



City of Dyersville
City Administrator's Office

October 16, 2026

Honorable Mayor Jeff Jacque and City Council Members
City of Dyersville
Memorial Building
340 1st Avenue East
Dyersville, Iowa 52040

RE: Resolution No. 88-26 – Five-Year Agreement with Axon Enterprise, Inc. for Police Body Cameras, TASERs, In-Car Video, and Related Software

Dear Honorable Mayor Jacque and Council Members:

The October 19 agenda includes Resolution No. 88-26, which would authorize me to sign a five-year agreement with Axon Enterprise, Inc. (Axon) for the Police Department's body-worn cameras, TASER devices, in-car video cameras, evidence storage software, and officer training. The agreement takes the form of Axon Quote No. Q- 944274- 46309JH. It runs 60 months, from January 1, 2027, through December 31, 2031, and totals \$159,230.76 with no sales tax. The quote expires October 30, 2026, so October 19 is the only regular meeting at which the Council can act on this pricing.

On June 20, 2022, the Council authorized me, as part of the consent agenda, to sign two five-year Axon quotes. The first, Quote No. Q-387084 for \$86,630.00, provided body cameras and TASER 7 devices for eight officers, along with the software and cloud storage that hold the video as evidence. That agreement runs through July 31, 2027. The second, Quote No. Q-387066 for \$37,806.60, provided Axon Fleet 3 in-car camera systems for four squad cars and runs through May 31, 2028. Since FY25, the City has paid Axon about \$24,337 a year for the two agreements from the Police Department budget in the General Fund. The new quote also lists a third existing Axon quote, No. Q-679289, which would end on January 1, 2027, along with the other two.

The new agreement replaces all three existing agreements with one. Officers would move to Axon's current equipment: eight Axon Body 4 cameras and eight TASER 10 devices, with the cartridges, holsters, charging docks, and training supplies that go with them. The four in-car camera systems stay in place, and new in-car camera kits are scheduled for 2028. The agreement includes Axon's Technology Assurance Plan, which is Axon's built-in equipment replacement program, so new body cameras are also scheduled for 2029 and 2031. Evidence software,

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unlimited storage for camera video, live-streaming licenses, and extended warranties continue for the full term.

The agreement adds two services the department has not had before. The first is a full virtual reality (VR) training plan, which includes a headset, controllers, and a tablet that let officers train on TASER use and other scenarios. It also includes a two-day course to certify a department instructor. The second is the Axon AI Assistant for eight officers, a software feature that works through the Body 4 camera and includes real-time language translation. The AI Assistant costs \$11,718.00 over the five years.

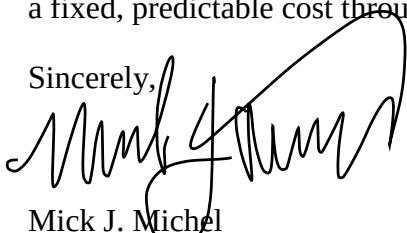
I see two reasons to act now rather than let the 2022 agreements run out. First, the quote locks in pricing for five years. Axon prices the bundle at \$159,230.76, compared with a list price of \$202,866.50 and an unbundled price of \$246,887.30, and the quote shows total savings of \$87,665.93. Those comparisons are Axon's figures. Second, it puts the body camera, TASER, and in-car video programs under one agreement with one end date. That replaces the current staggered end dates in 2027 and 2028 with a single renewal at the end of 2031 and gives the budget one predictable annual payment.

The payment schedule is as follows. After Axon applies a \$2,981.19 credit for the unused value of the existing agreements, the City owes \$100.00 in December 2026, which falls in FY27. The City then pays \$31,826.15 each July from 2027 through 2031, which covers FY28 through FY32. The annual payment is about \$7,489 more than the City pays today. The City already made its July 2026 Axon payment of \$24,337.36 under the existing agreements, so FY27 sees no added cost beyond the \$100.00. Payments will come from the Police Department budget in the General Fund, and the FY28 through FY32 budgets will need to carry the \$31,826.15 annual payment. The quote states that the credit and termination amounts are estimates that may be adjusted if the agreement is not signed when expected.

The Council has two practical choices. It could decline the quote and let the 2022 agreements run to their end dates in 2027 and 2028. That keeps the annual cost at about \$24,337 for now, but it leaves officers on the older equipment and two separate renewals to negotiate at whatever pricing Axon offers then. Alternatively, the Council can approve the quote as presented. That moves the department to current equipment, adds VR training, and fixes the cost for five years under one agreement.

I recommend that the Council adopt Resolution No. 88-26 approving Axon Quote No. Q- 944274- 46309JH and authorizing me to sign it. The agreement keeps the Police Department's camera and TASER programs current, adds training the department has not had, and gives the City a fixed, predictable cost through 2031.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mick J. Michel', written over a horizontal line.

Mick J. Michel
City Administrator
