



4800 Ashford Dunwoody Road
Dunwoody, Georgia 30338
dunwoodyga.gov | 678.382.6700

MEMORANDUM

To: Mayor and City Council

From: David Barnes, Major

Date: May 21, 2018

Subject: **Approval of Contract with Axon Enterprise, Inc. for In Car Video Camera Replacement**

DESCRIPTION

Approval of a five year contract with Axon Enterprise, Inc. to provide in-car video system for all uniform patrol police vehicles. This contract includes maintenance, online storage and all new in-car cameras now and at the end of five years.

BACKGROUND

Since 2009, the Dunwoody Police Department has utilized the L3 Mobile Vision in-car video system in each "patrol" vehicle. In order to download recorded video, police officers must drive within range of a hotspot (located behind City Hall) where the video is automatically downloaded into a server. The time it takes is dependent upon how many other vehicles are downloading and the amount of data that has been stored. The video is then burned to a DVD and retained in accordance with State of Georgia retention requirements. When a copy of a video is requested through open records or by the courts, an evidence technician must locate and burn an additional DVD.

In the almost ten years of use, we have had to spend a considerable amount of money maintaining and upgrading this system. The L3 Mobile Vision in-car system is not compatible with our Axon body worn camera systems nor the associated cloud based server storage system we use at www.evidence.com.

The new contract with Axon Enterprise, Inc. will upgrade the in-car video system, integrate them with all body worn cameras and provide a seamless transition to a single point of management through cloud based www.evidence.com. With the addition of the Axon Fleet 2.0 video system, the officer's body worn camera will activate whenever the in-car video activates eliminating the need for an officer to manually activate the body worn camera prior to exiting the vehicle. This contract will result in improved and streamlined management of in-car video recordings, body worn cameras, and electronic controlled weapons data.

The proposed five year contract includes a comprehensive warranty that provides for spare systems, WI-FI offload software maintenance, unlimited data storage for the Axon Fleet 2.0 dual

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Sharon Lowery, CMC City Clerk

Pam Tallmadge City Council Post 1
Jim Riticher City Council Post 2
Tom Lambert City Council Post 3

Terry Nall City Council Post 4
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camera systems and the replacement of the Axon Fleet 2.0 in-car cameras at the end of five years.

Another benefit of the Axon Fleet 2.0 in-car camera system is that it requires us to change our mobile communications gateway, which is currently a cellular hotspot device, to a Cradlepoint Router.

The Cradlepoint Router will drastically improve connectivity and is not subject to failure due to heat and recharging like our current cellular hotspots.

This is a 5 year contract with Axon, payable as follows:

Year 1: \$156,531.96
Year 2: \$73,789.51
Year 3: \$73,789.51
Year 4: \$73,789.51
Year 5: \$73,789.51

RECOMMENDATION

Staff recommends approval of this contract with Axon, Enterprise Inc. for \$451,690 as a Single Source purchase.

The City of Dunwoody Purchasing Policy reads as follows:

*"The City may acquire Goods and Service pursuant to a **Single Source Procurement**. A Single Source Procurement is a procurement made from one Person among others in a competitive market place which, for justifiable reasons, is found to be most advantageous for the purpose of fulfilling the given purchasing need. The User must provide the justification for the Single Source Procurement to the Purchasing Agent after approved by the City Manager or Council. The Purchasing Agent may elect to purchase particular brand name Goods or Services when the Goods or Services comprise a major brand system, program or service previously selected by the City and due to operational effectiveness, future enhancements or additions, or maintenance or storage of spare parts precludes the mixing of brands, manufacture, etc."*

Single Source Procurement is permissible by the City of Dunwoody policy. Staff believes using this method and awarding the contract to Axon Enterprise, Inc is appropriate due to several important reasons:

- Having the same platform, vendor and system provides seamless integration between the systems.
- Managing two different systems with two different vendors has been problematic for the department. Using the same vendor will eliminate these past issues.

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- Having the same vendor and back-end system will allow a seamless transition.
- It will be much easier to comply with Open Records Requests.
- It will be much easier to maintain videos according to the Georgia Records Retention Schedule.

The Purchasing Department as well as the IT Department have both reviewed this purchase and concur with the Single Source purchase contract.

A total of \$450,000 for this project was allocated in the 2018 Budget Amendment. The additional cost of the system plus the installation of the new systems in the vehicles will be covered by \$38,000 that was previously allocated to upgrade our in-car video system, which was rolled over into our 2018 budget.



Axon Enterprise, Inc.
Protect Life.
17800 N 85th St.
Scottsdale, Arizona, 85255
United States
Phone: (800) 978-2737

QUOTE: Q-159819-43222.630DD

Issue Date: 05/02/2018

➡ Quote Expiration: 06/30/2018

Account Number: 256283

Start Date: 12/01/2018
Payment Terms: Net 30
Delivery Method: Fedex - Ground

Sales Representative:

David DeRosa
Phone:
Email: dderosa@axon.com
Fax:

Primary Contact:

David Barnes
(678) 491-6557
david.barnes@dunwoodyga.gov

BILL TO:

Dunwoody Police Dept. - GA
4800 Ashford Dunwoody Road
Dunwoody, GA 30338
US

SHIP TO:

David Barnes
Dunwoody Police Dept. - GA
4800 Ashford Dunwoody Road
Dunwoody, GA 30338
US

Year 1

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80156	FLEET 2 UNLIMITED PACKAGE: YEAR 1 PAYMENT	51	1,548.00	1,435.94	73,232.94
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	51	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	51	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	51	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	51	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	51	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	51	0.00	0.00	0.00
71084	JUNCTION BOX, FLEET 2	51	0.00	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	51	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	102	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	102	0.00	0.00	0.00
74027	Axon Fleet Dongle	51	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	51	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	51	0.00	0.00	0.00
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	51	0.00	0.00	0.00
80189	5 YEAR TAP, FLEET 2 JUNCTION BOX	51	0.00	0.00	0.00
11605	CRADLEPOINT ROUTER - IBR900LP6	51	880.00	816.30	41,631.30
74110	CABLE, CAT6 ETHERNET 25 FT, FLEET	51	0.00	0.00	0.00
11511	ROUTER ANTENNA, FLEET	51	270.00	250.45	12,772.95

Year 1 (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
11521	CRADLEPOINT - NETCLOUD + CRADLECARE - 5 YEARS	51	550.00	510.19	26,019.69
71023	FLEET CABLE ASSEMBLY, BATTERY BOX TO CAMERA	1	0.00	0.00	0.00
71023	FLEET CABLE ASSEMBLY, BATTERY BOX TO CAMERA	51	0.00	0.00	0.00
Other					
Customer Provided Server	This is a placeholder item for the WOS bundles which allows reps to indicate that a customer is providing their own server hardware.	1	0.00	0.00	0.00
Services					
80131	TRAIN INSTALLER OR INSTALLATION FACILITY, PER DAY, PER SITE	1	2,500.00	2,319.02	2,319.02
WiFi Offload					
71039	WI-FI OFFLOAD, SOFTWARE LICENSE	1	600.00	556.57	556.57
74067	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 1 PAYMENT	1	0.00	0.00	0.00
Subtotal					156,532.47
Estimated Shipping					0.00
Estimated Tax					0.00
Total					156,532.47

Spares

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
71079	CAMERA SYSTEM, FRONT, FLEET 2	1	0.00	0.00	0.00
71080	CAMERA MOUNT, FRONT, FLEET 2	1	0.00	0.00	0.00
71081	CAMERA SYSTEM, REAR, WITH MOUNT, FLEET 2	1	0.00	0.00	0.00
71082	CAMERA CONTROLLER, REAR, FLEET 2	1	0.00	0.00	0.00
71083	CONTROLLER MOUNT, REAR CAMERA, FLEET 2	1	0.00	0.00	0.00
70112	AXON SIGNAL UNIT	1	0.00	0.00	0.00
71084	JUNCTION BOX, FLEET 2	1	0.00	0.00	0.00
71085	CABLE ASSEMBLY, BATTERY BOX TO JUNCTION BOX, FLEET 2	1	0.00	0.00	0.00
74024	BATTERY SYSTEM, AXON FLEET	2	0.00	0.00	0.00
71022	FLEET CABLE ASSEMBLY, POWER	2	0.00	0.00	0.00
80186	5 YEAR TAP, FLEET 2 FRONT CAMERA SYSTEM	1	0.00	0.00	0.00
80187	5 YEAR TAP, FLEET 2 REAR CAMERA SYSTEM	1	0.00	0.00	0.00

Spares (Continued)

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware (Continued)					
80188	5 YEAR TAP, FLEET 2 REAR CAMERA CONTROLLER	1	0.00	0.00	0.00
80189	5 YEAR TAP, FLEET 2 JUNCTION BOX	1	0.00	0.00	0.00
Subtotal					0.00
Estimated Tax					0.00
Total					0.00

Year 2

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80157	FLEET 2 UNLIMITED PACKAGE: YEAR 2 PAYMENT	51	1,548.00	1,435.94	73,232.94
WiFi Offload					
74068	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 2 PAYMENT	1	600.00	556.57	556.57
Subtotal					73,789.51
Estimated Tax					0.00
Total					73,789.51

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80158	FLEET 2 UNLIMITED PACKAGE: YEAR 3 PAYMENT	51	1,548.00	1,435.94	73,232.94
WiFi Offload					
74069	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 3 PAYMENT	1	600.00	556.57	556.57
Subtotal					73,789.51
Estimated Tax					0.00
Total					73,789.51

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80159	FLEET 2 UNLIMITED PACKAGE: YEAR 4 PAYMENT	51	1,548.00	1,435.94	73,232.94
WiFi Offload					
74070	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 4 PAYMENT	1	600.00	556.57	556.57
Subtotal					73,789.51
Estimated Tax					0.00
Total					73,789.51

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
80160	FLEET 2 UNLIMITED PACKAGE: YEAR 5 PAYMENT	51	1,548.00	1,435.94	73,232.94
WiFi Offload					
74071	WI-FI OFFLOAD SOFTWARE MAINT, YEAR 5 PAYMENT	1	600.00	556.57	556.57
				Subtotal	73,789.51
				Estimated Tax	0.00
				Total	73,789.51
Grand Total					451,690.00



Discounts (USD)

Quote Expiration: 06/30/2018

List Amount	486,940.00
Discounts	35,250.00
Total	451,690.00

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Year 1	156,531.96
Spares	0.00
Year 2	73,789.51
Year 3	73,789.51
Year 4	73,789.51
Year 5	73,789.51
Grand Total	451,690.00

STATEMENT OF WORK & CONFIGURATION DOCUMENT

Axon Fleet In-Car Recording Platform





This document details a proposed system design

Agency Created For: Dunwoody Police Dept. - GA

Quote: Q-159819-43222.630DD

Sold By:	David DeRosa
Designed By:	Andrew Tanis
Installed By:	Customer
Target Install Date:	

VEHICLE OVERVIEW

SITE NAME	CUSTOMER NAME
Headquarters	Dunwoody Police Dept. - GA
<div> <div> Total Configured Vehicles <ul style="list-style-type: none"> • 51 Total Vehicles with this Configuration </div> <div> Video Capture Sources <ul style="list-style-type: none"> • 102 Total Cameras Deployed • 1 Axon Signal Unit(s) Per Vehicle </div> <div> Mobile Data Terminal Per Vehicle <ul style="list-style-type: none"> • 1 Located In Each Vehicle </div> <div> Mobile Router Per Vehicle <ul style="list-style-type: none"> • 1 Cradlepoint IBR900 Series </div> <div> Offload Mechanism <ul style="list-style-type: none"> • 4G LTE Cellular;Wi-Fi </div> <div> Evidence Management System <ul style="list-style-type: none"> • Evidence.com </div> </div> <div>  <p>Axon Camera</p>  <p>Signal Unit</p>  <p>In-Car Router</p>  <p>Battery Box</p> </div>	

SYSTEM CONFIGURATION DETAILS

The following sections detail the configuration of the Axon Fleet In-Car System

Vehicle Hardware

Vehicle Hardware	2	Axon Fleet Cameras will be installed in each vehicle
	2	Axon Fleet Battery Boxes will be installed in each vehicle
	1	Axon Signal Units will be installed in each vehicle
	1	Cradlepoint IBR900 Series router will be installed in each vehicle
	When triggered, the Axon Signal Unit (ASU) will activate the recording mechanism of all Axon cameras within 30 feet of the vehicle.	
Axon Battery Boxes	Each battery box will provide power to its connected camera for up to 4 hours, to allow for video offload while the vehicle is in an off state.	
Signal Activation Methods	A recording trigger will occur when the Axon Signal Unit detects a change in voltage on a terminal. All Axon cameras within 30 feet of the triggered Axon signal unit will begin recording.	
Mobile Data Terminal	Each vehicle will be equipped with a Mobile Data Terminal	
Mobile Data Terminal Requirements	<p>Operating System: Windows 7 or Windows 10 - x32 or x64</p> <p>Hard Drive: Must have 25GB+ of free disk space</p> <p>RAM/Memory: Windows 7 - 4GB or greater Windows 10 - 8GB or greater</p> <p>Ethernet Port: The system requires the MDT to have one dedicated and available Ethernet port reserved for an Ethernet cable from router. The Ethernet port can be located on an electronic and stationary mobile docking station. If a docking station is used, it is the preferred location for the Ethernet port.</p> <p>Wi-Fi Card: The system requires an 802.11n compatible Wi-Fi card using 5Ghz band.</p> <p>USB Ports: If the computer is assigned to the officer and does not remain with the vehicle, then the number dongles ordered should equal the number of officers or the number of computers assigned. At least one dedicated and available USB 2.0 port for the Fleet USB dongle USB Port on MDT or Dock.</p>	

Additional Considerations	If the customer has a MiFi hotspot, embedded cellular, or USB 4G, then the customer must purchase a Cradlepoint router with an external antenna and Cradlecare. For agencies that use NetMotion Mobility, Axon traffic must be passed through; such that it does not use the Mobility VPN tunnel.	
	Axon to provide Fleet Cameras, Axon Signal Units and Battery Boxes	
Hardware Provisioning	Axon will provide the following router for all vehicles:	Cradlepoint IBR900 Series
	The customer will provide an MDT for each vehicle	

In-Car Network Considerations

Network Requirements	Cradlepoint IBR900 Series will create a dedicated 5Ghz WiFi network within each vehicle. This network will join the Axon Fleet cameras and Mobile Data Terminal together.			
Network Addressing	IP Addressing		Total IPs Required	
	Axon Fleet Cameras	102	204	
	Mobile Data Terminal	51		
	Cradlepoint IBR900 Series	51		
Hardware Provisioning	Customer to provide all IP addressing and applicable network information			

Network Consideration Agreement

Network Consideration Agreement	Customer acknowledges the minimum requirements for the network to support this Statement of Work.
	All Axon employees performing services under this SOW are CJIS certified.
	If the network provided by Customer does not meet the minimum requirement, or in the event of a requested change in scope of the project, a Change Order will be required and additional fees may apply.

Professional Services & Training

Project Management	Axon will assign a Project Manager that will provide the expertise to execute a successful Fleet camera deployment and implementation. The Project Manager will have significant knowledge and experience with all phases of the project management lifecycle and with all application modules being implemented. He/she will work closely with the customer's project manager and project team members and will be responsible for completing the tasks required to meet all contract deliverables on time and on budget.
Vehicle Installation	Customer will be performing the installation of all Axon Fleet vehicle hardware. Installation services purchased from Axon include a "clip" and removal of existing in-car system hardware. This does not include "full removal" of existing wiring. A "full removal" of all existing hardware and wiring are subject to additional costs.
Custom Trigger Installation	Axon Signal Units have multiple trigger configuration options. Any trigger configurations that include a door or magnetic door switch are considered "custom" and may be subject to additional costs.
Training	Axon will provide on-site training to lead the AXON Fleet deployment. End-user go-live training and support: This training provides individual device set up and configuration assistance, training on device use, Evidence.com and AXON View XL.

4G / Cellular Offload Considerations

Network Considerations	The Cradlepoint IBR900 Series will be the connection which allows 4G upload of recorded video
	The customer will ensure that their cellular contract does not allow for data throttling, or service denial, once a set data threshold is met. Throttling or denial of service will negatively affect Fleet upload capabilities.
	The MDT's 4G connection will facilitate the upload of recorded video content.
Hardware Provisioning	The customer will provide all 4G sim cards as required by their mobile provider.

WiFi Offload Considerations

WiFi Offload Standards	There will be a maximum of 8 concurrent vehicles offloading at any given time.
	1 servers are required to facilitate the offload of in-car data to Evidence.com
	2 wireless access point(s) are required to facilitate the offload of data to Evidence.com
	When in proximity, the Cradlepoint IBR900 Series will connect to the agency's wireless access point(s) and initiate the upload of recorded video content
Hardware Provisioning	Customer will provide all wireless access points for installation.
	Customer will provide all server(s) for this installation.

Network Considerations

Agency Provided Metrics	Camera Bitrate (see Comments)	7	Mbps	
	Shifts per Day	2	Shifts	
	Maximum Offline Time	3	Days	
	Hours Of video Recorded Per Shift	3	Hours	
	Number of Vehicles per Shift at Site	10	Vehicles	
	Max Concurrent Vehicles Offloading	8	Vehicles	
	Available Internet Upload Bandwidth	85	Mbps	
Variables	Vehicle Offload Time	30	Minutes	
	Wi-Fi Overhead	3	Percent	
	Network Protocol Overhead	3	Percent	
	Max Storage Utilization %	10	Percent	
Results	Data Size per Vehicle / Shift	9450	MB	
	Required Throughput Per Vehicle	42	Mbps	
	Minimum Wi-Fi Speed	42	Mbps	
	Total Data per Shift	92.29	GB	
	Total Data per Day	184.57	GB	
	Total Offload Bandwidth	336	Mbps	
	Total Storage	553710.94	GB	

Network Considerations

Results	Required Sustained Network Bandwidth	354	Mbps	
	Sustained Disk Write Speed	42	Mbps	
	Min. Supportable Throughput to E.com	17.5	Mbps	
	E.com Throughput Difference	82.5	Mbps	

Notes

discounting \$750 per L3 camera (47 cams, \$35,250)

This device has not been authorized as required by the rules of the Federal Communications Commission. The sale of this device is therefore subject and conditional to the approval of the Federal Communications Commission. The device will comply with the appropriate rules upon sale and before delivery or distribution of the device.

Axon's Sales Terms and Conditions

By signing this document, you certify that you have read and agree to the provisions set forth in this document and Axon's Master Services and Purchasing Agreement (MSPA), posted at <https://www.axon.com/legal/sales-terms-and-conditions>, as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. You represent that you are legally authorized to sign this Agreement on behalf of your entity. If you do not have this authority, please do not sign this document.

Signature: _____	Date: _____
Name (Print): _____	Title: _____
PO# (Or write N/A): _____	

Please sign and email to David DeRosa at dderosa@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

Quote: Q-159819-43222.630DD

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