



Cover Memorandum/Staff Report

File #: 25-1374

Agenda Date: 11/18/2025

Item #: 7.H.

TO: Mayor and Commissioners
FROM: Chief Darrell Hunter, Police Department
THROUGH: Terrence R. Moore, ICMA-CM
DATE: November 18, 2025

APPROVAL OF RESOLUTION NO. 195-25 TO TERMINATE THE EXISTING MASTER SERVICES AND PURCHASING AGREEMENT WITH AXON ENTERPRISE, INC. AND ENTER INTO A NEW AGREEMENT WITH AXON ENTERPRISE INC. FOR PUBLIC SAFETY RELATED VIDEO SURVEILLANCE PRODUCTS, DEVICES, AND SERVICES, UTILIZING CITY STANDARD PURCHASING METHOD - \$15,401,896.33

Recommended Action:

Motion to approve Resolution No. 195-25 to terminate the existing Master Services and Purchasing Agreement with Axon Enterprise, Inc. and approve a new agreement with Axon Enterprise, Inc. for public safety related video surveillance products, devices, and services, utilizing City Standard purchasing method in the amount of \$15,401,896.33.

Background:

Summary:

The proposed new Agreement would replace the last partial year of the existing Agreement (Expires in September 2026), incorporate Fusus products (Now fully under Axon), resolve issue with cradle point routers that provide internet to the in-car video cameras, provide new Taser 10 devices, unlimited third-party storage, along with some new modules, and licensing for Skydio drones. Axon's pricing increases around 9% per year, so waiting for the existing contract to expire would put us at the most disadvantage when trying to negotiate a new contract. The proposed agreement would put us in a better position going forward considering the unlimited third-party storage, which is needed due to all the technology we are implementing (downtown cameras, LPRs, COPS technology grant/Real Time Crime Center). The agreement is for five years with an option to renew for additional five years and would essentially expand the scope while locking in currently offered pricing.

Additional information:

On April 19, 2016, the City Commission approved the implementation of the first phase of the Police Department body-worn camera program that included 20 body-worn cameras and TASERS. On November 15, 2016, the City Commission approved the purchase of the remainder of the body-worn cameras and Tasers to outfit the Police Department personnel in a phased deployment. This Agreement was for five (5) years and was terminated and replaced with a new five (5) year Agreement upon City Commission approval on September 6, 2018. This was done to include additional body worn cameras and Tasers in order to accommodate an increase in personnel that will be utilizing body worn cameras, as well as to include additional equipment, specifically interview room cameras for the Investigations Division, as well as in-car video cameras, which would replace

Panasonic Arbitrator cameras in a phased deployment.

On June 8, 2021, the City Commission approved the termination of the November 15, 2016, agreement and entered into a new agreement. This was due to a number of Tasers reaching their end-of-life and all of them needing to be replaced with the new T7 model, which was the current model at the time, due to concerns with operating on two different Taser platforms and with different end-of-life dates and warranties for the existing equipment. In addition, the new Agreement also included Axon Air for drones. This agreement continued to provide a secondary body-worn camera as backup for all users, unlimited Evidence.com storage, and unlimited cartridges and batteries for Tasers.

Recently, while discussing an issue with the cradle point routers which are used to provide internet for in-car video, and demonstrating new Taser 10 model, Axon representatives informed us of upcoming changes to the Axon's pricing structure and product bundling, effective January 1, 2025. They offered a proposal for a new agreement, which would provide for cradle point router licensing, new Taser 10s, ALPR, Fleet live streaming, unlimited third-party storage, licenses for Skydio drones, additional tools such as Axon Respond, Performance, Redaction Assistant, etc., and would also include currently separate agreement for Fusus, which was recently acquired by Axon. Due to the short notice, the new agreement could not be prepared and approved before the pricing structure changed on January 1, 2025.

The current Agreement expires September 30, 2026, and separate agreement for Fusus expires September 17, 2026. Law enforcement agencies across the country and worldwide are using body-worn cameras to provide a visual and audio record of law enforcement interactions with the public. Given the issues facing police work nationally, cameras have received attention as a means to provide clarity in police issues especially where a fatality may occur. The body camera program is helpful in prosecution when presenting evidence to court, in deflecting fraudulent complaints and potential lawsuits, and for completing reports accurately. It helps strengthen accountability and transparency, and can assist in deescalating conflicts, resulting in more constructive encounters between the police and members of the community. Therefore, the Police Department assumes utilization of body worn cameras and related devices and services from Axon will continue in the foreseeable future. Currently, Axon has no competition in the market that can provide all of the products we are currently utilizing or expanded scope.

Breakdown of the pricing is listed below.

Proposal		
10 Year Premium Discount		
Year 1	\$1,540,189.66	11/1/2025
Year 2	\$1,540,189.63	11/1/2026
Year 3	\$1,540,189.63	11/1/2027
Year 4	\$1,540,189.63	11/1/2028
Year 5	\$1,540,189.63	11/1/2029
Year 6	\$1,540,189.63	11/1/2030
Year 7	\$1,540,189.63	11/1/2031
Year 8	\$1,540,189.63	11/1/2032
Year 9	\$1,540,189.63	11/1/2033
Year 10	\$1,540,189.63	11/1/2034

TOTAL:	\$15,401,896.33
---------------	-----------------

City Attorney Review:

Approved as far as form and legal sufficiency.

Funding Source/Financial Impact:

001-21-110-521.34-90 Support - Other Contractual Services

Timing of Request:

Axon's pricing increases approximately 9% each year.