Pro License Bundle	5	60		\$42.31	\$42.25	\$12,675.00	\$0.00	\$12,675.00
BasicLicense	Basic License Bundle	15	60		\$16.27	\$13.39	\$12,051.00	\$0.00	\$12,051.00
Total							\$84,454.00	\$0.00	\$84,454.00

Delivery Schedule

Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	14	01/01/2024
AB4 Camera Bundle	100147	AXON BODY 4 - NA - US FIRST RESPONDER - BLK - RAPIDLOCK	2	01/01/2024
AB4 Camera Bundle	100466	USB-C to USB-C CABLE FOR AB4	16	01/01/2024
AB4 Camera Bundle	100466	USB-C to USB-C CABLE FOR AB4	3	01/01/2024
AB4 Camera Bundle	11507	MOLLE MOUNT, SINGLE, AXON RAPIDLOCK	10	01/01/2024
AB4 Camera Bundle	71026	MAGNET MOUNT, FLEXIBLE REINFORCED, RAPIDLOCK	3	01/01/2024
AB4 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	3	01/01/2024
AB4 Camera Bundle	74028	WING CLIP MOUNT, AXON RAPIDLOCK	3	01/01/2024
AB4 Multi Bay Dock Bundle	100206	AXON BODY 4 - 8 BAY DOCK	2	01/01/2024
AB4 Multi Bay Dock Bundle	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	2	01/01/2024
AB4 Multi Bay Dock Bundle	71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK	2	01/01/2024
A la Carte	100775	AB4 MAGNETIC DISCONNECT CABLE	16	01/01/2024
Body Worn Camera Multi-Bay Dock TAP Bundle	73689	MULTI-BAY BWC DOCK 1ST REFRESH	2	07/01/2026
Body Worn Camera TAP Bundle	73309	AXON CAMERA REFRESH ONE	16	07/01/2026
Body Worn Camera Multi-Bay Dock TAP Bundle	73688	MULTI-BAY BWC DOCK 2ND REFRESH	2	01/01/2029
Body Worn Camera TAP Bundle	73310	AXON CAMERA REFRESH TWO	16	01/01/2029

Software

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Basic License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	15	02/01/2024	01/31/2029
Basic License Bundle	73840	EVIDENCE.COM BASIC ACCESS LICENSE	15	02/01/2024	01/31/2029
Pro License Bundle	73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	15	02/01/2024	01/31/2029
Pro License Bundle	73746	PROFESSIONAL EVIDENCE.COM LICENSE	5	02/01/2024	01/31/2029
A la Carte	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	02/01/2024	01/31/2029

Warranties

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
Body Worn Camera Multi-Bay Dock TAP Bundle	80465	EXT WARRANTY, MULTI-BAY DOCK (TAP)	2	01/01/2025	01/31/2029
Body Worn Camera TAP Bundle	80464	EXT WARRANTY, CAMERA (TAP)	16	01/01/2025	01/31/2029

Payment Details

Jan 2024						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 1	100552	TRANSFER CREDIT - GOODS AXON	1	\$447.12	\$0.00	\$447.12
Year 1	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$742.28)	\$0.00	(\$742.28)
Year 1	100775	AB4 MAGNETIC DISCONNECT CABLE	16	\$62.40	\$0.00	\$62.40
Year 1	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	\$2,499.84	\$0.00	\$2,499.84
Year 1	BasicLicense	Basic License Bundle	15	\$1,205.10	\$0.00	\$1,205.10
Year 1	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	\$415.92	\$0.00	\$415.92
Year 1	BWCamTAP	Body Worn Camera TAP Bundle	16	\$3,120.01	\$0.00	\$3,120.01
Year 1	H00001	AB4 Camera Bundle	14	\$0.00	\$0.00	\$0.00
Year 1	H00001	AB4 Camera Bundle	2	\$169.80	\$0.00	\$169.80
Year 1	H00002	AB4 Multi Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 1	ProLicense	Pro License Bundle	5	\$1,267.50	\$0.00	\$1,267.50
Total				\$8,445.41	\$0.00	\$8,445.41

Jan 2025						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 2	100552	TRANSFER CREDIT - GOODS AXON	1	\$894.24	\$0.00	\$894.24
Year 2	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$1,484.56)	\$0.00	(\$1,484.56)
Year 2	100775	AB4 MAGNETIC DISCONNECT CABLE	16	\$124.80	\$0.00	\$124.80
Year 2	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	\$4,999.68	\$0.00	\$4,999.68
Year 2	BasicLicense	Basic License Bundle	15	\$2,410.20	\$0.00	\$2,410.20
Year 2	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	\$831.84	\$0.00	\$831.84
Year 2	BWCamTAP	Body Worn Camera TAP Bundle	16	\$6,240.00	\$0.00	\$6,240.00
Year 2	H00001	AB4 Camera Bundle	14	\$0.00	\$0.00	\$0.00
Year 2	H00001	AB4 Camera Bundle	2	\$339.60	\$0.00	\$339.60
Year 2	H00002	AB4 Multi Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 2	ProLicense	Pro License Bundle	5	\$2,535.00	\$0.00	\$2,535.00
Total				\$16,890.80	\$0.00	\$16,890.80

Jan 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 3	100552	TRANSFER CREDIT - GOODS AXON	1	\$1,043.28	\$0.00	\$1,043.28
Year 3	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$1,731.99)	\$0.00	(\$1,731.99)
Year 3	100775	AB4 MAGNETIC DISCONNECT CABLE	16	\$145.60	\$0.00	\$145.60
Year 3	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	\$5,832.96	\$0.00	\$5,832.96
Year 3	BasicLicense	Basic License Bundle	15	\$2,811.90	\$0.00	\$2,811.90
Year 3	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	\$970.47	\$0.00	\$970.47
Year 3	BWCamTAP	Body Worn Camera TAP Bundle	16	\$7,280.01	\$0.00	\$7,280.01
Year 3	H00001	AB4 Camera Bundle	14	\$0.00	\$0.00	\$0.00
Year 3	H00001	AB4 Camera Bundle	2	\$396.20	\$0.00	\$396.20
Year 3	H00002	AB4 Multi Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 3	ProLicense	Pro License Bundle	5	\$2,957.50	\$0.00	\$2,957.50
Total				\$19,705.93	\$0.00	\$19,705.93

Jan 2027						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 4	100552	TRANSFER CREDIT - GOODS AXON	1	\$1,043.28	\$0.00	\$1,043.28
Year 4	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$1,731.99)	\$0.00	(\$1,731.99)
Year 4	100775	AB4 MAGNETIC DISCONNECT CABLE	16	\$145.60	\$0.00	\$145.60
Year 4	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	\$5,832.96	\$0.00	\$5,832.96
Year 4	BasicLicense	Basic License Bundle	15	\$2,811.90	\$0.00	\$2,811.90
Year 4	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	\$970.47	\$0.00	\$970.47
Year 4	BWCamTAP	Body Worn Camera TAP Bundle	16	\$7,280.01	\$0.00	\$7,280.01
Year 4	H00001	AB4 Camera Bundle	14	\$0.00	\$0.00	\$0.00
Year 4	H00001	AB4 Camera Bundle	2	\$396.20	\$0.00	\$396.20
Year 4	H00002	AB4 Multi Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 4	ProLicense	Pro License Bundle	5	\$2,957.50	\$0.00	\$2,957.50
Total				\$19,705.93	\$0.00	\$19,705.93

Jan 2028						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Year 5	100552	TRANSFER CREDIT - GOODS AXON	1	\$1,043.28	\$0.00	\$1,043.28
Year 5	100553	TRANSFER CREDIT - SOFTWARE AND SERVICES	1	(\$1,731.99)	\$0.00	(\$1,731.99)
Year 5	100775	AB4 MAGNETIC DISCONNECT CABLE	16	\$145.60	\$0.00	\$145.60
Year 5	73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	16	\$5,832.96	\$0.00	\$5,832.96
Year 5	BasicLicense	Basic License Bundle	15	\$2,811.90	\$0.00	\$2,811.90
Year 5	BWCamMBDTAP	Body Worn Camera Multi-Bay Dock TAP Bundle	2	\$970.47	\$0.00	\$970.47
Year 5	BWCamTAP	Body Worn Camera TAP Bundle	16	\$7,280.01	\$0.00	\$7,280.01
Year 5	H00001	AB4 Camera Bundle	14	\$0.00	\$0.00	\$0.00
Year 5	H00001	AB4 Camera Bundle	2	\$396.20	\$0.00	\$396.20
Year 5	H00002	AB4 Multi Bay Dock Bundle	2	\$0.00	\$0.00	\$0.00
Year 5	ProLicense	Pro License Bundle	5	\$2,957.50	\$0.00	\$2,957.50
Total				\$19,705.93	\$0.00	\$19,705.93

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), 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), 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.

Exceptions to Standard Terms and Conditions

Agency has existing contract 00024988 (shell 00056010) originated via Quote(s): Q-233731 (shell Q-312510), Q-254741, Q-272293, Q-461369

Agency is terminating those contracts effective 02/01/2024. Any change in this date will result in modification of the program value which may result in additional fees or credits due to or from Axon.

The parties agree that Axon is applying a Net Transfer Credit of (\$2,951.60) to the quote for paid but undelivered items.

_____ Signature	_____ Date Signed
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10/30/2023

