



Agenda Report

Fullerton City Council

MEETING DATE: JUNE 6, 2023

TO: CITY COUNCIL / SUCCESSOR AGENCY

SUBMITTED BY: ROBERT DUNN, CHIEF OF POLICE

PREPARED BY: LAUREN PARKHOUSE, SENIOR ADMINISTRATIVE ANALYST

SUBJECT: MASTER SERVICES AND PURCHASE AGREEMENT WITH AXON ENTERPRISE, INC. FOR SERVICES, DATA STORAGE AND UPGRADED EQUIPMENT

SUMMARY

Staff requests City Council approval to enter into a ten-year agreement with Axon Enterprise, Inc. (Axon) for services, data storage and upgraded equipment.

RECOMMENDATION

Approve Master Services and Purchase Agreement with Axon Enterprise, Inc. for services, data storage and upgraded equipment and authorize City Manager, or designee, to execute and administer the agreement and related documents, in a form approved by the City Attorney.

CITY MANAGER REMARKS

City Manager recommends approval.

BUDGET POLICY PRIORITY STATEMENT

This item matches the following Budget Policy Priority Statements:

- Fiscal and Organizational Stability
- Public Safety.

FISCAL IMPACT

The proposed ten-year agreement for services and equipment with Axon totals \$5,784,319. The City anticipates saving \$2,098,673.83 over the ten-year term by consolidating Axon agreements and eliminating the separate Police Department Interview

room agreement. The Fiscal Year 2023-24 Budget includes \$578,432 for Year 1 of the new Axon agreement.

DISCUSSION

City Council approved contracting with Axon for its body worn cameras and accompanying software, redaction services and tasers in 2018. The five-year contract with Axon expires on June 30, 2023. City Council approved additional cameras and software for recording in the PD Interview Room under a separate five-year contract in 2020. Axon has developed new services and upgraded equipment since 2018 which improve police officer performance and training. The proposed package includes existing services and equipment plus new services and software and would co-terminate the contract for the PD Interview Room for a ten-year term. Refer to attached Attachment 2 for package details.

The proposed ten-year agreement for services and equipment with Axon totals \$5,784,319, included in the Fiscal Year 2023-24 budget. This item generates no additional fiscal impact and approval of this agreement is administrative. The City would realize a \$2,098,673.83 cost savings if it agrees to a ten-year term.

The City would procure the professional services and various equipment purchases in the new agreement with Axon under sole source premise. Section IV.B of Purchasing Policy 4.1.2 states that exceptions to the Open Market Process include when vendor is clearly established "sole source" supplier, i.e., a single supplier who provides the sole distributor or manufacturer of a product or service such that there is no acceptable substitute within a specific geographical area, e.g., Southern California or California. The manufacturer must verify this exclusiveness in writing (Attachment 5), with confirmation on file with the Purchasing Manager. Staff requests City Council approved as the new Axon agreement will exceed \$100,000 over the agreement term.

Attachments:

- Attachment 1 – Axon Enterprise, Inc. Master Services and Purchase Agreement
- Attachment 2 – Axon Products and Services Detail
- Attachment 3 – Axon Statement of Work for Implementation
- Attachment 4 – Axon Quote
- Attachment 5 – Axon Sole Source Letter

cc: City Manager Eric J. Levitt