

THE CITY OF  
**BURLESON**  
TEXAS

Axon

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Captain Randy Crum

May 19, 2025



# Why Are We Here?

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- Axon New Proposal
  - Combine existing BWCs contracts into one contract
  - 10-year agreement locks in pricing
    - Includes “non-appropriation clause”
  - Cost containment with significant discounting
  - New features and capabilities
- Council Direction
  - City manager must sign quote by June 30, 2025, to lock in pricing
    - First payment due in FY2026

# Background

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- City has 95 Axon BWCs across three departments
  - Police Department – 90 BWCs
    - PD has 90 BWCs for 91 Sworn Officers (short one BWC)
    - 5 yr contract / renews in F29
  - Animal Control – 3 BWCs
  - Fire Department – 2 BWCs
- PD has two Operational Drones
  - Pilot & Observer required to be onsite and “line of sight”
  - Drones made in China

# Why Another Axon Agreement?

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- City currently has separate agreements for BWCs, Evidence.com licenses, and Axon Air Software
- Significant incentives at 100 BWCs threshold
  - Combining PD, FD, and ACO BWC agreements into one agreement brings city to 95 BWCs
  - Need to add five additional BWCs to get to 100 BWCs
- Additional enhancement requested to add Artificial Intelligence (AI) bundle to agreement
  - Early adopter pricing for AI bundle that includes any future AI service modules
- City is vested in the digital storage capabilities (Evidence.com) provided by Axon thus securing a longer-term agreement has benefits to the city
- Changing to another digital storage location will incur significant costs (purchasing servers) and BTX IT resources
- Cost savings from extended agreement and service enhancement capabilities

# Other Axon Agreements

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- There are additional Axon agreements that will not be part of this amendment:
  - In-Car-Cameras (ICCs)
  - Tasers
  - Fotokite (tethered drone)
- Amending these three agreements would cause the associated equipment (hardware) to immediately come due upon term changes
- Once these agreements complete their terms, we will seek to combine the new agreements with the one master service agreement to have a single Axon contract for the city
  - These agreements will be up for renegotiation in FY29

# Current Program

The Burleson Police Department is in its second year of a five-year contract. It is scheduled to renew in FY2029.

## Spend in 2024

**\$272,009**

Current Program	
Number of Contracts	5 with multiple co-terms
Body Worn Cameras	AB4: 95
Evidence.com Licenses	113 Professional
Two BWC Hardware Upgrades	✓
Unlimited Axon Storage	✓
Auto Tagging	✓
Performance	✓
Respond (BWC GPS)	✓
Respond+ (BWC Livestreaming)	✓
Signal Sidearm	
Redaction Assistant	✓
3 <sup>rd</sup> Party Video Playback	✓
Standards Licenses (internal reports & forms)	
My90 Surveys	
Virtual Reality	
Auto Transcription	✓
3 <sup>rd</sup> Party Storage	✓
Air (Drones)	
Dedrone	

# New Features and Modules

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- Axon offers the following incentives upon reaching the 100 BWC threshold:
  - 3 Skydio X10 DFR Drones (Drone as First Responder)
    - Made in USA
  - Dedrone (Deconflictions & Unauthorized Drone Tracker)
  - My90 (Online Surveys)
  - Unlimited 3rd Party Storage
  - Virtual Reality Full Platform (VR Hardware Refreshes Every 2.5 Years)
  - Signal Sidearm (BWC activation when weapon removed from holster)
  - Fusus Pro+ Package (Real Time Crime Center software)
- Axon AI
  - Additional Service – Includes all Future Modules

# Axon Air | DFR : A complete tech stack



## Skydio X10

State-of-the-art autonomous drone designed specifically for first responders



## Skydio Dock for X10

24/7 fully autonomous DFR missions with unmatched reliability



## DedroneBeyond

Integrated solution for airspace awareness, deconfliction and BVLOS operations

- Fully autonomous deployment
- Airborne in 20 seconds
- Beyond Visual Line of Sight (BVLOS)
- 24/7 operations in harsh conditions
- Airspace deconfliction
- Built-in AI to navigate terrain & obstacles
- Low-light/FLIR capability
- Made in America



## UNPARALLELED AIRSPACE AWARENESS

360° PTZ

360° cameras

360° radar





# Special Events Mobile Trailer



# My 90

*Meets CALEA Accreditation Requirements*



## POST-CONTACT SURVEYS

Automatically engage community members for approved calls and interaction types

See trends from community perspective



## AUTOMATED MESSAGING

Customizable messages following 911 calls

Direct callers to online reporting

Share updates on delays & best practices



## COMMUNITY ENGAGEMENT

Custom QR code and branded site

Help community members find frequently Requested info

Highlight agency initiatives and events



## EMPLOYEE SURVEYS

Pulse surveys via email or text for officers, dispatchers, and professional staff

Evaluate training and share employee resources

# Virtual Reality (VR) Training – Full Platform



## COMMUNITY ENGAGEMENT TRAINING

**Develop skills, empathy, and de-escalation tactics** for engaging with victims in crisis and individuals experiencing a mental health episode.



## vRBT LIVE ACTION

**Enhance rapid decision-making skills** in realistic, high-stress calls for service to effectively prepare trainees for complex real-world scenarios.



## SIMULATOR TRAINING: RANGE SKILLS

**Hone handgun and TASER energy weapon skills**, including target assessment, speed, accuracy and confidence under stress.



## SIMULATOR TRAINING: vRBT

**Apply tactical, communication, and decision-making skills** in dynamic **scenarios that replicate real-world stress** and evolving threats.

# Axon AI

## Never miss an AI Innovation

Budget predictability

Native integrations

Productivity-focused



Early Access



Rolling Releases



Quarterly Roadmap  
Communications

### CURRENT AI ERA PLAN ROADMAP

Q2 2025

AXON AI SOLUTION	DESCRIPTION	ESTIMATED AVAILABILITY
Unlimited Auto-Transcribe	Auto-Transcribe turns audio into searchable transcripts in minutes.	Available Now
Auto-Translate	Included with Unlimited Auto-Transcribe, Auto-Translate provides near-instant Spanish-to-English translations right within Axon Evidence.	Available Now
Draft One	Draft One generates incident report drafts from BWC audio transcripts in seconds.	Available Now
Real-Time Translation	Real-Time Translation, an Axon Assistant skill, detects spoken language and supports real-time conversation in more than 50 languages.	Available Now - EA
Policy Chat	Policy Chat helps agencies get reliable guidance on department policy questions in seconds.	Available Now - EA
Unlimited Smart Detection	Unlimited Smart Detection speeds up evidence review by finding and following human forms in video.	Available Now
Smart Capture	Smart Capture quickly extracts key data from an image (typical IDs and license plates), then uses that data to get insights.	Available 2025
Brief One	Brief One analyzes and summarizes large cases in minutes.	Available 2025
Form One	Form One automatically completes common forms utilizing data pulled from BWC audio transcripts.	Available 2025

# Axon Ecosystem Video

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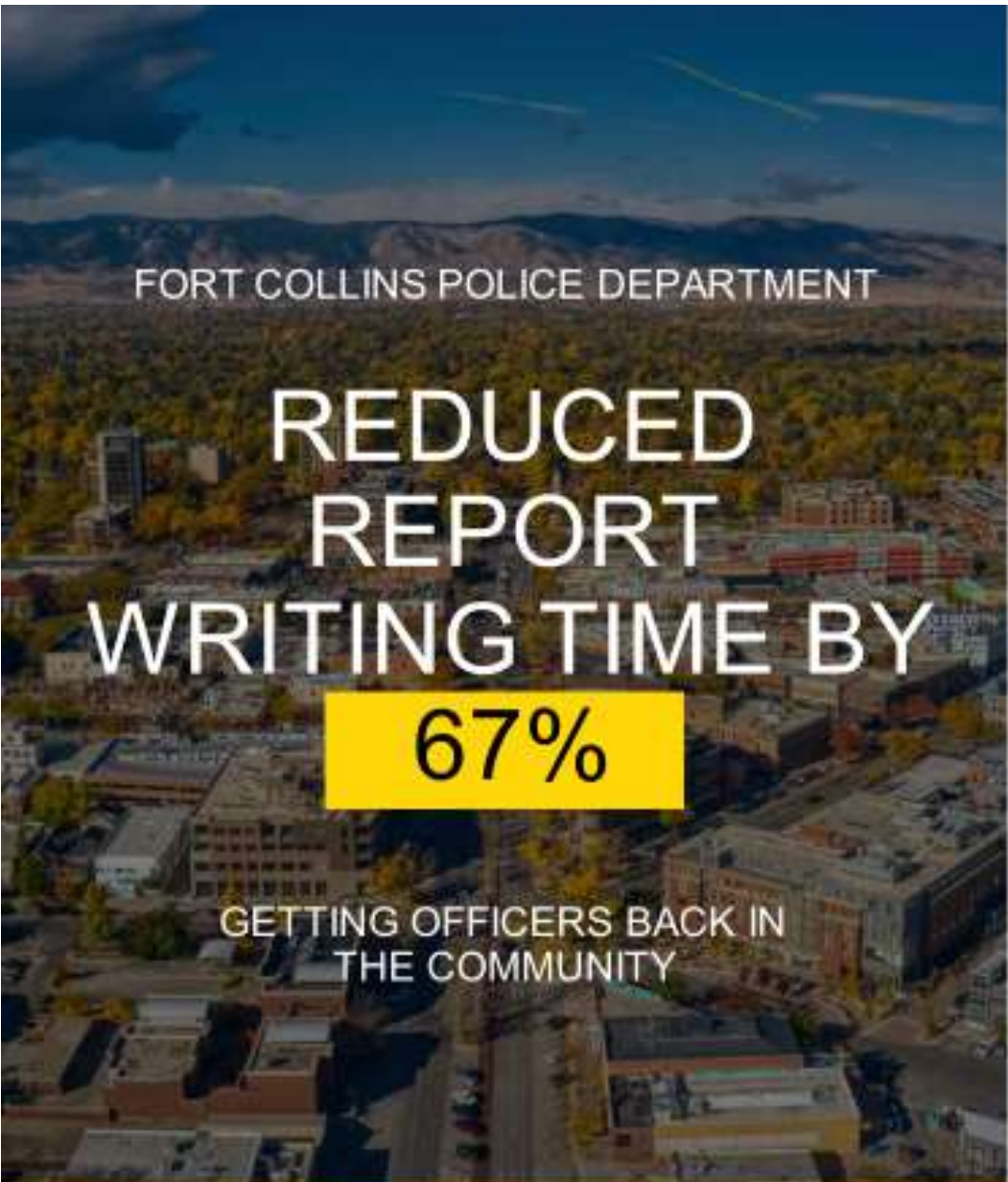
[Axon Ecosystem Video](#)

# Time Savings

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- Significant amount of an officer's over-time comes from report writing
- Axon *Draft One* AI feature uses officer BWC transcript and formats the information into a report template
- Axon *Form One* will use BWC transcripts to complete commonly used forms
- Axon *Brief One* will summarize data & case info individually and holistically
- Officers having templates for reports will speed up the documentation process and thus allow the PD to reduce its overtime expenses
- PD expects to save approximately 20% on overtime with this capability
- PD would reallocate \$100,000 annually (approximately 20%) from the PD overtime budget to offset the Axon AI enhancement increase cost





FORT COLLINS POLICE DEPARTMENT

REDUCED  
REPORT  
WRITING TIME BY  
**67%**

GETTING OFFICERS BACK IN  
THE COMMUNITY

Case Study: Fort Collins PD

## Cutting report time with Draft One

”

We're averaging 67% time savings in our report writing. That's 67% of time that the officer is getting back to go into the community, back to doing things they really enjoy and engaging with our citizens.

SERGEANT BOB YOUNGER, FORT COLLINS POLICE DEPARTMENT

ADDITIONAL RESOURCES: [Draft One Launch Webinar](#)

Contains Confidential Information of Axon

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# New Product Overview

My90 Surveys	Fusus	Axon AI	Dedrone	Axon DFR
<ul style="list-style-type: none"><li>• <b>Post-contact surveys</b> that ask questions of those who have called 911 for help from the police department</li><li>• A public portal for <b>community to offer feedback</b> at anytime</li><li>• Internal surveys that <b>allow officers to be heard</b> and command staff to address feedback and <b>find training opportunities</b></li></ul>	<p><b>Real-Time Situational Awareness</b> – Integrates public and private cameras for live video access.</p> <p><b>Cloud-Based &amp; Open Platform</b> – Connects security and body cameras into a centralized system.</p> <p><b>Enhanced Investigations &amp; Collaboration</b> – Enables secure data sharing for faster case resolution.</p> <p><b>AI &amp; Analytics Integration</b> – Uses AI to detect threats and analyze video data efficiently.</p>	<p><b>Advanced Video &amp; Audio Analysis</b> – Uses AI to analyze body cam audio to provide more accurate report writing.</p> <p><b>Real-Time Transcription &amp; Translation</b> – Translates over 100 languages instantly using Axons BWC</p> <p><b>AI-Powered Redaction</b> – Automates redaction of faces and sensitive data for compliance &amp; transparency.</p> <p><b>Predictive Insights &amp; Automation</b> – Enhances decision-making with AI-driven trends and workflow automation</p>	<p><b>Airspace Security &amp; Threat Detection</b> – Detects, tracks, and identifies unauthorized drones in real time.</p> <p><b>AI-Powered Autonomous Response</b> – Uses AI to assess threats and automate counter-drone measures.</p> <p><b>Seamless Integration with Axon Ecosystem</b> – Connects with Axon body cams, Fleet, and Evidence.com for streamlined incident management.</p>	<p><b>Real-Time Drone Deployment</b> – Dispatches drones to incidents for instant aerial intelligence.</p> <p><b>Increased Efficiency &amp; Resource Allocation</b> – Drones can respond to calls first, reducing officer workload and optimizing department resources.</p> <p><b>Remote Operation &amp; Autonomous Flight</b> – Enables officers to control drones remotely or deploy pre-programmed flight paths for rapid response.</p>



# Burleson PD

## Early Contract Renewal & Upgrade

	Proposed Tech
Number of Contracts	1
Body Worn Cameras	AB4: 100
Evidence.com Licenses	Pro: 118
Fusus	✓
Four BWC Hardware Upgrades	✓
Unlimited Axon Storage	✓
Auto Tagging	✓
Performance	✓
Respond+ (Livestreaming)	✓
Signal Sidearm	✓
Redaction Assistant	✓
3 <sup>rd</sup> Party Video Playback	✓
Standards Licenses	✓
My90 Engagement Surveys	✓
Virtual Reality	✓
Transcription & Dictation	✓
Unlimited 3 <sup>rd</sup> Party Storage	✓
Axon DFR (x3)	✓
DFR Hardware Refresh	✓
Dedrone by Axon	✓
Axon AI	✓
All Future AI	✓

# 5-Year vs 10-Year

\*\*Offset of \$100,000 per year from overtime budget to the Axon service agreement with AI enhancement.

	5-Year (95 BWCs) No AI	5-Year (95 BWCs) With AI	10-Year (100 BWCs) No AI	10-Year (A) (100 BWCs) W/ AI	10-Year (B) (100 BWCs) W/ AI
<b>F26</b>	\$272,009	\$272,009	\$461,997	\$369,553	\$559,369
<b>F27</b>	\$272,009	\$272,009	\$451,807	\$369,552	\$559,369
<b>F28</b>	\$272,009	\$272,009	\$451,807	\$369,552	\$559,369
<b>F29</b>	\$435,231*	\$763,551**	\$451,807	\$527,739	\$559,369
<b>F30</b>	\$435,231*	\$763,551**	\$451,807	\$527,739	\$559,369
<b>F31</b>	\$435,231*	\$763,551**	\$451,807	\$527,739	\$559,369
<b>F32</b>	\$435,231*	\$763,551**	\$451,807	\$705,271	\$559,369
<b>F33</b>	\$435,231*	\$763,551**	\$451,807	\$705,271	\$559,369
<b>F34</b>	\$639,497*	\$1,057,877**	\$451,807	\$705,271	\$559,369
<b>F35</b>	\$639,497*	\$1,057,877**	\$451,807	\$785,999	\$559,369
<b>Total:</b>	<b>\$4,271,176*</b>	<b>\$6,749,536**</b>	<b>\$4,528,263</b>	<b>\$5,593,686</b>	<b>\$5,593,686</b>
OT Offset:	N/A	(\$700,000)	N/A	(\$1,000,000)	(\$1,000,000)
<b>Net Cost:</b>	<b>\$4,271,176*</b>	<b>\$6,049,536**</b>	<b>\$4,528,263</b>	<b>\$4,593,686</b>	<b>\$4,593,686</b>

\* ESTIMATED COST – NO AI

\*\* ESTIMATED COST WITH ADDING AI IN F29

## Axon Current Contract vs 10-Year 100 BWCs with AI Cost Comparison

Year	5-Year (95 BWCs) No AI		10-Year (A) (100 BWCs) With AI		OT Offset	Difference	10-Year (B) (100 BWCs) With AI		OT Offset	Difference
1-F26	\$	272,009	\$	369,553	\$ (100,000)	\$ (2,456)	\$	559,369	\$ (100,000)	\$ 187,360
2-F27		272,009		369,552	(100,000)	(2,457)		559,369	(100,000)	187,360
3-F28		272,009		369,552	(100,000)	(2,457)		559,369	(100,000)	187,360
4-F29		435,231		527,739	(100,000)	(7,492)		559,369	(100,000)	24,138
5-F30		435,231		527,739	(100,000)	(7,492)		559,369	(100,000)	24,138
6-F31		435,231		527,739	(100,000)	(7,492)		559,369	(100,000)	24,138
7-F32		435,231		705,271	(100,000)	170,040		559,369	(100,000)	24,138
8-F33		435,231		705,271	(100,000)	170,040		559,369	(100,000)	24,138
9-F34		639,497		705,271	(100,000)	(34,226)		559,369	(100,000)	(180,128)
10-F35		639,497		785,999	(100,000)	46,502		559,369	(100,000)	(180,128)
<b>Total:</b>	<b>\$</b>	<b>4,271,176</b>	<b>\$</b>	<b>5,593,686</b>	<b>\$ (1,000,000)</b>	<b>\$ 322,510</b>	<b>\$</b>	<b>5,593,686</b>	<b>\$ (1,000,000)</b>	<b>\$ 322,510</b>

Ave Difference Per Yr: \$ 32,251

Ave Difference Per Yr: \$ 32,251

# Officer Cost vs Axon Increase

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- Ten Year Cost:
  - Axon: \$322,510
  - One Officer: \$1,435,553
  - Axon cost is equivalent to 22% of the cost of one officer over ten years

Year	Officer Cost	Running Total
1	\$ 173,867	\$ 173,867
2	127,577	301,444
3	130,611	432,055
4	133,736	565,791
5	136,955	702,746
6	140,270	843,016
7	143,685	986,701
8	147,202	1,133,903
9	150,825	1,284,728
10	150,825	1,435,553
Total: \$ 1,435,553		

# Options and Recommendations

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- Maintain current 5-year agreement:
  - FY29 renegotiate agreement and cost
  - Maintain current service levels with no enhancements
  - Risk: renewal cost increases may outpace 10-year option
- **[RECOMMEND]** Give Direction to City Manager to sign 10-year Quote:
  - Quote must be signed prior to June 30, 2025, to lock in pricing of 10-year contract
    - First payment not due till F2026
  - Secures today's pricing for long-term agreement and budgeting
  - Protection of the “non-appropriation clause” in the Axon contract
  - Enhances current services with additional hardware, software, and hardware refreshes
  - Graduated pricing in 3-year increments (Quote A) or Even Pricing Distribution (Quote B)
  - No cost increase over current expenditure until year 7 (FY2032) with Quote A
  - Estimated savings for BWCs and Enhancements over 10 years compared to a-la carte pricing is \$621,912.40 per year for 10-year savings of \$6,219,124.05



# Questions/Comments

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