



## City Council Staff Report

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**Subject:** Axon Enterprise, Inc. Agreement for Body Worn Camera and In-Car Camera Services

**Date:** September 23, 2025

**Submitted By:** Neil Costa, Police Lieutenant  
Chad Morris, Police Captain  
Rustin Banks, Police Chief

**Department:** Police

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**Recommendation:**

Adopt a Resolution of the City Council of the City of Rocklin Approving and Authorizing the City Manager to Execute the Master Services and Purchasing Agreement with Axon Enterprise, Inc.

**Background:**

The Rocklin Police Department (RPD) has been using body-worn (BWC) and in-car cameras (ICC) for more than thirteen years. This technology has shown to be essential, specifically in the areas of transparency, evidence collection and complaint reduction. RPD desires to continue to utilize these exceptionally valuable tools and expand services with a new five-year Master Services and Purchasing Agreement with Axon Enterprise, Inc (Axon). The total contract award is \$1,140,945.42 over five years with annual payments.

Maintaining this program safeguards the City's financial and legal interests. The availability of video evidence not only strengthens court cases and expedites resolutions, but also significantly reduces liability exposure and the costly litigation that can arise from incidents without clear documentation. While the expense of purchasing, maintaining, and managing this technology are significant, the benefits, enhanced officer safety, stronger prosecutions, reduction in civil claims, and improved community relations, outweigh the cost. The continued investment in BWC and ICC technology is not just a tool for law enforcement, but a sound financial and ethical decision that supports the City of Rocklin's strategic plan goal related to safety, while focusing on effective, transparent, and community-focused policing.

The Axon platform seamlessly integrates their products and services across agencies. The continuity simplifies the learning curve for users and increases efficiencies by reducing duplicity, reducing thousands of hours spent classifying, tagging, redacting and/or transcribing video. Close integration with Axon Evidence (Digital Evidence Management System a.k.a. Evidence.com) allows fast, efficient, digital and secure sharing of records and cases from RPD to the County of Placer District Attorney's Office.

The City has benefited from the use of BWC and ICC and their continued use is essential for effective and efficient police operations. The implementation of Axon's proprietary Digital Evidence Management System at RPD provides a direct link to the District Attorney's Office, who have previously instituted Axon's Digital Evidence Management System. Therefore, staff recommends suspending competitive bidding pursuant to Rocklin Municipal Code Title 3, Section 3.04.090 as a Sole Source (Exhibit C).

The initial term of this agreement is five years, estimated February 1, 2026 through January 31, 2031. The agreement also includes an autorenewal clause for a second five-year term with an option for the City to cancel with 30 days prior to the end of the initial subscription term.

This agreement is structured to provide a suite of selected services based on current staffing and vehicles. All RPD vehicles and officers are outfitted with in-car and body-worn video technology. Future growth is expected and Axon provides flexibility and ease in expanding equipment and services individually, as needed.

**Fiscal Impact:**

The total cost for the first year is \$136,914 and subsequent years is \$251,008 annually. Funding for the first two years will be absorbed within the Police Department's Fiscal Years 2025-2027 Operating Budget within the General Fund (Fund 100). Any additional funding needed in future fiscal years will be proposed and appropriated provided sufficient funds are available in the adopted budgets for the applicable fiscal years.

**ATTACHMENTS:**

1. Resolution
2. Exhibit A Axon Master Services and Purchasing Agreement signed
3. Exhibit B Axon Enterprise, Inc Quote Q-712409-45897KP
4. Exhibit C Axon Sole Source Letter