

City of



MEMORANDUM

DATE: June 6, 2024

TO: GEORGEANNE WHITE, City Manager
Office of the Mayor and City Manager

THROUGH: MELISSA PERALES, Purchasing Manager
General Services Department, Purchasing Division

FROM: PACO BALDERRAMA, Chief of Police
Office of the Chief

SUBJECT: AWARD A SOLE SOURCE CONTRACT IN THE AMOUNT OF \$1,247,549.76 IN YEAR ONE, \$1,871,789.27 IN YEAR TWO, \$3,702,094.40 IN YEAR THREE, \$5,659,592.77 IN YEAR FOUR AND \$5,887,238.48 IN YEAR FIVE FOR THE PURCHASE, MAINTENANCE AND UPGRADE OF 800 BODY-WORN CAMERAS, 800 TASER 10'S, UNLIMITED VIDEO AND DATA STORAGE, A COMPUTER AIDED DISPATCH SYSTEM (CAD), A RECORDS MANAGEMENT SYSTEM (RMS) AND MULTIPLE ADDITIONAL AXON SOFTWARE PROGRAMS; AUTHORIZE THE CHIEF OF POLICE OR HIS DESIGNEE TO EXECUTE THE AGREEMENT.

Axon Enterprise, Inc., hereinafter referred to as "Axon" became a development partner with the Fresno Police Department in 2017, and since then we have adopted multiple components of the Axon ecosystem as they emerge, at little or no cost to the City of Fresno. Axon is the global technology leader in public safety, with unparalleled ability to seamlessly integrate multiple aspects of law enforcement related hardware and software solutions. Axon's unique features also allow our agency to connect with neighboring agencies and prosecutors for case and evidence sharing.

Through this purchase, we are adopting numerous new features of the Axon ecosystem, which involves integrating hardware devices, cloud software and incorporating multiple layers of secure evidence management, oversight, and transparency measures. Most of these features are included in the Axon Officer Safety Premium bundle/package as outlined in the purchase contract, while several items are considered an a la carte addition at no cost to the City of Fresno.

The Axon ecosystem is unique in that it integrates CAD, RMS, body-worn cameras, Tasers, cloud hosted digital evidence management, productivity software, real-time operations capabilities, and third-party integrations through Axon's partner network (including Flock and FUSUS), all into a single platform. This type of integration is not offered anywhere else in the law enforcement technology sector. Axon RMS is also NIBRS compliant, unlike numerous other available records management systems.

In addition to the integration Axon offers between its hardware and software ecosystem, multiple components of the system are not offered by other providers and are solely available through Axon, including, but not limited to the following systems:

Respond Plus: Through integration with the LTE equipped Body 4 camera, dispatchers and/or supervisors will have the ability to live-stream footage from an officer's body camera in real-time. This will serve to enhance safety for our officers during emergencies when they may not be able to communicate over their radios due to the situation they are encountering or location they are attempting to transmit from. When an officers' body camera is powered on, their location can also be identified via Axon's mapping system.

Draft One-Narrative Assistant: Utilizing artificial intelligence (AI), audio recording of an officer's body-worn camera footage can be transcribed into a police report, which will be reviewed by the officer before submission. When fully deployed, Draft One is expected to drastically reduce the amount of time an officer spends during their shift report writing (currently being reported as up to a 50% reduction in time). As a result, officers will have more time available for proactive patrols and community engagement during their shifts.

Taser 10: Manufactured and available for purchase only from Axon Enterprise. Axon is also the sole distributor and retailer of all Taser brand products. Taser 10 is an upgrade from our current Taser, which fires only two darts per cartridge. The Taser 10 is a multi-shot energy weapon with a detachable magazine holding ten TASER 10 cartridges, with an increased 45-foot range, which enhances safety for officers and suspects.

Axon Body 4 Video Camera (DVR): New, improved, 160-degree field of view, upgraded sensor provides sharper, more detailed images, full-shift battery, "Watch Me" button allowing support teams to view wearer's footage live, live mapping to enhance safety and efficiency of operations.

3rd Party Unlimited Storage: This feature is one of the most valuable, cost-saving services in the Axon contract. Evidence.com is a secure, cloud-based digital evidence management service provided by Axon and hosted in the Azure GovCloud. Body worn camera video, photographs, cell phone data downloads, citizen surveillance video and Leica crime scene scanning files are just some of the items that can be stored and easily accessed via Evidence.com. With 3rd Party Unlimited Storage, the department avoids

having to purchase and maintain additional hardware and software to securely store, access and review non-native digital evidence.

Auto Tagging: Uses information from CAD and RMS to automatically label digital evidence (primarily body-worn camera video) in Axon Evidence.com. This automation saves the officers considerable time and ensures video evidence is accurately associated with the correct case.

Standards: Data management and workflow system designed for managing administrative investigations, use-of-force reporting, select training records, commendations, etc. Standards would replace two existing software applications currently in use, IA Pro and Blue Team. Because Standards has a native connection to the Axon ecosystem, users can quickly and efficiently attach files, like TASER logs, police reports, photographs, and body-worn camera video.

Although there are many more examples of the unique services and hardware offered by Axon in the proposed contract, the above listed items are primary examples of why Axon is solely qualified to meet the vast majority of technology needs for the Fresno Police Department.

It is recommended that City Council authorize the Chief of Police or designee to specify Axon, without substitution, for the purchase of 800 Axon Body 4 cameras, 800 Taser 10's, Axon CAD, Axon RMS, Respond Plus, unlimited cloud storage, Draft One AI assisted report writing, and auto video tagging and various other software solutions under the sole source competitive bidding exception without an "or equal" provision in the specifications.

It is also recommended that a five (5) year purchase and service contract in an amount not to exceed \$18,368,264.48 (\$1,247,549.76 year one; \$1,871,789.27 year two; \$3,702,094.40 year three; \$5,659,592.77 year four and \$5,887,238.48 year five) be awarded to Axon, for the purchase and maintenance of the listed hardware and software.

The FY 2025 budget for the Police Department has designated \$706,000.00 for year one (1) of the contract to be used for the purchase of body worn cameras, unlimited storage, CAD, RMS, Tasers and miscellaneous software programs. The remaining \$541,651.14 will be covered by a Supplemental Law Enforcement Services Account (SLESA) Grant.

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Approve Request

Deny Request



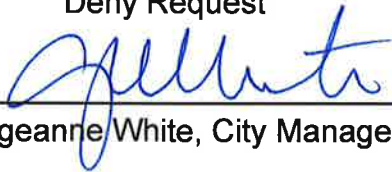
Melissa Perales, Purchasing Manager

06/11/2024

Date

Approve Request

Deny Request



Georgeanne White, City Manager

6/11/24

Date