



Memorandum

Date: 11/19/2024
Meeting of: Committee of the Whole - Public Safety and Human Services

File No. CM 24-563
Type: Committee Memo

TO: Committee of the Whole - Public Safety and Human Services
FROM: Mayor Angela Birney
DEPARTMENT DIRECTOR CONTACT(S):

Police	Chief Darrell Lowe	425-556-2521
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DEPARTMENT STAFF:

Police	Brian Coats	Deputy Chief
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TITLE:

Master Service and Purchasing Agreement Between the City of Redmond and Axon Enterprise, Inc.

OVERVIEW STATEMENT:

The Police Department seeks Council approval to renew a contract with Axon Enterprise, Inc. for essential equipment and services. This contract bundles Axon’s body-worn cameras, tasers, and digital evidence storage with the addition of a virtual reality training platform and their video aggregation software, FUSUS.

This renewed contract integrates the remaining years of the previous 5-year agreement, extending service and equipment terms for a total of 10 years.

Entering into this long-term deal saves the city significant money over the life of the contract. Previous renewal rates increased approximately 6.5% annually. Contract includes a non-appropriation language allowing the City to opt out without penalty if financially necessary.

Additional Background Information/Description of Proposal Attached

REQUESTED ACTION:

Receive Information **Provide Direction** **Approve**

REQUEST RATIONALE:

- **Relevant Plans/Policies:**
N/A
- **Required:**
N/A
- **Council Request:**
N/A
- **Other Key Facts:**

N/A

OUTCOMES:

Entering a 10-year (120-month) contract with Axon International, Inc., at an estimated cost of \$4,533,889.09, will save the City \$2,020,627.76 over the life of the agreement. Under the terms of this contract, Axon will upgrade the department’s body-worn cameras and tasers to the latest models. Additionally, the bundled contract includes a virtual reality training platform and video aggregation software, FUSUS, offering significant resources for the department.

Axon’s scenario-based virtual reality simulator immerses officers in realistic scenarios, helping them develop critical thinking, de-escalation, and tactical skills by practicing real-world interactions. This approach prepares officers more effectively for situations they may encounter daily.

Supporting the development of a real-time operations center (RTOC), FUSUS integrates video data from various sources into a unified platform. Some examples include, CCTV feeds, traffic cameras, automated license plate readers, body cameras, cell phone media, and community provided social media.

COMMUNITY/STAKEHOLDER OUTREACH AND INVOLVEMENT:

- **Timeline (previous or planned):**
N/A
- **Outreach Methods and Results:**
N/A
- **Feedback Summary:**
N/A

BUDGET IMPACT:

Total Cost:

Axon Payment Summary	
March 2025	\$406,666.16
March 2026	\$329,506.30
March 2027	\$474,714.56
March 2028	\$474,714.56
March 2029	\$474,714.56
March 2030	\$474,714.56
March 2031	\$474,714.56
March 2032	\$474,714.56
March 2033	\$474,714.56
March 2034	\$474,714.56
Total	<u>\$4,533,889.09</u>

Approved in current biennial budget: Yes No N/A

Budget Offer Number:
228 Criminal Justice

Budget Priority:
Safe and Resilient

Other budget impacts or additional costs: Yes No N/A

If yes, explain:

Funding for some Axon products, specifically body-worn cameras are included in the 2025-2026 budget. The additional costs will be absorbed from BTIP.

Funding source(s):
General Fund and BTIP

Budget/Funding Constraints:
N/A

Additional budget details attached

COUNCIL REVIEW:

Previous Contact(s)

Date	Meeting	Requested Action
N/A	Item has not been presented to Council	N/A

Proposed Upcoming Contact(s)

Date	Meeting	Requested Action
12/3/2024	Business Meeting	Approve

Time Constraints:
If approved, contract will be effective January 1, 2025

ANTICIPATED RESULT IF NOT APPROVED:

Renewal at the standard 5-year interval at increased cost, and loss of features being provided in the bundles and significantly discounted. Additionally, we would lose the price lock guarantee and be subject to prevailing market costs which have increased at. Rate of approximately 6.5% annually.

ATTACHMENTS:

- Attachment A: Axon Non-Binding Budgetary Estimate
- Attachment B: MSPA Between the City of Redmond and Axon Enterprise, Inc. (Pending)