



City of Eustis

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TO: Eustis City Commission

FROM: Rick Gierok, Interim City Manager

DATE: June 4, 2026

RE: Resolution Number 2026-53: Approval of Axon Enterprise, Inc. Master Services and Purchasing Agreement and Florida Municipal Addendum for Public Safety Technology Systems and Services

Introduction

The Eustis Police Department has negotiated a proposed public safety technology agreement package with Axon Enterprise, Inc. (“Axon”) for the acquisition, deployment, licensing, maintenance, and support of integrated law enforcement hardware, software, cloud-based services, training systems, evidence-management systems, and related professional services.

The proposed agreement package includes:

- Axon Body 4 body-worn camera systems
- TASER 10 conducted electrical weapon systems
- Axon Evidence licensing and storage services
- Axon AI Era software services
- Axon Fusus integration services
- Automated license plate recognition (“ALPR”) functionality
- Axon Standards/Early Intervention System functionality
- Axon VR training systems
- Axon Outpost systems
- Drone-related integration services
- Dedrone-related technology components

The proposed agreement package consists of:

1. Axon Master Services and Purchasing Agreement, Version 25
2. Quote No. Q-835177-46135RG dated April 23, 2026
3. Applicable Statements of Work and implementation documents
4. Negotiated Florida Municipal Addendum for the City

The agreement term is ten (10) years with an estimated aggregate contract value of approximately \$3,081,181.92, payable in annual appropriations subject to annual budget approval by the City Commission. The estimated annual payment obligation is approximately \$308,120.28.

The agreement package was reviewed by the City Attorney's Office for legal sufficiency and municipal compliance considerations.

Recommendation

Staff recommends that the City Commission adopt Resolution Number 2026-53 approving:

- The Axon Master Services and Purchasing Agreement
- Quote No. Q-835177-46135RG
- Applicable Statements of Work
- The Florida Municipal Addendum
- Related implementation and ancillary documents substantially conforming to the approved forms

Staff further recommends authorization for the City Manager, or designee, to execute the approved agreement documents on behalf of the City.

The proposed agreement package is substantially consistent with modern enterprise public safety technology agreements currently utilized by Florida municipalities and law enforcement agencies.

The negotiated Florida Municipal Addendum incorporates important governmental protections, including Florida public records compliance provisions; preservation of sovereign immunity; annual non-appropriation protections; Florida governing law and venue; cybersecurity and incident notification obligations; City ownership of data and evidentiary records; limitations on AI and transformed-data usage; ACEIP opt-out provisions; E-Verify compliance requirements; scrutinized companies certifications; and foreign countries of concern compliance requirements.

The agreement does not constitute a pledge of ad valorem taxing authority or constitutional debt under Florida law because all payment obligations remain subject to annual appropriation by the City Commission.

Fiscal Impact

The estimated aggregate contract amount is approximately \$3,081,181.92 over a ten (10) year term.

Annual payments are estimated at approximately \$308,120.28 and remain subject to annual appropriation and budget approval by the City Commission.

Funding is anticipated to be allocated through Police Department operating and technology-related budget appropriations.

Business Impact Estimate

Not applicable.

Attachments

1. Resolution Number 2026-53
2. Exhibit A – Axon Master Services and Purchasing Agreement, Version 25 (incorporates Axon Quote No. Q-835177-46135RG and Applicable Statements of Work)
3. Exhibit B – City of Eustis Florida Municipal Addendum

Prepared By

Sasha Garcia, City Attorney

Reviewed By

Craig Capri, Chief of Police

Miranda Burrowes, Deputy City Manager