

FORSYTH COUNTY
BOARD OF COMMISSIONERS

**BRIEFING
DRAFT**

MEETING DATE: SEPTEMBER 14, 2017

AGENDA ITEM NUMBER: 9

SUBJECT:

RESOLUTION APPROVING PURCHASE OF LAW ENFORCEMENT IN-CAR CAMERA REPLACEMENTS UNDER AN EXCEPTION TO THE BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDING A CONTRACT TO AXON ENTERPRISES, INC. (FORSYTH COUNTY SHERIFF'S OFFICE)

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:

SUMMARY OF INFORMATION:

This Resolution approves the purchase of law enforcement in-car camera replacements under an exception to the bidding laws codified in N.C.G.S. 143-129(e)(6). Under this provision, the bidding requirements do not apply to purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration.

Axon Enterprises, Inc. (formerly TASER International, Inc.) is the manufacturer and sole distributor of the TASER Axon Fleet cameras and is the only vendor with a bundled cloud storage solution. Currently, the Forsyth County Sheriff's Office is using the Axon camera systems for body worn cameras as well as for the suspect interrogation room recording system. In order for data storage to remain standardized, using evidence.com, it is necessary to remain with the Axon product for in-car video recordings. Finally, all other law enforcement agencies in the county (City of Winston-Salem and City of Kernersville police departments) both use evidence.com and data can be shared between the local agencies and the District Attorney's Office.

The agency currently has 149 vehicles with in-car camera systems. Approximately 83% (124) will be at least five (5) years old this fiscal year. All 149 camera systems are at least three (3) years old this fiscal year. Working with County Property Maintenance, the current cameras that are in service will be surplus and sold at a later date.

The Sheriff's Office FY 2017-2018 agency operating budget contains appropriated funds specifically allocated for the replacement of the in-car camera systems for the first year (see Table below). The attached Resolution awards a contract in the amount of \$811,629.50 over five (5) years to replace the current in-car video recording system, installation of necessary infrastructure, data storage, as well as on-going service/maintenance.

RESOLUTION APPROVING PURCHASE OF LAW ENFORCEMENT IN-CAR CAMERA REPLACEMENTS UNDER AN EXCEPTION TO THE BIDDING LAWS CODIFIED IN N.C.G.S. 143-129(e)(6) AND AWARDING A CONTRACT TO AXON ENTERPRISES, INC. (FORSYTH COUNTY SHERIFF'S OFFICE)

WHEREAS, the Forsyth County Sheriff's Office needs to purchase and replace law enforcement in-car cameras and Axon Enterprises Inc. is the sole distributor of the Axon camera systems and evidence.com data storage solution; and

WHEREAS, the Forsyth County Sheriff's currently uses the Axon camera systems and evidence.com data storage solution for body-worn cameras and in the suspect interrogation room; and

WHEREAS, N.C.G.S. 143-129(e)(6) provides that procedures for letting of public contracts do not apply to purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration; and

WHEREAS, N.C.G.S. 143-129(e)(6) further requires the governing board to approve purchases under the above provisions prior to the award of the contract; and

WHEREAS, Axon Enterprises Inc., has submitted a quote for law enforcement in-car camera equipment, training, data storage and service/maintenance at a five (5) year cost of \$811,629.50 due in annual payments of \$132,129.50 (Year 1), \$162,000 (Year 2), \$172,500 (Years 3-5), excluding tax; and

WHEREAS, it is the recommendation of the County Manager, the Sheriff, and the Purchasing Director that the purchase of law enforcement in-car cameras with Axon Enterprises, Inc. in the amount of \$811,629.50 be awarded to Axon Enterprises, Inc.; and

WHEREAS, the County Chief Financial Officer has determined that sufficient funds are available to cover the cost of this purchase;

NOW, THEREFORE, BE IT RESOLVED, that the Forsyth County Board of Commissioners hereby approves the purchase of law enforcement in-car camera replacements under the exception to the bidding laws codified in N.C.G.S. 143-129(e)(6).

BE IT FURTHER RESOLVED that a contract for the purchase of law enforcement in-car camera replacements is hereby awarded to Axon Enterprises, Inc. in the amount of \$811,629.50 plus tax over a five-year period for use by the Forsyth County Sheriff's Office.

BE IT FURTHER RESOLVED that the County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County, a contract with Axon Enterprises, Inc. for the purchase of law enforcement in-car cameras in the amount of \$811,629.50 plus tax, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 14th day of September, 2017.

Axon Enterprise, Inc.

Protect Life.

17800 N 85th St.
Scottsdale, Arizona 85255
United States
Phone: (800) 978-2737
Fax: 480-991-0791

Ricky Wright
(336) 917-7310
wrightcr@fcso.us



Quotation

Quote: Q-129684-3
Date: 8/14/2017 1:39 PM
Quote Expiration: 9/27/2017
Contract Start Date*: 1/1/2018
Contract Term: 5 years

AX Account Number:
115331

Bill To:
Forsyth County Sheriff's Office - NC
301 N. CHURCH STREET
WINSTON SALEM, NC 27101
US

Ship To:
Ricky Wright
Forsyth County Sheriff's Office - NC
301 N. Church St.
Winston Salem, NC 27101
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Andy Wrenn		andy@taser.com	Fedex - Ground	Net 30

*Note this will vary based on the shipment date of the product.

Axon Fleet Pre-Order

Thank you for your interest in Axon! This pre-order is a commitment to purchase Axon Fleet. Axon Fleet will be available for delivery sometime in 2017. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

Axon Fleet System Compatibility

Additional costs may be incurred by the customer related to installing or optimizing their wireless infrastructure in order to achieve the desired wireless download speeds, access point coverage, bandwidth or network stability. These costs are solely the responsibility of the customer.

Year 1 - Phase 1

January 2018

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
100	74003	CAMERA SYSTEM, AXON FLEET	USD 0.00	USD 0.00
100	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
50	70112	AXON SIGNAL UNIT	USD 0.00	USD 0.00
100	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
50	74027	Axon Fleet Dongle	USD 0.00	USD 0.00
50	85731	FLEET UNLIMITED PACKAGE: YEAR 1 PAYMENT	USD 831.60	USD 41,580.00
50	11605	CRADLEPOINT ROUTER - IBR900LP6	USD 0.00	USD 0.00
50	11511	ROUTER ANTENNA, FLEET	USD 0.00	USD 0.00
50	11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	USD 0.00	USD 0.00
1	80131	TRAIN INSTALLER OR INSTALLATION FACILITY, PER DAY, PER SITE	USD 2,500.00	USD 2,500.00
3	74074	WI-FI OFFLOAD STORE & FORWARD SERVER HARDWARE	USD 3,000.00	USD 9,000.00

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
3	74067	WI-FI OFFLOAD STORE & FORWARD SOFTWARE LICENSE YEAR 1 PAYMEN	USD 600.00	USD 1,800.00
Year 1 - Phase 1 Discount:				USD 105,220.00
Year 1 - Phase 1 Net Amount Due:				USD 54,880.00

Spares

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
4	74003	CAMERA SYSTEM, AXON FLEET	USD 0.00	USD 0.00
4	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
4	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
4	74027	Axon Fleet Dongle	USD 0.00	USD 0.00
Spares Discount:				USD 2,495.40
Spares Net Amount Due:				USD 0.00

Year 1 Phase 2

March 2018

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
100	74003	CAMERA SYSTEM, AXON FLEET	USD 0.00	USD 0.00
100	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
50	70112	AXON SIGNAL UNIT	USD 0.00	USD 0.00
100	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
50	74027	Axon Fleet Dongle	USD 0.00	USD 0.00
50	85731	FLEET UNLIMITED PACKAGE: YEAR 1 PAYMENT	USD 870.00	USD 43,500.00
50	11605	CRADLEPOINT ROUTER - IBR900LP6	USD 0.00	USD 0.00
50	11511	ROUTER ANTENNA, FLEET	USD 0.00	USD 0.00
50	11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	USD 0.00	USD 0.00
Year 1 Phase 2 Discount:				USD 92,816.50
Year 1 Phase 2 Net Amount Due:				USD 43,500.00

Year 1 - Phase 3

May 2018

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
100	74003	CAMERA SYSTEM, AXON FLEET	USD 0.00	USD 0.00
100	74025	MOUNT ASSEMBLY, AXON FLEET	USD 0.00	USD 0.00
50	70112	AXON SIGNAL UNIT	USD 0.00	USD 0.00
100	74024	BATTERY SYSTEM, AXON FLEET	USD 0.00	USD 0.00
50	74027	Axon Fleet Dongle	USD 0.00	USD 0.00
50	85731	FLEET UNLIMITED PACKAGE: YEAR 1 PAYMENT	USD 672.00	USD 33,600.00
50	11605	CRADLEPOINT ROUTER - IBR900LP6	USD 0.00	USD 0.00
50	11511	ROUTER ANTENNA, FLEET	USD 0.00	USD 0.00
50	11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	USD 0.00	USD 0.00
Year 1 - Phase 3 Discount:				USD 92,233.50
Year 1 - Phase 3 Net Amount Due:				USD 33,600.00

Year 2

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
3	74068	WI-FI OFFLOAD STORE & FORWARD SOFTWARE LICENSE YEAR 2 PAYMEN	USD 600.00	USD 1,800.00
150	85732	FLEET UNLIMITED PACKAGE: YEAR 2 PAYMENT	USD 1,068.00	USD 160,200.00
Year 2 Discount:				USD 18,000.00
Year 2 Net Amount Due:				USD 162,000.00

Year 3

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
3	74069	WI-FI OFFLOAD STORE & FORWARD SOFTWARE LICENSE YEAR 3 PAYMEN	USD 600.00	USD 1,800.00
150	85733	FLEET UNLIMITED PACKAGE: YEAR 3 PAYMENT	USD 1,138.00	USD 170,700.00
Year 3 Discount:				USD 7,500.00
Year 3 Net Amount Due:				USD 172,500.00

Year 4

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
3	74070	WI-FI OFFLOAD STORE & FORWARD SOFTWARE LICENSE YEAR 4 PAYMEN	USD 600.00	USD 1,800.00
150	85734	FLEET UNLIMITED PACKAGE: YEAR 4 PAYMENT	USD 1,138.00	USD 170,700.00
Year 4 Discount:				USD 7,500.00
Year 4 Net Amount Due:				USD 172,500.00

Year 5

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
3	74071	WI-FI OFFLOAD STORE & FORWARD SOFTWARE LICENSE YEAR 5 PAYMEN	USD 600.00	USD 1,800.00
150	85735	FLEET UNLIMITED PACKAGE: YEAR 5 PAYMENT	USD 1,138.00	USD 170,700.00
Year 5 Discount:				USD 7,500.00
Year 5 Net Amount Due:				USD 172,500.00

Subtotal	USD 811,480.00
Estimated Shipping & Handling Cost	USD 149.50
Estimated Tax	USD 54,606.15
Grand Total	USD 866,235.65

Hardware Shipping Estimate

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

This is a budgetary quote only. Currently, Axon Fleet only allows LTE or "Dock & Walk" offload methods. The estimated delivery date for wireless offload is sometime in 2017. The agency's choice of router can determine or limit their offload capability. This quote contains hardware, software, and estimated installation costs. A review by an Axon engineer and the creation of a Statement of Work will need to be completed to determine the exact requirements for the agency to implement a Fleet program. This quote is subject to change based on the information gathered from the review outlined above

Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement posted at <https://www.axon.com/legal/sales-terms-and-conditions>. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Signature: _____ Date: _____
Name (Print): _____ Title: _____
PO# (if needed): _____

Quote: Q-129684-3

Please sign and email to Andy Wrenn at andy@taser.com or fax to 480-991-0791

THANK YOU FOR YOUR BUSINESS!

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