

RESOLUTION NO. 2017-266

A RESOLUTION AUTHORIZING A CONTRACT AWARD TO A STATE CONTRACT VENDOR, AXON ENTERPRISE, INC., SCOTTSDALE, AZ, FOR THE PURCHASE OF BODY CAMERAS AND ASSOCIATED EQUIPMENT FOR THE VINELAND POLICE DEPARTMENT.

WHEREAS, the City of Vineland pursuant to N.J.S.A. 40A:11-12 and N.J.A.C. 5:34-7.29(c), may by resolution and without advertising for bids, purchase any goods or services under the State of New Jersey Cooperative Purchasing Program for any State contracts entered into on behalf of the State by the Division of Purchase and Property in the Department of the Treasury; and

WHEREAS, the City of Vineland intends to enter into a contract with a State Contract Vendor for the purchase of Body Cameras and Associated Equipment for the Vineland Police Department, through this resolution and properly executed contracts, which shall be subject to all the conditions applicable to the current State contracts; and

WHEREAS, it has been recommended that a contract be awarded to Axon Enterprise, Inc., Scottsdale, AZ (A81321) based on the proposal received, in an amount not to exceed \$274,240.00; and

WHEREAS, this will be a Six (6) year contract with Year One having a "No Cost" as Year One will be a promotional no cost trial period; at the end of year one if the Police Department is satisfied with the equipment and performance, the vendor will pick up the promotional equipment and deliver all new of the same equipment to start years two (2) through six (6) of said contract; and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts;

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF VINELAND, as follows:

1. THAT this contract for Body Cameras and Associated Equipment is awarded pursuant to N.J.S.A. 40A:11-12a and N.J.A.C. 5:34-7.29(c), under the State of New Jersey Cooperative Purchasing Program.
2. THAT the Purchasing Agent be and the same is hereby authorized to issue a contract to Axon Enterprise, Inc., Scottsdale, AZ based upon the proposal received, for the Body Cameras and Associated Equipment for the Vineland Police Department, in an amount not to exceed \$274,240.00.
3. THAT this contract is for a Six (6) year contract period with Year One as a Promotional "No Cost" trial period. Following the Police Department's satisfactory authorization at the end of Year One, Axon Enterprise, Inc. will remove the promotional equipment and deliver all new of the same equipment to start years two (2) through six (6) of the contract.

Adopted:

President of Council

ATTEST:

City Clerk



AWARD STATE CONTRACT RESOLUTION REQUEST

From: Miguel A. Mercado, Purchasing Agent

To: Business Administration

Date of Request: June 1, 2017

City Council Meeting Date: June 13, 2017

Title: Purchase of Body Cameras and Associated Equipment

Competitive Process: State Contract T-0106 Police and Homeland Security Equipment & Supplies - Statewide

Bid Opening Date: January 11, 2012

Resolution Request:

This is a request to award the purchase of Body Cameras and Associated Equipment at a cost of \$274,240.00 for the Police Department from State Contract as authorized by N.J.S.A. 40A:11-12 and N.J.A.C. 5:34-7.29(c). This will be a Six (6) year contract with Year 1 having a "No Cost" as year one (1) will be a promotional no cost trial period. At end of year one if Police Department is satisfied with equipment and performance the vendor will pick up all equipment and deliver all new same equipment to start years 2 through 6.

State Contract: A81321

The vendor is: Axon Enterprise, Inc.
17800 N 85th St.
Scottsdale, AZ 85255

Attached is State Contract quotation dated May 16, 2017 from the vendor.

If you have any questions or need additional information, please contact me.

VINELAND PD - Basic + TAP

Total 5 Year BASIC TAP Program							
#REF!							
PROGRAM - 5 Year BASIC LICENSES	Year 1 (NFTO)	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	
AXON BODY 2 cameras - 80	\$0	\$31,920	\$0	\$0	\$0	\$0	AXON BWC Systems
DOCKING STATIONS - w/wall mounts	\$0	\$21,420	\$0	\$0	\$0	\$0	Docking Stations w/Wall Mounts
LICENSES - Basic Licenses - 80	\$0	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	BASIC Licenses
LICENSES - Pro Licenses - 2	0\$	\$936	\$936	\$936	\$936	\$936	
TAP (Taser Assurance Plan) AXON & Docks	NA	\$19,344	\$19,344	\$19,344	\$19,344	\$19,344	TAP for docking stations + cameras, New Cameras and Docks at years 2.5 and 5.
A la carte STORAGE	\$0	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	150 GB Per Officer Per Year. 10GB per license included
PROFESSIONAL SERVICES - Starter Pack	\$0	\$2,500	\$0	\$0	\$0	\$0	Professional Services for Installation and Training officers
INTEGRATION (Optional)	\$0	TBD	TBD	TBD	TBD	TBD	\$15 per license per month to integrate CAD/RMS with Evidence.com
	\$0	\$99,520	\$43,680	\$43,680	\$43,680	\$43,680	\$274,240

Item	Per Unit Price
Number of cameras	80
Number of Docking stations	14
AXON Body 2 System	\$399
Docking Station	\$1,530
Evidence.com Licenses - BASIC	\$15 / license / mo
Evidence.com Licenses - Pro	\$39 / license / mo
Docking Station TAP	\$216 / docking station / year
Axon Body 2 TAP	\$204 / camera / year
Storage	\$0.75 / GB / year
Recommended Storage Amount	12000 GB (150GB/officer/year)
Pro Services	\$15,000 / week <i>inc office</i>
Integration	\$15 / license / mo

Total Storage = 12.860TB

Axon Enterprise, Inc.

Protect Life.

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

Christopher Fulcher
 (856) 691-4111
 (856) 794-1047
 cfulcher@vinelandcity.org



Quotation

Quote: Q-115382-2
 Date: 5/16/2017 2:57 PM
 Quote Expiration: 6/30/2017
 Contract Start Date*: 8/1/2017
 Contract Term: 5 years

AX Account Number:
 320149

Bill To:
 VINELAND POLICE DEPT. - NJ
 111 N. 6TH ST.
 VINELAND, NJ 08360
 US

Ship To:
 Christopher Fulcher
 VINELAND POLICE DEPT. - NJ
 111 N. 6TH ST.
 VINELAND, NJ 08360
 US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Ben DeRites		bderites@axon.com	Fedex - Ground	Net 30

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

Year 1 Due Net 30

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
80	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 399.00	USD 31,920.00	USD 0.00	USD 31,920.00
80	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00	USD 0.00	USD 0.00
80	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00	USD 0.00	USD 0.00
80	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00	USD 0.00	USD 0.00
80	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 16,320.00	USD 0.00	USD 16,320.00
14	74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	USD 1,495.00	USD 20,930.00	USD 0.00	USD 20,930.00
14	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 3,024.00	USD 0.00	USD 3,024.00
14	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	USD 35.00	USD 490.00	USD 0.00	USD 490.00
80	80012	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 180.00	USD 14,400.00	USD 0.00	USD 14,400.00
800	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
2	80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 468.00	USD 936.00	USD 0.00	USD 936.00
60	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 9,000.00	USD 0.00	USD 9,000.00
1	85144	AXON STARTER	USD 2,500.00	USD 2,500.00	USD 0.00	USD 2,500.00
Year 1 Total Before Discounts:						USD 99,520.00
Year 1 Net Amount Due:						USD 99,520.00

Spares

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
2	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00	USD 0.00	USD 0.00
Spares Total Before Discounts:						USD 0.00
Spares Net Amount Due:						USD 0.00

Year 2

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
80	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 16,320.00	USD 0.00	USD 16,320.00
14	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 3,024.00	USD 0.00	USD 3,024.00
80	80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 180.00	USD 14,400.00	USD 0.00	USD 14,400.00
800	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 468.00	USD 936.00	USD 0.00	USD 936.00
60	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 9,000.00	USD 0.00	USD 9,000.00
Year 2 Total Before Discounts:						USD 43,680.00
Year 2 Net Amount Due:						USD 43,680.00

Year 3

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
80	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 16,320.00	USD 0.00	USD 16,320.00
14	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 3,024.00	USD 0.00	USD 3,024.00
80	80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 180.00	USD 14,400.00	USD 0.00	USD 14,400.00
800	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
2	80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 468.00	USD 936.00	USD 0.00	USD 936.00
60	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 9,000.00	USD 0.00	USD 9,000.00
Year 3 Total Before Discounts:						USD 43,680.00
Year 3 Net Amount Due:						USD 43,680.00

Year 4

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
80	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 16,320.00	USD 0.00	USD 16,320.00
14	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 3,024.00	USD 0.00	USD 3,024.00
80	80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 180.00	USD 14,400.00	USD 0.00	USD 14,400.00
800	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 468.00	USD 936.00	USD 0.00	USD 936.00
60	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 9,000.00	USD 0.00	USD 9,000.00
Year 4 Total Before Discounts:						USD 43,680.00
Year 4 Net Amount Due:						USD 43,680.00

Year 5

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL BEFORE DISCOUNT	DISCOUNT (\$)	NET TOTAL
80	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 16,320.00	USD 0.00	USD 16,320.00
14	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 3,024.00	USD 0.00	USD 3,024.00
80	80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 180.00	USD 14,400.00	USD 0.00	USD 14,400.00
800	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
2	80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 468.00	USD 936.00	USD 0.00	USD 936.00
60	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00	USD 0.00	USD 0.00
12,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 9,000.00	USD 0.00	USD 9,000.00
Year 5 Total Before Discounts:						USD 43,680.00
Year 5 Net Amount Due:						USD 43,680.00

Subtotal	USD 274,240.00
Estimated Shipping & Handling Cost	USD 586.74
Estimated Tax	USD 15,760.26
Grand Total	USD 290,587.00

Axon Body 2 Shipping

Axon Body 2 is available for delivery between 8-10 weeks after purchase date. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

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 www.axon.com/legal. 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-115382-2

Please sign and email to Ben DeRites at bderites@axon.com or fax to

THANK YOU FOR YOUR BUSINESS!

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Baldosaro Susan M

From: Austino Adam
Sent: Wednesday, May 31, 2017 12:55 PM
To: Baldosaro Susan M
Cc: Beu IV Rudolph; Fulcher Christopher
Subject: FW: Vineland PD - Axon - Thank you and Next Steps

Good afternoon,

It is critical that we move on the body camera change. The current system is no longer working and reached capacity.

The change was approved by the mayor and BA. I was told you have questions. Please contact me when able to discuss this. You can reach me any time at 609-579-4053.

The entire project is state contract. Free for one year. A tentative start date would be July 2017. Year 2 is 99,520 and 43,680 each for years 3 to 6. Total cost over 6 years is 274,240.

From: Ben DeRites [mailto:bderites@axon.com]
Sent: Wednesday, May 31, 2017 9:14 AM
To: Austino Adam; Fulcher Christopher
Subject: Re: Vineland PD - Axon - Thank you and Next Steps

Good Morning Capt. and Sgt.,

Curious how your meeting with the city went and what you think the next steps are.

My team and I would be glad to engage to support you where necessary.

Ben

* Cherry Hill
* A.C.
* Gloucester Twp

From: Ben DeRites <bderites@axon.com>
Date: Friday, May 19, 2017 at 4:25 PM
To: Austino Adam <austino@vinelandcity.org>, Fulcher Christopher <fulcher@vinelandcity.org>
Cc: Tommi Mann <tmann@axon.com>
Subject: Vineland PD - Axon - Thank you and Next Steps

Good afternoon Capt. Austino and Sgt. Fulcher,

Thank you again for taking the time to meet today and for the great discussion. I have included a summary of the next steps as well as the pricing models we reviewed:

- **National Field Trial Offer Agreement attached.**
 - Please let me know if your city BA has any questions about our national field trial offer.

- **Vineland PD Basic and Basic + TAP BWC Pricing**
- Attached are both quotes for Axon Basic and Basic + TAP for Vineland PD's 80 Camera program. I have also attached the 6-year total cost of ownership models for both the Basic and Basic + TAP as well as the Axon Plans product card.

- **Axon's "Accelerate" User Conference**
 - An invitation to Axon's User Conference "Accelerate" has been extended to all of Vineland PD. Registration for the user conference is here: <https://www.axon.com/info/conference-2017>
 - Your custom registration code that will waive the \$599 registration fee is: **VinelandNJ**. Please enter this code when registering.

- **References**
 - At the appropriate time, we can schedule a reference visit to multiple local agencies who have deployed Axon's BWC solution.

- **NJ State Contract**
 - The preferred contract resource to be leveraged is the New Jersey State Contract No. **A81321**

Please let me know if there is additional information that you would like and how we should take next steps outlined above (or otherwise). I'm looking forward to working together.

Thank you again for today's meeting and enjoy your weekend,

Ben

Ben DeRites
Sr. Regional Manager, New Jersey & Pennsylvania

M / 908 246 2648

AXON.COM

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