



CITY OF MARSHALL AGENDA ITEM REPORT

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| Presenter: | Jim Marshall |
| Meeting Date: | Tuesday, February 28, 2023 |
| Category: | NEW BUSINESS |
| Type: | ACTION |
| Subject: | Body-Worn Camera Program Replacement |
| Background Information: | <p>In October of 2019, the City of Marshall implemented the Body-Worn Camera (BWC) Program for the Marshall Police Department. Many aspects of a BWC program were discussed at that time which included the costs involved, data storage costs, release of data and future expenses. The recommendation at that time was to proceed with a proposal from the Watchguard Company to supply all the required equipment.</p> <p>In October of 2022, the Motorola Company informed us they had purchased the Watchguard Company and would be transitioning all current Watchguard users into Motorola equipment or their leasing program. We were informed that current warranty work for our Watchguard equipment would be honored but that our cameras would be discontinued, and service would not be provided for equipment outside of warranty coverage. We were also informed that the new Motorola cameras would not integrate with our current cameras and server software. Nearly all our current equipment will be off warranty by the summer of 2023.</p> <p>Police department staff began exploring options and seeking proposals from Motorola and the other leading body camera company AXON. Several meetings with the Lyon County Sheriff's Office (Watchguard customer) and IT staff occurred to see what would serve our current and future needs. IT staff believe that the transition to the cloud-based system is the desired way to store and share data.</p> <p>The attachment highlights the two proposals from Motorola and AXON. The option of either purchasing equipment over 5 years or participating in their leasing program for 5 years have been reviewed. Both proposals would replace all our current body cameras (22) and squad car cameras (8).</p> <p>AXON is currently estimated to have 70% of the body camera market for the police departments in the United States. In 2022, the State of Minnesota entered into an agreement with AXON to provide camera equipment for all state law enforcement agencies. The two similar proposals from both AXON and Motorola for the purchase of the BWC and squad car cameras are:</p> <p>AXON: \$161,376.50 Motorola: \$169,125.00</p> |
| Fiscal Impact: | |
| Alternative/Variations: | |
| Recommendations: | Approval of the proposal submitted by AXON (\$161,376.50, 5 years) for the City of Marshall to purchase body-worn camera equipment and squad car camera equipment and utilize their cloud-based storage system. |