



Item No. 12 Town of Atherton

CITY COUNCIL STAFF REPORT – CONSENT AGENDA

**TO: HONORABLE MAYOR AND CITY COUNCIL
GEORGE RODERICKS, CITY MANAGER**

FROM: STEVEN D. McCULLEY, CHIEF OF POLICE

DATE: JULY 17, 2019

SUBJECT: APPROVAL FOR THE PURCHASE OF AXON BODY CAMERAS

RECOMMENDATION

Direct the City Manager to execute a contract with Axon Enterprise, Inc. to provide the Atherton Police Department with 30 new Axon body cameras for a cost of \$133,208.08 (over 5 years).

BACKGROUND/ANALYSIS

For more than a decade, the Atherton Police Department has been equipped with VieVu body worn cameras. VieVu body cameras provide valuable evidence by obtaining accurate victim and witness statements, increased transparency and accountability of police officer activities. Body cameras also help to protect against false accusations, misconduct, or abuse against police officers.

In 2018, Axon Enterprise, Inc. purchased VieVu. As a result of that acquisition, the VieVu product is no longer in production and will no longer be available for purchase, replacement, or repair. With no available stock of replacement VieVu body cameras, and no option for servicing damaged or malfunctioning units, the Department will be transitioning to the Axon body cameras.

Additionally, Axon body camera footage is stored on Evidence.com, a cloud-based system that allows the Atherton Police Department to store, streamline, and share all of the Axon body camera data with the San Mateo County District Attorney's office. This feature is exclusive to Axon and is also utilized by multiple San Mateo County police agencies.

POLICY FOCUS

The investment in Axon body cameras will ensure that officers continue to be equipped with an invaluable tool that provides indisputable proof of police/citizen interactions.

FISCAL IMPACT

The total cost of 30 Axon body cameras is **\$133,208.08** over a five-year period. In summary, the breakdown of costs over five years is as follows: the initial cost for the first year is \$35,720.00 and

will include 30 Axon body cameras, the associated hardware/accessories, and Evidence.com storage fees. The remaining payments over the next four-year period will be \$24,372.00 per year which will pay for storage fees and insurance (see Attachment 1 for a more detailed description of the payments).

The costs listed above include all software updates.

PUBLIC NOTICE

Public notification was achieved by posting the agenda, with this agenda item being listed, at least 72 hours prior to the meeting in print and electronically. Information about the project is also disseminated via the Town’s electronic News Flash and Atherton Online. There are approximately 1,200 subscribers to the Town’s electronic News Flash publications. Subscribers include residents as well as stakeholders – to include, but be not limited to, media outlets, school districts, Menlo Park Fire District, service providers (water, power, and sewer), and regional elected officials.

COMMISSION/COMMITTEE FEEDBACK/REFERRAL

This item ___ has or X has not been before a Town Committee or Commission.

- Audit/Finance Committee (meets every other month)
- Bicycle/Pedestrian Committee (meets as needed)
- Civic Center Advisory Committee (meets as needed)
- Environmental Programs Committee (meets every other month)
- Park and Recreation Committee (meets each month)
- Planning Commission (meets each month)
- Rail Committee (meets every other month)
- Transportation Committee (meets every other month)
- Tree Committee (meets each month)

ATTACHMENTS

- ATTACHMENT 1 – Axon Body Camera Quotation
- ATTACHMENT 2 – Sole Source Justification



AXON

Atherton Police Dept. - CA

AXON SALES REPRESENTATIVE

Jared Zygowicz

(480) 463-2139

jzygowicz@axon.com

ISSUED

5/8/2019



Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737

SALES REPRESENTATIVE

Jared Zygowicz
Phone: (480) 463-2139
Email: jzygowicz@axon.com
Fax: 480.550.9251

PRIMARY CONTACT

Mohammad Ahmed
Phone: (916) 273-4662
Email: mahmed@interwestgrp.com

SHIP TO

Mohammad Ahmed
Atherton Police Dept. - CA
83 Ashfield Rd
Atherton, CA 94027
US

BILL TO

Atherton Police Dept. - CA
83 Ashfield Rd
Atherton, CA 94027
US

Due Net 30

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80012	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	25	180.00	180.00	4,500.00
85110	EVIDENCE.COM INCLUDED STORAGE	250	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
80052	AXON AUTO TAGGING SERVICE ADD-ON: 1 YEAR PAYMENT	30	180.00	180.00	5,400.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	30	240.00	240.00	7,200.00
85035	EVIDENCE.COM STORAGE	3,300	0.75	0.75	2,475.00
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	30	499.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	30	0.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	30	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	30	0.00	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	5	42.00	42.00	210.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	5	1,495.00	1,495.00	7,475.00

Due Net 30 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Services					
85144	AXON STARTER	1	2,750.00	2,750.00	2,750.00
				Subtotal	34,030.00
				Estimated Shipping	0.00
				Estimated Tax	1,690.08
				Total	35,720.08

Spare - Axon Body 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	2	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	2	0.00	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	2	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	2	0.00	0.00	0.00
				Subtotal	0.00
				Estimated Tax	0.00
				Total	0.00

Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	25	180.00	180.00	4,500.00
85110	EVIDENCE.COM INCLUDED STORAGE	250	0.00	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
80053	AXON AUTO TAGGING SERVICE ADD-ON: 2 YEAR PAYMENT	30	180.00	180.00	5,400.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	30	240.00	240.00	7,200.00
85035	EVIDENCE.COM STORAGE	3,300	0.75	0.75	2,475.00
				Subtotal	23,595.00
				Estimated Tax	777.00
				Total	24,372.00

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	25	180.00	180.00	4,500.00
85110	EVIDENCE.COM INCLUDED STORAGE	250	0.00	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
80054	AXON AUTO TAGGING SERVICE ADD-ON: 3 YEAR PAYMENT	30	180.00	180.00	5,400.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	30	240.00	240.00	7,200.00
85035	EVIDENCE.COM STORAGE	3,300	0.75	0.75	2,475.00
				Subtotal	23,595.00
				Estimated Tax	777.00
				Total	24,372.00

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	25	180.00	180.00	4,500.00
85110	EVIDENCE.COM INCLUDED STORAGE	250	0.00	0.00	0.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
80055	AXON AUTO TAGGING SERVICE ADD-ON: 4 YEAR PAYMENT	30	180.00	180.00	5,400.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	30	240.00	240.00	7,200.00
85035	EVIDENCE.COM STORAGE	3,300	0.75	0.75	2,475.00
				Subtotal	23,595.00
				Estimated Tax	777.00
				Total	24,372.00

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	25	180.00	180.00	4,500.00
85110	EVIDENCE.COM INCLUDED STORAGE	250	0.00	0.00	0.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	5	468.00	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00	0.00
80056	AXON AUTO TAGGING SERVICE ADD-ON: 5 YEAR PAYMENT	30	180.00	180.00	5,400.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	30	240.00	240.00	7,200.00
85035	EVIDENCE.COM STORAGE	3,300	0.75	0.75	2,475.00
				Subtotal	23,595.00
				Estimated Tax	777.00
				Total	24,372.00
				Grand Total	133,208.08

Discounts (USD)

Quote Expiration: 07/31/2019

List Amount	143,380.00
Discounts	14,970.00
Total	128,410.00

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Due Net 30	35,720.08
Spare - Axon Body 2	0.00
Year 2	24,372.00
Year 3	24,372.00
Year 4	24,372.00
Year 5	24,372.00
Grand Total	133,208.08

Axon's Sales Terms and Conditions

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at www.axon.com/legal/sales-terms-and-conditions), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature: _____ **Date:** _____
Name (Print): _____ **Title:** _____
PO# (Or write N/A): _____

Please sign and email to Jared Zygowicz at jzygowicz@axon.com or fax to 480.550.9251

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

Quote: Q-206247-43593.640JZ

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Town of Atherton
Sole Source Vendor Request

Sole Source Vendor: Axon Enterprise, Inc.

Address: 17800 N. 85th Street, Scottsdale, AZ 85255

Requisition No.: _____ Purchase Order No.: _____ \$: _____

Check Reasons for sole source request:

- 1.
- Proprietary:** The item is held under exclusive title, trademark or copyright by a private person or company; also proprietary distributorship.
- Standardization:** The Town requires the item(s) to standardize parts, design, quality, etc. (Explain in more detail below).
- Sole Source:** No other items are known to exist which perform the same function.

2. Describe the product/service: **Axon Body Cameras- The Axon body cameras provide video/audio footage of police contacts with citizens.**

3. Describe how the product or service is unique and one-of-a-kind: **Axon Enterprise, Inc. recently acquired VieVu (the police department's current body camera vendor). Axon Enterprise, Inc. is proprietary as it's the only vendor who uses Evidence.com for cloud storage, the only cloud storage utilized and accessible by the San Mateo County District Attorney's Office.**

4. Is the product or service available from other sources? **No, Axon body cameras, in conjunction with Evidence.com is only available from Axon Enterprise, Inc.**

If yes, list names or vendors:

If no, explain why the product/service is available only from one source: **Axon Enterprise, Inc. owns Evidence.com, the sole cloud storage utilized by the San Mateo County District Attorney's Office.**

Can your requirements be modified so that competitive products or services may be used? **No.** Please explain: **Please see above**

Department: _____ Date: _____

Dept. Head Signature: _____ Date: _____

City Manager*: _____ Date: _____

- Requests over \$15,000.00 require City Council approval

When in the opinion of the Purchasing Officer goods and supplies, equipment, materials, or proprietary services are unique, available only from one source, or is sought to match existing goods already in use, then a sole source procurement may be used.