

CITY OF YUBA CITY
STAFF REPORT

Date: December 15, 2020
To: Honorable Mayor & Members of the City Council
From: Police Department
Presentation by: Jim Runyen, Police Lieutenant

Summary

Subject: Police Department Body Worn and In-Car Camera Program

Recommendation:

- A. Adopt a Resolution awarding the purchase of new body-worn and in-car cameras to Axon Enterprise Inc. of Scottsdale in the amount of \$552,618.57 for a 5-year contract with the finding that it is in the best interest of the City.
- B. Authorize the Finance Director to record a supplemental appropriation to Account No. 6630-63801 in the amount of \$ 54,720 and to account 6630-69201 in the amount of \$ 76,733.13. Funding for this initial purchase comes from monies set aside each year in the Technology Replacement Fund. Authorization to transfer funds set aside in excess of the initial purchase will be brought before Council during the next budget cycle for the contract payment required in FY 21/22.

Fiscal Impact: Total \$552,618.57 – Account No. (6630-63801 body cameras) (6630-69201 In-car cameras)

Fiscal year 20-21 \$131,453.13 (Funds in Tech Replacement Fund)
 Fiscal year 21-22 \$105,291.36 (\$54,000 budgeted, \$51,292 in TRF)
 Fiscal year 22-23 \$105,291.36 (\$54,000 budgeted)
 Fiscal year 23-24 \$105,291.36 (\$54,000 budgeted)
 Fiscal year 24-25 \$105,291.36 (\$54,000 budgeted)

Purpose:

To improve the body worn and in-car camera program currently utilized by the Police Department. Improve officer safety and increase protection for civil liability by providing more advanced technology that is more user-friendly and reliable. Increase accountability and transparency for the Police Department.

Background:

Body-worn cameras and in-car cameras are being utilized across the country by law enforcement to increase officer safety, accountability, transparency, and to reduce civil liability. Capturing

critical incidents on video from the officer's perspective is a proven method to provide needed evidence in the prosecution of crimes and in the defense of actions by police officers.

The Police Department currently has body worn and in-car cameras that have been in use since 2008. The current product has several deficiencies which the company has been unable to fix after years of use. Body cameras do not sync to in-car cameras causing uncaptured footage of critical incidents. Downloading of video footage has been problematic which causes delays in labeling of videos by officers and additional hours of work for Information Technology (IT) staff to restore the downloading process. Many hours are wasted each week by both officers and IT staff due to the limitations of the current system. The current system has no way of transferring digital files to the Sutter County District Attorney's Office without downloading them to external storage and hand delivering them.

Data 911 products are purchased through city funding. Money is budgeted each year to replace the equipment which has a varying shelf life. Over a 5-year time span, the city projects to spend approximately \$54,000 per year on the cost of the camera related equipment and servers. Not factored into this figure are the hours spent on repairing and maintaining the equipment. The current system is due for an upgrade and there are funds set aside for this upgrade in the current 20/21 fiscal year.

Analysis:

IT Manager Devin Barber and myself researched Axon Enterprise Inc., which is the leading vendor in the United States for body-worn and in-car camera systems. Axon offers many features that the Data 911 system does not that could solve many of the problems we are currently experiencing. The in-car camera is synched to all body-worn cameras and emits a Bluetooth signal to activate any body-worn camera within 30' of the vehicle when recording. In stressful events where the in-car camera is activated by emergency lights, this prevents an officer from having to remember to turn on the body-worn camera when quickly exiting the vehicle. The feature also assists arriving officers and activates their body-worn cameras upon arrival of a critical event if the in-car cameras have been activated. Each body-worn camera has up to a two minute playback upon activation. If an officer is involved in a critical incident without the body-worn camera activated, the recording captures two minutes of video footage prior to the actual activation of the camera. There have been many incidents when officers activate the camera during a critical event and the moments leading up to the event were not captured. Axon also features a gun holster activation system that activates all body-worn cameras within 30' upon an officer drawing their firearm. Officer involved shootings are often rapidly evolving events. This activation would assure any potential event where a firearm is utilized the footage would be captured as well as the minutes prior.

Axon offers an auto-tagging feature with its system. Currently, officers spend anywhere from 15-45 minutes per day labeling videos from the previous day. This is assuming the server is not backlogged and the videos were uploaded from the day before, which is a common problem for the City's IT staff. The auto-tagging feature would save officers countless hours of work labeling videos.

Axon features a cloud-based unlimited storage option. The cost of the servers and upgrades would no longer be an issue for IT with this unlimited storage as the cost of this is built into the contract. In addition to video footage, officers are able to upload photos into the server for quicker access and less need to purchase and store CDs in our evidence system.

Axon videos are managed through a 3rd party vendor that is incorporated into the cost. This digital evidence management service allows the department to make videos and photos available to the Sutter County District Attorney without having to download them onto external storage devices. This provides a more efficient way of providing digital evidence for prosecution which saves time for both the department and the Sutter County District Attorney's Office.

Included in the contract with Axon is the replacement of the equipment upon the vendor's projected life expectancy. The system is installed by Axon alleviating our IT staff from having to install the equipment. The warranty on the equipment also includes replacement and installation of any defective equipment by Axon. Axon pricing in the current bid are set by Sourcewell, which, is a competitive cooperative purchasing group who have already completed a competitive bidding process for the equipment and services requested.

Fiscal Impact:

The total cost of purchasing of the Axon body-worn and in-car camera system is \$552,618.57 over a 5-year period. There is currently a balance of \$195,720 in the computer replacement fund earmarked for both body worn cameras and in-car camera systems replacement that can be used for the first year's payment and the additional contribution needed to supplement the current annual contribution of \$54,240 for the second year payment. Beginning year three an additional annual contribution of \$51,291.36 would be needed for the total annual payment of \$105,291.36. Over the three fiscal years not covered with existing funds, the total additional cost would be \$153,874.08.

Alternatives:

1. Direct staff to conduct a formal bid process with different vendors in lieu of selecting Axon Enterprises Inc. through Sourcewell.
2. Reject the proposal from Axon Enterprise Inc. and replace existing Data 911 body-worn and in-car cameras with budgeted funds.

Recommendation:

Adopt a resolution awarding the purchase of a 5-year contract outfitting the Police Department with body-worn and in-car cameras to Axon Enterprise Inc. in the amount of \$552,618.57 over five years by using the competitive cooperative purchasing of Sourcewell, with the finding that it is in the best interest of the City.

Authorize the Finance Director to record a supplemental appropriation to Account No. 6630-63801 in the amount of \$ 54,720 and to account 6630-69201 in the amount of \$ 76,733.13. Funding for this initial purchase comes from monies set aside each year in the Technology Replacement Fund. Authorization to transfer funds set aside in excess of the initial purchase will be brought before Council during the next budget cycle for the contract payment required in FY 21/22.

Attachments:

1. Resolution
 - a. Quote from Axon Enterprise Inc.
 - b. Power point presentation prepared by Lt. Jim Runyen

Prepared by:

/s/ Jim Runyen

Jim Runyen
Police Lieutenant

Reviewed by:

Department Head

Finance

City Attorney

Submitted by:

/s/ Diana Langley

Diana Langley
Interim City Manager

RL

SM

SLC by email

ATTACHMENT 1

RESOLUTION NO.

**RESOLUTION OF THE CITY COUNCIL OF THE CITY OF YUBA CITY
AUTHORIZING THE SOLE SOURCE PURCHASE OF AXON ENTERPRISE INC. IN-CAR
AND BODY-WORN CAMERAS FROM AXON ENTERPRISES, INC. FOR THE POLICE
DEPARTMENT PATROL CAMERA PROGRAM**

WHEREAS, the Police Department's current in-car and body-worn cameras are due for replacement and out of the factory warranty; and

WHEREAS, as a result of this constant replacement and maintenance costs, the City has budgeted approximately \$54,000 per year, with an accumulated amount of \$182,745.13 set to replace the existing equipment; and

WHEREAS, the current vendor, Data 911, has failed to fix ongoing issues with the equipment, exposing officer safety, the City potential liability, and excess employee hours on maintenance; and

WHEREAS, Axon Enterprise Inc. is a leading vendor in in-car and body-worn cameras, addressing the many issues the Police Department is having with the current system; and

WHEREAS, budgeted funds are currently set aside for replacement of existing equipment; and,

WHEREAS, Information Technology (IT) and the Police Department researched additional vendors finding Axon Enterprise Inc. to have the best quality product addressing department needs; and,

WHEREAS, Axon Enterprise Inc. is the sole proprietor of their equipment and the bidding process has been done by the cooperative purchasing of Sourcewell; and,

WHEREAS, the City has met the requirements to sole source the equipment pursuant to Public Contract Code section 3400(c) and City Purchasing Policies section 8-8.4.2; and

WHEREAS, the negotiated prices for Axon Enterprise Inc.'s equipment are reasonable and on par with prices other police agencies have paid; and

WHEREAS, the City Council now desires to authorizing the sole source purchase of in-car and body-worn camera equipment from Axon Enterprise, Inc., for the police departments patrol camera program.

NOW, THEREFORE, be it resolved by the City Council of the City of Yuba City as follows:

1. The City Council finds that all of the facts set forth in the recitals above are true and correct and incorporated herein.
2. The City Council finds that a sole source award is appropriate on grounds including that Axon Enterprise, Inc., is the sole authorized distributor of Axon body-worn and in-car cameras for the State of California, that Axon cameras are best suited to meet the current needs of the police department patrol camera program, that it would not be financially or practically feasible to replace the existing Data 911 equipment, and that the proposed negotiated prices for Axon

Enterprise, Inc.'s equipment are reasonable and on par with cameras purchased by other police departments. As such, the City Council finds that it is in the best interest of the City to make a sole source award to Axon Enterprise, Inc., for the patrol in-car and body-worn camera program.

3. The City Council of the City of Yuba City hereby authorizes the purchase of Axon camera equipment for the patrol camera program identified on Attachment A in the amount of \$552,618.57, and further authorizes the Police Department to enter into an agreement with Axon Enterprise, Inc., with the terms of this Resolution and the Sales Quote attached hereto, and subject to approval of the agreement as to legal form by the City Attorney.
4. This Resolution shall become effective immediately.

The foregoing resolution was duly and regularly introduced, passed, and adopted by the City Council of the City of Yuba City at a regular meeting thereof held on the 15th day of December 2020.

AYES:

NOES:

ABSENT:

ATTEST:

Marc Boomgaarden, Mayor

Ciara Wakefield, Deputy City Clerk

APPROVED AS TO FORM
COUNSEL FOR YUBA CITY:

Shannon Chaffin, City Attorney
Aleshire & Wynder, LLP

Attachment(s):

- a. Quote from Axon Enterprise Inc.
- b. Power point presentation prepared by Lt. Jim Runyen

EXHIBIT A



AXON

Yuba City Police Dept. - CA

AXON SALES REPRESENTATIVE

Kevin Watson

480-463-2203

kwatson@axon.com

ISSUED

11/2/2020



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

SALES REPRESENTATIVE

Kevin Watson
Phone: 480-463-2203
Email: kwatson@axon.com
Fax: 4804632203

PRIMARY CONTACT

Devin Barber
Phone: (530) 822-5009
Email: dbarber@yubacity.net

SHIP TO

Devin Barber
Yuba City Police Dept. - CA
1545 Poole Boulevard
Yuba City, CA 95993
US

BILL TO

Yuba City Police Dept. - CA
1545 Poole Boulevard
Yuba City, CA 95993
US

Year 1 - AB3 (57) TAP Tiered - Unlimited + Fleet 3 (24) Sourcewell

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
73686	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE	60	57	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	48	0.00	0.00	0.00
73840	EVIDENCE.COM BASIC ACCESS LICENSE	60	48	0.00	0.00	0.00
73683	10 GB EVIDENCE.COM A-LA-CART STORAGE	60	42	0.00	0.00	0.00
73746	PROFESSIONAL EVIDENCE.COM LICENSE	60	14	0.00	0.00	0.00
73682	AUTO TAGGING LICENSE	60	57	0.00	0.00	0.00
Hardware						
73202	AXON BODY 3 - NA10		57	699.00	524.25	29,882.25
74210	AXON BODY 3 - 8 BAY DOCK		8	1,495.00	1,121.25	8,970.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	57	336.00	336.00	19,152.00
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	8	354.00	354.00	2,832.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		62	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		57	0.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		25	31.30	0.00	0.00
73202	AXON BODY 3 - NA10		1	699.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		1	0.00	0.00	0.00

Year 1 - AB3 (57) TAP Tiered - Unlimited + Fleet 3 (24) Sourcewell (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		1	0.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	60	1	1,680.00	0.00	0.00
75015	SIGNAL SIDEARM KIT		57	249.00	249.00	14,193.00
71044	BATTERY, SIGNAL SIDEARM, CR2430 SINGLE PACK		114	0.00	0.00	0.00
Other						
73827	AB3 CAMERA TAP WARRANTY	60	57	0.00	0.00	0.00
73828	AB3 8 BAY DOCK TAP WARRANTY	60	8	0.00	0.00	0.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	57	288.00	288.00	16,416.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	48	180.00	180.00	8,640.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	14	468.00	468.00	6,552.00
73835	AUTO TAGGING LICENSE PAYMENT	12	57	180.00	180.00	10,260.00
71019	NORTH AMER POWER CORD FOR AB3 8-BAY, AB2 1-BAY / 6-BAY DOCK		8	0.00	0.00	0.00
73827	AB3 CAMERA TAP WARRANTY	12	1	0.00	0.00	0.00
Services						
79999	AUTO TAGGING / PERFORMANCE IMPLEMENTATION SERVICE		1	0.00	0.00	0.00
85055	AXON FULL SERVICE		1	17,000.00	8,500.00	8,500.00
					Subtotal	125,397.25
					Estimated Shipping	0.00
					Estimated Tax	6,055.88
					Total	131,453.13

Year 2 - Fleet 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages						
80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, ACCESS	52	48	0.00	0.00	0.00
80400	FLEET, VEHICLE LICENSE, ACCESS	52	24	0.00	0.00	0.00
Hardware						
72036	FLEET 3 STANDARD 2 CAMERA KIT		24	0.00	0.00	0.00

Year 2 - Fleet 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)						
80486	EXT WARRANTY, FLEET 3, 2 CAMERA KIT, 4 YEARS		24	0.00	0.00	0.00
72034	FLEET SIM		24	0.00	0.00	0.00
71200	FLEET ROUTER ANTENNA, COMPACT 5-IN-1, BLACK		24	0.00	0.00	0.00
11634	CRADLEPOINT IBR900-1200M-NPS+5 YEAR NETCLOUD ESSENT (PRIME)		24	0.00	0.00	0.00
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET		24	0.00	0.00	0.00
71210	FLEET DOOR TRIGGER HARDWARE, US		6	18.60	0.00	0.00
Other						
80457	FLEET 3 BUNDLE PAYMENT	4	24	516.00	0.00	0.00
80460	FLEET 3 BUNDLE TRUE UP	8	24	600.80	0.00	0.00
Services						
74063	STANDARD FLEET INSTALLATION (PER VEHICLE)		24	0.00	0.00	0.00
11620	ADDITIONAL CUSTOM FLEET TRIGGER and INSTALLATION (1 PER)		6	99.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Spares

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
73202	AXON BODY 3 - NA10		1	699.00	0.00	0.00
74028	WING CLIP MOUNT, AXON RAPIDLOCK		1	0.00	0.00	0.00
11534	USB-C to USB-A CABLE FOR AB3 OR FLEX 2		1	0.00	0.00	0.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	60	1	1,680.00	0.00	0.00
Other						
73827	AB3 CAMERA TAP WARRANTY	12	1	0.00	0.00	0.00
					Subtotal	0.00
					Estimated Tax	0.00
					Total	0.00

Year 2

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	8	354.00	354.00	2,832.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	57	336.00	336.00	19,152.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	57	180.00	180.00	10,260.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	14	468.00	468.00	6,552.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	48	180.00	180.00	8,640.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	57	288.00	288.00	16,416.00
80457	FLEET 3 BUNDLE PAYMENT	12	24	1,548.00	1,548.00	37,152.00
					Subtotal	101,004.00
					Estimated Tax	4,287.36
					Total	105,291.36

Year 3

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	8	354.00	354.00	2,832.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	57	336.00	336.00	19,152.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	57	180.00	180.00	10,260.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	14	468.00	468.00	6,552.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	48	180.00	180.00	8,640.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	57	288.00	288.00	16,416.00
73689	MULTI-BAY BWC DOCK 1ST REFRESH		8	0.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		57	0.00	0.00	0.00
73309	AXON CAMERA REFRESH ONE		1	0.00	0.00	0.00

Year 3 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
80457	FLEET 3 BUNDLE PAYMENT	12	24	1,548.00	1,548.00	37,152.00
73309	AXON CAMERA REFRESH ONE		1	0.00	0.00	0.00
					Subtotal	101,004.00
					Estimated Tax	4,287.36
					Total	105,291.36

Year 4

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	8	354.00	354.00	2,832.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	57	336.00	336.00	19,152.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	57	180.00	180.00	10,260.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	14	468.00	468.00	6,552.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	48	180.00	180.00	8,640.00
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	57	288.00	288.00	16,416.00
80457	FLEET 3 BUNDLE PAYMENT	12	24	1,548.00	1,548.00	37,152.00
					Subtotal	101,004.00
					Estimated Tax	4,287.36
					Total	105,291.36

Year 5

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware						
87062	TECH ASSURANCE PLAN 8-BAY BODY 3 DOCK PAYMENT	12	8	354.00	354.00	2,832.00
87063	TECH ASSURANCE PLAN BODY 3 CAMERA PAYMENT	12	57	336.00	336.00	19,152.00
Other						
73835	AUTO TAGGING LICENSE PAYMENT	12	57	180.00	180.00	10,260.00
73837	EVIDENCE.COM PROFESSIONAL LICENSE PAYMENT	12	14	468.00	468.00	6,552.00
73841	EVIDENCE.COM BASIC LICENSE PAYMENT	12	48	180.00	180.00	8,640.00

Year 5 (Continued)

Item	Description	Term (Months)	Quantity	List Unit Price	Net Unit Price	Total (USD)
Other (Continued)						
73830	EVIDENCE.COM UNLIMITED AXON DEVICE STORAGE PAYMENT	12	57	288.00	288.00	16,416.00
73688	MULTI-BAY BWC DOCK 2ND REFRESH		8	0.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		57	0.00	0.00	0.00
73310	AXON CAMERA REFRESH TWO		1	0.00	0.00	0.00
80457	FLEET 3 BUNDLE PAYMENT	12	24	1,548.00	1,548.00	37,152.00
73310	AXON CAMERA REFRESH TWO		1	0.00	0.00	0.00
					Subtotal	101,004.00
					Estimated Tax	4,287.36
					Total	105,291.36

Grand Total	552,618.57
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Discounts (USD)

Quote Expiration: 12/15/2020

List Amount	583,913.30
Discounts	54,500.05
Total	529,413.25

**Total excludes applicable taxes*

Summary of Payments

Payment	Amount (USD)
Year 1 - AB3 (57) TAP Tiered - Unlimited + Fleet 3 (24) Sourcewell	131,453.13
Year 2 - Fleet 3	0.00
Spares	0.00
Year 2	105,291.36
Year 3	105,291.36
Year 4	105,291.36
Year 5	105,291.36
Grand Total	552,618.57

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform

This document details a proposed system design




Agency Created For: Yuba City Police Department

Sold By: Kevin Watson

Designed By: Jake Borro

Installed By: Axon Professional Services

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME	
Headquarters	Yuba City Police Department	
<p>Total Configured Vehicles</p> <ul style="list-style-type: none"> • 24 Total Vehicles with this Configuration <p>Video Capture Sources</p> <ul style="list-style-type: none"> • 48 Total Cameras Deployed • 1 Fleet Hub(s) Per Vehicle <p>Mobile Data Terminal Per Vehicle</p> <ul style="list-style-type: none"> • 1 Located In Each Vehicle <p>Mobile Router Per Vehicle</p> <ul style="list-style-type: none"> • 1 IBR900-1200M-B <p>Offload Mechanism</p> <ul style="list-style-type: none"> • 4G LTE Cellular <p>Evidence Management System</p> <ul style="list-style-type: none"> • Evidence.com 		 Axon Camera  Fleet Hub  In-Car Router

SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

Vehicle Hardware

Vehicle Hardware	2	Axon Fleet Cameras will be installed in each vehicle
	1	Axon Fleet Hub will be installed in each vehicle
	1	5-in-1 Antenna will be installed in each vehicle
	1	3-in-1 Antenna will be installed in each vehicle
	1	IBR900-1200M-B router will be installed in each vehicle
Signal Activation Methods	4	Triggers will be configured per vehicle
Mobile Data Computer	<p>The following devices will be configured for Signal activation: Light Bar, Gun Rack, Speed, Crash. When triggered, the Axon Signal technology in the Fleet 3 Hub will activate the recording mechanism for all configured Axon cameras within Bluetooth range of the vehicle.</p> <p>3 vehicles will also have K9 doors configured as additional triggers.</p>	
Mobile Data Computer Requirements	<p>Operating System: Windows 7 SP1 or Windows 10 (version 1909 or higher) - x32 or x64 with the most current service packs and updates</p> <p>Hard Drive: Must have 25GB+ of free disk space</p> <p>RAM/Memory: for x32: 4GB for x64: 8GB or greater</p> <p>Ethernet Port: It is recommended that the MDC have one dedicated and available Ethernet port reserved for an Ethernet cable from router. The Ethernet port can be located on an electronic and stationary mobile docking station. If a docking station is used, it is the preferred location for the Ethernet port.</p> <p>Wi-Fi Card: If the MDC is not connected to the router via Ethernet LAN, a WiFi card is required in the MDC. In this case, the WiFi card should meet or exceed the router's minimum WiFi radio compatibility requirements.</p>	

Additional Considerations	The Cradlepoint router includes the antenna(s) and Cradlecare. For agencies that use a VPN, Axon traffic must be passed through; such that it does not use the VPN tunnel. Customer must provide IT and / or Admin resources at time of installation to ensure data routing if functional for Axon Fleet operation.	
	In the event an Agency is unable to support the IT requirements associated with the installation, Axon reserves the right to charge the Agency for additional time associated with on-site work completed by an Axon Personnel.	
Hardware Provisioning	Axon will provide the following router for all vehicles:	IBR900-1200M-B
	The customer will provide an MDC for each vehicle.	
	If the customer chooses to provide their own SIM, they must be activated and available at time of installation	
SIM Location	SIM will be located in router and can be inserted in router by Cradlepoint if carrier is specified by agency.	

4G / Cellular Offload Considerations

Network Considerations	The IBR900-1200M-B will be the connection which allows 4G upload of recorded video	
	The customer will ensure that their cellular contract does not allow for data throttling, or service denial, once a set data threshold is met. Throttling or denial of service will negatively affect Fleet upload capabilities.	

Network Consideration Agreement

Network Consideration Agreement	Customer acknowledges the minimum requirements for the network to support this Statement of Work.	
	Axon employees performing services under this SOW are CJIS certified.	
	If the network provided by Customer does not meet the minimum requirements, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply. Additional fees would also apply if Axon is required to extend the installation time for reasons caused by the customer or the customer network accessibility.	

Professional Services & Training

<p>Project Management</p>	<p>Axon will assign a Project Manager that will provide the expertise to execute a successful Fleet camera deployment and implementation. The Project Manager will have knowledge and experience with all phases of the project management lifecycle and with all application modules being implemented. He/she will work closely with the customer's project manager and project team members and will be responsible for completing the tasks required to meet all contract deliverables.</p>
<p>Vehicle Installation</p>	<p>Customer agrees to have the above mentioned number of intended vehicles available at the time of deployment.</p> <p>Axon will be performing the installation of all Axon Fleet vehicle hardware. Installation services included with Axon Fleet system include a "clip" and removal of existing in-car system hardware, if applicable. This does not include "full removal" of existing wiring. A "full removal" of all existing hardware and wiring is subject to additional fees. Axon provides basic Fleet operation overview to the customer lead and/or Admin at the time of install.</p> <ul style="list-style-type: none"> ○ It is necessary to differentiate between the type of equipment removal to be provided by Axon. Standard Fleet Installation includes hardware removal in a fashion considered "Clip" which means Axon cuts the wires from the old system without removing multiple panels, removing all wiring and parts from the old system. In the case Axon removes the hardware Axon is not responsible for the surplus of hardware or any devices that may have been physically integrated with the removed system. In some situations, radar systems are integrated with the in-car video system and have a cable that connects to the system, if Axon removes the old in car system then Axon is not responsible for the radar system as part of the removal. ○ A "Rip" removal should be contracted through ProLogic directly. The Rip would be similar to a complete and full removal, which is more common when they retire a vehicle from service. <p>Chosen installation site must have internet access for the Hub, through the router, and MDC for configuration and testing of Fleet 3. Customer must have a resource onsite during installation with Axon Evidence Device Administration permissions to assist with logging into customer MDCs and configuring vehicle software.</p>
<p>Custom Trigger Installation</p>	<p>The Fleet 3 Hub has multiple trigger configuration options. Any trigger configurations that include a door or magnetic door switch are considered "custom" and may be subject to additional fees.</p> <p>An Axon representative has discussed with the Agency the standard triggers of the Fleet System. Those no-cost triggers include Light-bar, Siren, Speed, Motion Activation and Gun-lock activation. The light-bar must have a controller to allow Axon to interface for the desired position, gun -locks must be installed with existing hardware in the vehicle. Doors are considered "CUSTOM" since they required additional hardware and time for installation, typically requiring the door may need to be taken apart for the installation.</p>
<p>Training</p>	<p>End-user go-live training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON Fleet Dashboard. This is included at no additional cost.</p>

Notes

Sourcewell Contract #010720-AXN used for pricing and purchasing justification.

Tax is subject to change at order processing with valid exemption.

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 Kevin Watson at kwatson@axon.com or fax to 4804632203

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

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Axon Internal Use Only

		SFDC Contract #: Order Type: RMA #: Address Used: SO #:
Review 1	Review 2	
Comments:		

ATTENTION

This order may qualify for freight shipping, please fill out the following information.

What is the contact name and phone number for this shipment?	
What are your receiving hours? (Monday-Friday)	
Is a dock available for this incoming shipment?	
Are there any delivery restrictions? (no box trucks, etc.)	

EXHIBIT B



Digital Evidence Project

HOW WE GOT HERE

- In partnership with the IT Department, we have planned upgrades to both our fleet cameras and MDTs in this fiscal year.
- The Data911 body cameras and dash cameras do not sync which causes issues including more time spent by personnel labeling videos and challenges identifying all videos relative to an incident
- Current body cameras do not record in a passive mode which increases the likelihood that a critical incident will not get recorded
- After research and testing-we determined Axon offered the best products and services for our needs.

AXON SIGNAL SIDEARM

- CAPTURE WHAT COUNTS
 - When firearm is drawn, a Bluetooth signal activates the surrounding cameras into “Record Mode”

Yuba City PD Today

- Aging Body-Worn Camera program (out of warranty)
- Body Cams and Dash Cams do not sync, increasing liability
- All videos are not auto-labeled requiring hours of labeling by officers
- Body cameras do not passively record, increasing liability
- Sharing digital evidence with DVDs and in-person drop-offs

Proposed move shifts Yuba City PD to:

- Full 5 Year Warranty on Body Cameras/Docks and entire Dash Camera System
- Body Camera hardware replacement at month 30 and month 60
- Unlimited Storage for Body Camera and Dash Camera footage
- Passive recording of Body Cameras increases likelihood to capture critical incidents
- Automatic activation triggers for body cameras and dash cameras (light bar, gun rack, etc)
- Secure and instantaneous evidence sharing with partner agencies, including the courts
- Improved transparency for the public
- Better safety for our officers

Cost Comparison

	Data 911	Axon
Fiscal Year 20/21	\$19200 in TRF	\$131,453.13 (Funds in TRF)
Fiscal Year 21/22	\$54000 budgeted	\$105,291.36 (\$51,292 in TRF)
Fiscal Year 22/23	\$54000 budgeted	\$105,291.36
Fiscal Year 23/24	\$54000 budgeted	\$105,291.36
Fiscal Year 24/25	\$54000 budgeted	\$105,291.36
Cost Difference over 5 years		\$153,874.08