



CITY OF NOVI CITY COUNCIL
FEBRUARY 6, 2023

SUBJECT: Approval to enter an agreement with Axon Enterprise, Inc., sole source provider for the purchase of In-Car Camera and Body Cameras for the Novi Police Department in the amount of \$963,095.70, with final language and execution to be completed by the City Manager and City Attorney and amend the budget.

SUBMITTING DEPARTMENT: Public Safety – Police Department

EXPENDITURE REQUIRED	\$963,095.70
AMOUNT BUDGETED	\$0
APPROPRIATION REQUIRED	\$965,000
LINE ITEM NUMBER	101-301.00-980.006

BACKGROUND INFORMATION:

In the Fall of 2017, the WatchGuard In-Car camera systems with wireless microphones were installed in all marked patrol cars and in the fire command vehicle. These systems generally have about a 5-year operating life before they need to be replaced. The warranty also expires after 5-years. This would call for a complete replacement of the In-Car Camera system in the fall of 2022.

WatchGuard was purchased by Motorola. The other main company in this market is Axon. In reviewing the two companies, including feedback from area users, it is becoming clear that Axon has the better, more reliable product to offer in this area, and it is recommended that we make the transition to Axon In-Car and Body Camera products.

It is recommended that we use the Axon system, with the Fleet Camera system with ALPR, and Body Camera System with redaction assistant and automatic tagging.

Costs:

In-Car Fleet System:	\$397,122.70
(75) Body Cameras:	\$565,973.00
Total Axon Cost:	\$963,095.70

CLOUD Storage: The City of Novi Internet connection is currently maxed out and unable to handle a cloud storage option for the police department. The additional cost estimate from Novi IS to upgrade the connection is an additional \$1,000 per month in Internet costs for the police department. This is the pro-rata share of the police department's use for any upgraded connection.

Yearly Internet upgrade fee: \$1,000/month (\$12,000/year) (\$60,000/5-years)

The Axon Enterprise quote is for all new equipment, given the 5-year service life and warranty expiration that our equipment is facing now in 2022 and will continue to face in 2023. Given the importance of video in today's society, it is important to have fully functional equipment that maintains a high degree of reliability and regular 5-year replacement.

This quote is for 26 vehicles and two (2) motorcycles, which includes 24 police patrol cars and two (2) fire command vehicles. It also includes 75 wireless body cameras that integrate with the in-car system, as well as all related supporting equipment and cloud storage, and 5-year warranties on all equipment.

RECOMMENDED ACTION: Approval to enter an agreement with Axon Enterprise, Inc., sole source provider for the purchase of In-Car Camera and Body Cameras for the Novi Police Department in the amount of \$963,095.70, with final language and execution to be completed by the City Manager and City Attorney and amend the budget.