



CITY OF GLENDALE, CALIFORNIA REPORT TO THE CITY COUNCIL

AGENDA ITEM

Report: Police Department Taser Replacement

1. Resolution dispensing with competitive bidding and authorizing the City Manager, or her designee, to execute an agreement with Axon Enterprise Inc. to purchase Tasers and related licenses, maintenance, and parts for a period of five (5) years in an amount not to exceed \$595,315.

COUNCIL ACTION

Item Type: Action Item

Approved for September 1, 2020 **calendar**

ADMINISTRATIVE ACTION

Submitted by:

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Prepared by:

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Reviewed by:

Michele Flynn, Director of Finance

Roubik R. Golanian, P.E., Assistant City Manager

Michael J. Garcia, City Attorney

Approved by:

Yasmin K. Beers, City Manager

RECOMMENDATION

It is respectfully requested that the City Council approve a resolution dispensing with competitive bidding and authorizing the City Manager, or her designee, to execute an agreement with Axon Enterprise Inc. to purchase Taser 7's and related licenses, maintenance, and parts for a period of five (5) years in an amount not to exceed \$595,315.

BACKGROUND/ANALYSIS

The Glendale Police Department has always included de-escalation as an important part of our written policies as well as our training. Tasers are used as a life saving device to de-escalate a threat as they are a less lethal option that officers may utilize to control violent or potentially violent individuals. This reduces the risk of serious bodily harm to both officers and combative suspects during these encounters. The Glendale Police Department currently uses the Axon Taser model X26P developed by Axon Enterprise Inc. (Axon). The Department has a total of 170 sworn personnel carrying Tasers. Each field officer is assigned a Taser in the Axon management system for accountability and evidentiary purposes. The Department's existing Tasers have reached the end of their useful life and are in need of replacement.

The Taser 7 provides several enhanced features not available on the current X26P model, such as improved dart design and laser aiming that offers better accuracy and improved penetration through thick clothing. Taser 7 is equipped with an ARC feature that provides officers with the ability to warn suspects before deployment, aiding in de-escalation efforts.

Department staff has researched alternatives and learned that Axon's Tasers are the only conductive energy device available for police use and they are used exclusively by law enforcement agencies nationwide. Axon provided staff a dual source letter which states the equipment and services described above are only available through Axon Enterprise Inc., the manufacture of Taser 7s, or Proforce Law Enforcement (Proforce), a third party vendor authorized to sell their product.

Staff has obtained quotes from both Axon and Proforce. Per review of the quotes received, both vendors are able to offer similar packages, with Axon's five (5) year quote totaling \$595,315 and Proforce's five (5) year quote totaling \$589,590. They are both able to offer the number of tasers for field personnel, as well as the holsters, docks, rechargeable batteries, hardware replacement warranty, and Axon Evidence.com licensing. The difference between the two, is Axon's quote includes their "Conducted Electrical Weapons (CEW) Starter Service".

The CEW services are as follows:

CEW Starter Service.

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|---|
| System set up and configuration <ul style="list-style-type: none">• Configure Axon Evidence categories & custom roles based on Agency need.• Troubleshoot IT issues with Axon Evidence.• Register users and assign roles in Axon Evidence.• Click here to enter text.• For the CEW Starter Package: Virtual assistance included |
| Dedicated Project Manager <p>Assignment of specific Axon representative for all aspects of planning the rollout (Project Manager). Ideally, Project Manager will be assigned to Agency 4–6 weeks before rollout</p> |
| Best practice implementation planning session to: <ul style="list-style-type: none">• Provide considerations for the establishment of CEW policy and system operations best practices based on Axon’s observations with other agencies• Discuss the importance of entering metadata and best practices for digital data management• Provide referrals to other agencies using TASER CEWs and Axon Evidence• For the CEW Starter Package: Virtual assistance included |
| System Admin and troubleshooting training sessions <p>On-site sessions providing a step-by-step explanation and assistance for Agency’s configuration of security, roles & permissions, categories & retention, and other specific settings for Axon Evidence</p> |
| Axon Evidence Instructor training <ul style="list-style-type: none">• Provide training on the Axon Evidence to educate instructors who can support Agency’s subsequent Axon Evidence training needs.• For the CEW Starter Package: Training for up to 1 individual at Agency |
| TASER CEW inspection and device assignment <p>Axon’s on-site professional services team will perform functions check on all new TASER CEW Smart weapons and assign them to a user on Axon Evidence.</p> |
| Post go-live review <p>For the CEW Starter Package: Virtual assistance included.</p> |

Although the dual source letter identifies Axon Enterprise Inc. and Proforce Law Enforcement as both being authorized distributors for Taser brand CEW products, the letter states that Axon Enterprise Inc. is the only authorized repair facility for Taser brand CEW products.

As the Axon Taser 7 model is new to the Department, upon implementation, field personnel will need specific training on the device as well as the ongoing support offered in the CEW Starter Service. Axon is the only vendor able to offer the CEW Starter Service which includes training, as well as being the only vendor authorized as a repair facility. Being the manufacturer, they are also able to offer direct support to enhance department efficiency with the implementation process, including logistics, computer systems integration, and troubleshooting services that may be encountered throughout the life of the agreement. Therefore, staff recommends the Police Department procure the Taser 7 Certification Bundle directly from Axon Enterprise Inc.

To be able to provide all our field personnel with equipment designed to assist in de-escalating a situation, the Department is seeking approval to enter into a 5-year agreement with Axon Enterprise Inc. for the Taser 7 Certification Bundle in the amount of \$595,315. The bundle includes 175 Taser 7 devices as well as the holsters, docks, rechargeable batteries, hardware replacement warranty, the CEW Starter Service, and Axon Evidence.com licensing. This package will allow the Department to immediately equip all of its field officers with Taser 7 devices while amortizing the cost associated with this benefit over a period of 5 years. The Department currently has a contract with Axon for in-car cameras in the police vehicles. The new Taser 7 devices would seamlessly integrate into the Evidence.com management system we are currently utilizing to store the data collected by the in-car cameras.

FISCAL IMPACT

Funding for the first year of this project was approved in the Asset Forfeiture fund during the FY20-21 Annual Budget process in the Furniture and Equipment accounting string 45150-2600-GPD-0020-P0000-T0000-F0000-0000-0000.

Funding for the additional years of the contract will be adopted through each year's annual budget process.

ALTERNATIVES

Alternative 1: City Council may approve the resolution requested by the Police Department to procure Tasers, equipment and software at a cost not to exceed \$595,315 for 5 years.

Alternative 2: City Council may deny the Police Department's request.

Alternative 3: The City Council may consider any other alternative not proposed by staff.

CAMPAIGN DISCLOSURE

In accordance with the City Campaign Finance Ordinance No. 5744, the following are the names and business addresses of the members of the board of directors, the chairperson, CEO, COO, CFO, Subcontractors, and any person or entity with more than 10% interest in the company proposed for contract in this Agenda Item Report:

Officers of Axon Enterprise Inc.:

| Full Name | Title | Business Address | City | State | Zip |
|--------------------|---------------|------------------|------------|---------|-------|
| Michael Garnreiter | Chairperson | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Patrick Smith | CEO/President | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Luke Larson | President | 17800 N 85th St | Scottsdale | Arizona | 85255 |

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|-----------------------|-------------------------|-----------------|------------|---------|-------|
| Jwad Ashan | Chief Financial Officer | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Dr. Matthew R. McBrad | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Dr. Richard Carmona | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Mark Kroll, Ph. D | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Hadi Partovi | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Bret Taylor | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Patrick Smith | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |
| Julie Cullivan | Board of Directors | 17800 N 85th St | Scottsdale | Arizona | 85255 |

Ownership Interest in more than 10% in Axon Enterprise Inc.:

| Full Name | Title | Business Address | City | State | Zip |
|-----------------------------|-------|------------------------|----------|-------|-------|
| Blackhawk, Inc. | | 55 East 2nd St | New York | NY | 10022 |
| The Vanguard Group, Inc. | | 100 Vanguard Boulevard | Malvern | | 19355 |
| Abdiel Capital Advisors, LP | | 410 Park Ave Suite 930 | New York | NY | 10022 |

EXHIBITS

None.