



# Folsom City Council Staff Report

<b>MEETING DATE:</b>	4/28/2026
<b>AGENDA SECTION:</b>	Consent Calendar
<b>SUBJECT:</b>	Resolution No. 11605- A Resolution Authorizing the City Manager to Execute an Agreement with Axon Enterprise, Inc. for the Renewal of Police Camera and Technology Lease
<b>FROM:</b>	Police Department

## **RECOMMENDATION / CITY COUNCIL ACTION**

Staff recommends the City Council pass and adopt Resolution No. 11605- A Resolution Authorizing the City Manager to Execute an Agreement with Axon Enterprise, Inc. for the Renewal of Police Camera and Technology Lease.

## **BACKGROUND / ISSUE**

In 2021, Council approved (Resolution 10647) a 5 year lease for Body-worn cameras (BWC) and in-car cameras (ICC) to provide officers with a reliable and compact tool to systematically and automatically record their field observations and encounters. Taser electronic control devices were included in this contract. The cameras have proven successful for documentation purposes, to include interactions with victims, witnesses, and others during police-public encounters, arrests, and critical incidents. Additionally, body-worn cameras can be used for training and evaluation purposes, allowing the police department to identify and address performance deficiencies with their officers.

The renewal of this contract to extend for another 5 year period increases the costs by about 10%. In addition to the existing products and software, the new contract includes analytical cloud-based software to better observe officers in the field and provide supervisors with tools for oversight over field activity. Additionally, a virtual reality training is platform designed for reinforcing deescalation techniques and proper use of force will be included.

## **POLICY / RULE**

This purchase is exempt from competitive bids due to Axon being the sole manufacturer, distributor, and retailer of all TASER brand products.

Section 2.36.080 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by the City Council.

**ANALYSIS**

Axon is the manufacturer of TASER, the electronic control device (ECD) deployed by Folsom Police Officers for more than a decade and the ECD of choice for law enforcement agencies across the nation. Axon’s firmly established relationship with law enforcement provided them the opportunity to move into the in-car camera (ICC) and body-worn camera (BWC) industry. As technology advanced, Axon began integrating all three technologies, and they now integrate additional software based tools to manage the inventory, and oversee the use of the tools.

The Axon products have proven reliable, are accepted and integrated with the Sacramento County District Attorney’s Office and the infrastructure is already in place. Staff recommends renewing the contract with Axon to secure costs for the next 5 years.

**FINANCIAL IMPACT**

If approved, the renewal agreement with Axon Enterprise for the lease of software services, body-worn and in-car cameras, and tasers would be for a five-year term with a total amount not to exceed \$1,705,343. The proposed renewal reflects an annual increase of \$31,000 compared to the current agreement. The agreement would take effect in FY 2026-27 and will continue to be funded through the General Fund (Fund 010) with appropriations to be requested annually as part of the City’s budget process.

**ATTACHMENT**

Resolution No. 11605 - A Resolution Authorizing the City Manager to Execute an Agreement with Axon Enterprise, Inc. for the Renewal of Police Camera and Technology Lease

Submitted,

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Adam Green, Chief of Police

## Attachment 1

**RESOLUTION NO. 11605**

**A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH AXON ENTERPRISE, INC. FOR THE RENEWAL OF POLICE CAMERA AND TECHNOLOGY LEASE**

**WHEREAS**, In 2021, Folsom City Council adopted Resolution 10647 approving a 5-year lease agreement with Axon Enterprise, Inc. to provide Body-Worn and In-Car Camera systems, as well as Taser devices and software services for the Police Department; and

**WHEREAS**, Axon Enterprise, Inc. has performed well and Police Staff recommend renewing the contract for an additional 5 years with Axon, who is a sole-source provider of the cameras and Taser devices currently in use with the Police Department; and

**WHEREAS**, the agreement with Axon Enterprise, Inc. will be for the not-to-exceed amount of \$1,705,343, to be paid over 5 years; and

**WHEREAS**, the agreement will take effect in FY 2026-27 and will continue to be funded through the General Fund (Fund 010) with appropriations to be requested annually as part of the City's budget process; and

**WHEREAS**, the contract with Axon Enterprise, Inc. will be in a format acceptable to the City Attorney.

**NOW, THEREFORE, BE IT RESOLVED** that the City Council of the City of Folsom hereby authorizes the City Manager to execute an agreement with Axon Enterprise, Inc. for a total amount not to exceed \$1,705,343 for Cameras, Tasers and technology.

**PASSED AND ADOPTED** this 28th day of April 2026, by the following roll-call vote:

**AYES:** Councilmember(s):  
**NOES:** Councilmember(s):  
**ABSENT:** Councilmember(s):  
**ABSTAIN:** Councilmember(s):

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Justin Raithel, MAYOR

ATTEST:

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Christa Freemantle, CITY CLERK