

**SUBJECT:**

**Lease of AXON body cameras for the Sheriff's  
Office Adult Detention Center.**

**MEETING DATE:**

October 4, 2022

**SUBMITTED BY:**

Tye Beavers

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**SUGGESTED ACTION:**

Consider the leasing of 150 body cameras from AXON to support the Sheriff's Office Adult Detention Center requirements in the amount of \$726,051.06 over five years. This is a follow-on addition to the agreement approved on June 07, 2022.

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**FACTS AND ISSUES:**

The Sheriff's Office did not address the requirements for the Adult Detention Center at the time the initial agreement with AXON was entered into. It has now been determined that it will require 150 body cameras to provide transparency of services for the Adult Detention Center. These cameras, licensing and supporting services were specified for purchase from AXON to have consistency of training and performance throughout the organization. AXON is the leading provider of integrated hardware and management software in the country, offering patented functionality and continuous product upgrades.

This follow-on offers a 15% discount from MSRP (previous agreement offered 14.8% from MSRP) and a 22.2% discount from unbundled (previous agreement offered a 30.9% discount) without quantity price breaks, lower than the initial agreement but due to product mix. The most relevant discount is the discount from MSRP, as that is the starting selling price and most often quoted pricing from. The price is considered as reasonable based on consistent pricing discount (actually slightly higher discount of 15% vs 14.8%) from MSRP negotiated in the previous agreement. Purchase of these units will be covered in the FY2023 budget.

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**ATTACHMENTS:**

[Axon Procurement Summary - adding 150 Cams.pdf](#)

[AXON Price Agreement - 150 Added BodyCams.pdf](#)

[AXON Add On Quote FINAL \(DJ\).pdf](#)

[Contractor Affidavit and Agreement - E-Verify-Axon Signed.pdf](#)