

AGENDA ITEM SUMMARY

Meeting Date:	OCTOBER 3, 2018
Agenda Category:	CONSENT BUSINESS
Agenda Item Number:	10 A
Subject:	PURCHASE OF REPLACEMENT BODY CAMERAS, AXON ENTERPRISES, INC. (PUBLIC SAFETY DEPARTMENT)

Attachments:	Memorandum; proposal
---------------------	----------------------

Staff Contact:	Public Safety Director LaSata
-----------------------	-------------------------------

Background:	The Public Safety Department is requesting authorization to purchase replacement body cameras from Axon Enterprises, Inc. There are a number of benefits related to replacing the body cameras, and the department has had a successful business relationship with Axon for the past five years.
--------------------	--

Reference:	
-------------------	--

Suggested Action:	Approve the proposal from Axon Enterprises, Inc., for the purchase of replacement body cameras
--------------------------	--



ROCKLEDGE DEPARTMENT OF PUBLIC SAFETY



JOSEPH P. LASATA

Public Safety Director/Police Chief

1776 Jack Oates Boulevard, Rockledge, FL 32955

Phone: (321) 690-3213, ext. 3101 Fax: (321) 690-3996

jlasata@rockledgepolice.org

MEMORANDUM

TO: Dr. Brenda Fettrow

FROM: Director LaSata *J.P.L.*

DATE: September 17, 2018

RE: AXON TASER Body camera purchase and agreement

approved to go to Council Dr. Fettrow 9/17/2018

I respectfully submit this item be placed before the City Council during the October 3, 2018 Council meeting.

I request the council to consider authorizing the City Manager to sign a contract allowing the Rockledge Police Division to purchase replacement body cameras. The benefits of proposed new body cameras include:

- Continuation of our relationship with Axon, the new agreement will mark the fifth year of RPD using AXON TASER body cameras.
- The continued reduction in the number of complaints made against officers.
- The new agreement includes the TASER assurance plan, to include replacement of damaged and upgrades to body cameras at NO additional costs.
- I have negotiated with AXON TASER to provide all the cameras and their respective accessories at no cost to the city.



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

Q-166541-43356.881MD

Issued: 09/13/2018

Quote Expiration: 10/14/2018

Account Number: 220153

Start Date: 10/15/2018

Payment Terms: Net 30

Delivery Method: Fedex - Ground

SHIP TO

Jeff Bispham
 Rockledge Police Department - FL
 1776 JACK OATES BLVD
 ROCKLEDGE, FL 32955
 US

BILL TO

Rockledge Police Department - FL
 1776 JACK OATES BLVD
 ROCKLEDGE, FL 32955
 US

SALES REPRESENTATIVE

Mary Dunn
 Phone: (480) 463-2187
 Email: mdunn@axon.com
 Fax: 480-420-3333

PRIMARY CONTACT

Jeff Bispham
 Phone: (321) 221-7540
 Email: jbispham@rockledgepolice.org

Year 1

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	38	180.00	180.00	6,840.00
85110	EVIDENCE.COM INCLUDED STORAGE	380	0.00	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	12	468.00	468.00	5,616.00
85110	EVIDENCE.COM INCLUDED STORAGE	360	0.00	0.00	0.00
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	34	240.00	240.00	8,160.00
85035	EVIDENCE.COM STORAGE	3,000	0.75	0.75	2,250.00
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	34	499.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	34	0.00	0.00	0.00
11509	BELT CLIP, RAPIDLOCK	34	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	34	0.00	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	5	1,495.00	0.00	0.00

Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other					
71019	NORTH AMERICA POWERCORD, 6.5FT	5	10.00	0.00	0.00
				Subtotal	24,546.00
				Estimated Shipping	0.00
				Estimated Tax	0.00
				Total	24,546.00

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	1	0.00	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	1	0.00	0.00	0.00
11509	BELT CLIP, RAPIDLOCK	1	0.00	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	1	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					
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	34	240.00	240.00	8,160.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	12	468.00	468.00	5,616.00
85110	EVIDENCE.COM INCLUDED STORAGE	360	0.00	0.00	0.00
80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	38	180.00	180.00	6,840.00
85110	EVIDENCE.COM INCLUDED STORAGE	380	0.00	0.00	0.00
85035	EVIDENCE.COM STORAGE	3,000	0.75	0.75	2,250.00
				Subtotal	24,546.00
				Estimated Tax	0.00
				Total	24,546.00

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	34	240.00	240.00	8,160.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	12	468.00	468.00	5,616.00
85110	EVIDENCE.COM INCLUDED STORAGE	360	0.00	0.00	0.00
80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	38	180.00	180.00	6,840.00
85110	EVIDENCE.COM INCLUDED STORAGE	380	0.00	0.00	0.00
85035	EVIDENCE.COM STORAGE	3,000	0.75	0.75	2,250.00
				Subtotal	24,546.00
				Estimated Tax	0.00
				Total	24,546.00

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	34	240.00	240.00	8,160.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	12	468.00	468.00	5,616.00
85110	EVIDENCE.COM INCLUDED STORAGE	360	0.00	0.00	0.00
80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	38	180.00	180.00	6,840.00
85110	EVIDENCE.COM INCLUDED STORAGE	380	0.00	0.00	0.00
85035	EVIDENCE.COM STORAGE	3,000	0.75	0.75	2,250.00
				Subtotal	24,546.00
				Estimated Tax	0.00
				Total	24,546.00

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	34	240.00	240.00	8,160.00
87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	5	336.00	336.00	1,680.00
80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	12	468.00	468.00	5,616.00
85110	EVIDENCE.COM INCLUDED STORAGE	360	0.00	0.00	0.00
80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	38	180.00	180.00	6,840.00
85110	EVIDENCE.COM INCLUDED STORAGE	380	0.00	0.00	0.00
85035	EVIDENCE.COM STORAGE	3,000	0.75	0.75	2,250.00
				Subtotal	24,546.00
				Estimated Tax	0.00
				Total	24,546.00
Grand Total					122,730.00



Discounts (USD)

Quote Expiration: 10/14/2018

List Amount	147,221.00
Discounts	24,491.00
Total	122,730.00

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Year 1	24,546.00
Spares	0.00
Year 2	24,546.00
Year 3	24,546.00
Year 4	24,546.00
Year 5	24,546.00
Grand Total	122,730.00

Notes

Agency has existing contract 3115 (originated via Q-15854) from 10/15/2014 – 10/14/2019 and is interested in transitioning to a new agreement effective 10/15/2018. Cancellation of contract 3115 will be accepted when an executed copy of this agreement is received.

****dock power cables added to order since BOM has changed****

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 Mary Dunn at mdunn@axon.com or fax to 480-420-3333

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-166541-43356.881MD

'Protect Life'® and TASER® are registered trademarks of Axon Enterprise, Inc, registered in the U.S. © 2013
Axon Enterprise, Inc. All rights reserved.