

RESOLUTION NO. 2022- 232

A RESOLUTION AUTHORIZING THE PURCHASE OF DRONES WITH ASSOCIATED STARTER KITS, BATTERIES AND ONLINE TRAINING, FROM AXON ENTERPRISES, INC., SCOTTSDALE, AZ, IN AN AMOUNT NOT TO EXCEED \$60,334.00, PURSUANT TO A NATIONAL COOPERATIVE CONTRACT AGREEMENT WITH SOURCEWELL, CONTRACT.

WHEREAS, the City of Vineland Police Department is requesting authorization to purchase Drones with Associated Starter Kits, Batteries and Online Training; and

WHEREAS, the City of Vineland is a member of a National Cooperative Purchasing Agreement known as Sourcewell under member number 19409; and, Sourcewell is a national cooperative contract organization; and,

WHEREAS, Sourcewell, National Cooperative Purchasing Program has acted as lead agency and awarded Contract 010720-AXN, under category, Public Safety Video Surveillance. Specific information regarding the contract may be found on the Sourcewell website at [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov); and,

WHEREAS, N.J.S.A. 52:34-6.2 permits the City of Vineland to purchase Drones with Associated Starter Kits, Batteries and Online Training using the offered National Cooperative Contract without public bidding, subject to the submittal and acceptance of certain documentation by Axon Enterprises, Inc.; and

WHEREAS, the City of Vineland intends under the Category: Public Safety Video Surveillance, Contract 010720-AXN to purchase from Axon Enterprises, Inc., Scottsdale, AZ, Drones with Associated Starter Kits, Batteries and Online Training, for an amount not to exceed \$60,334.00 as listed in the Quotation dated May 31, 2022, made available through Sourcewell.

WHEREAS the Department and the Qualified Purchasing Agent, with the concurrence of the Business Administrator, recommend the use of the National Cooperative Pricing through Sourcewell for this procurement;

WHEREAS, the City of Vineland Purchasing Agent has determined that the use of the offered National Cooperative Contract will result in cost savings after all factors, including charges for service, material and delivery have been considered and verified; and

WHEREAS, the availability of funds for said purchase 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, that the Purchasing Agent is authorized to prepare a purchase order to procure the Drones with Associated Starter Kits, Batteries and Online Training at a cost of \$60,334.00.

BE IT FURTHER RESOLVED that the purchase order shall contain a requirement that “the vendor shall maintain all documentation related to products, transactions or services under this contract for a period of five years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request”.

Adopted:

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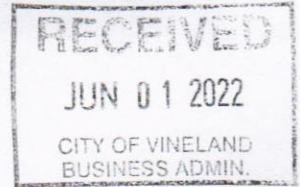
President of Council

ATTEST:

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City Clerk

**REQUEST FOR RESOLUTION  
FOR COOPERATIVE CONTRACT AWARDS  
UNDER 40A:11-12, N.J.A.C. 5:34-7.29 & LFN 2012-10  
(REQUIRED FOR PURCHASES OVER \$17,500.00)**



6/1/22  
(DATE)

1. Goods or Services (detailed description): Purchase of drones with their associated starter kits, batteries and online training for the Vineland Police Department.

2. Amount to be Awarded: \$60,334.00

- Encumber Total Award  
 Encumber by Supplemental Release

3. Budgeted: By Ordinance No. \_\_\_\_\_  
Or Grant: Title & Year \_\_\_\_\_

4. \*\*Account Number to be Charged: C-04-00-000-2008-78009

5. Contract Period (if applicable): \_\_\_\_\_

6. Date to be Awarded: \_\_\_\_\_

7. Recommended Vendor and Address: Axon Enterprise, Inc.  
17800 North 85th St. Scottsdale, Arizona, 85255

8. Justification for Vendor Recommendation:(attach add'l information for Council review)  
The company of Axon is currently used at Vineland Police Department for body worn cameras.

Type of Contract:  State  National  Regional  County

Vendor's Cooperative Contract # Sourcewell Contract #010720-AXN expires 2-28-24

9. Evaluation Performed by: Sgt. O. Flores #3250

10. Approved by: [Signature] 6-1-22  
Date

11. Attachments:  
 Awarding Proposal  
 Other: \_\_\_\_\_

- Send Original to: Purchasing Department
- Send copies to: Business Administration

**\*\*If more than one account #, provide break down**



**Axon Enterprise, Inc.**  
 17800 N 85th St.  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
 Domestic: (800) 978-2737  
 International: +1.800.978.2737

Q-392875-44712.901KB

Issued: 05/31/2022

Quote Expiration: 06/30/2022

Estimated Contract Start Date: 07/01/2022

Account Number: 320149

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Vineland Police Dept - NJ 620 E Plum St Vineland, NJ 08360-3702 USA	Vineland Police Dept - NJ 620 E Plum St Vineland, NJ 08360-3702 USA Email: 0216001670

SALES REPRESENTATIVE	PRIMARY CONTACT
Sean Farren Phone: +1 7327402255 Email: sfarren@axon.com Fax:	Steven Triantos Phone: (856) 691-4111 Email: striantos@vinelandcity.org Fax: (856) 794-1047

### Quote Summary

Program Length	12 Months
<b>TOTAL COST</b>	<b>\$60,334.00</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$60,334.00</b>

### Discount Summary

Average Savings Per Year	\$0.00
<b>TOTAL SAVINGS</b>	<b>\$0.00</b>

### Payment Summary

Date	Subtotal	Tax	Total
Jun 2022	\$60,334.00	\$0.00	\$60,334.00
<b>Total</b>	<b>\$60,334.00</b>	<b>\$0.00</b>	<b>\$60,334.00</b>

Quote Unbundled Price:	\$60,334.00
Quote List Price:	\$60,334.00
Quote Subtotal:	\$60,334.00

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
12224	AXON AIR, SKYDIO X2 BATTERY	2			\$369.00	\$369.00	\$738.00	\$0.00	\$738.00
12221	AXON AIR, SKYDIO X2E STARTER KIT	4			\$14,499.00	\$14,499.00	\$57,996.00	\$0.00	\$57,996.00
<b>A la Carte Services</b>									
12239	AXON AIR, TRAINING - ONLINE: SKYDIO X2E	8			\$200.00	\$200.00	\$1,600.00	\$0.00	\$1,600.00
<b>Total</b>							<b>\$60,334.00</b>	<b>\$0.00</b>	<b>\$60,334.00</b>

## Delivery Schedule

### Hardware

Bundle	Item	Description	QTY	Estimated Delivery Date
A la Carte	12221	AXON AIR, SKYDIO X2E STARTER KIT	4	06/01/2022
A la Carte	12224	AXON AIR, SKYDIO X2 BATTERY	2	06/01/2022

### Services

Bundle	Item	Description	QTY
A la Carte	12239	AXON AIR, TRAINING - ONLINE: SKYDIO X2E	8

## Payment Details

<b>Jun 2022</b>						
<b>Invoice Plan</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Subtotal</b>	<b>Tax</b>	<b>Total</b>
Year 1	12221	AXON AIR, SKYDIO X2E STARTER KIT	4	\$57,996.00	\$0.00	\$57,996.00
Year 1	12224	AXON AIR, SKYDIO X2 BATTERY	2	\$738.00	\$0.00	\$738.00
Year 1	12239	AXON AIR, TRAINING - ONLINE: SKYDIO X2E	8	\$1,600.00	\$0.00	\$1,600.00
<b>Total</b>				<b>\$60,334.00</b>	<b>\$0.00</b>	<b>\$60,334.00</b>

**Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.**

Contract Sourcewell Contract #010720-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at [www.axon.com/legal/sales-terms-and-conditions](http://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. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.



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Signature

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Date Signed

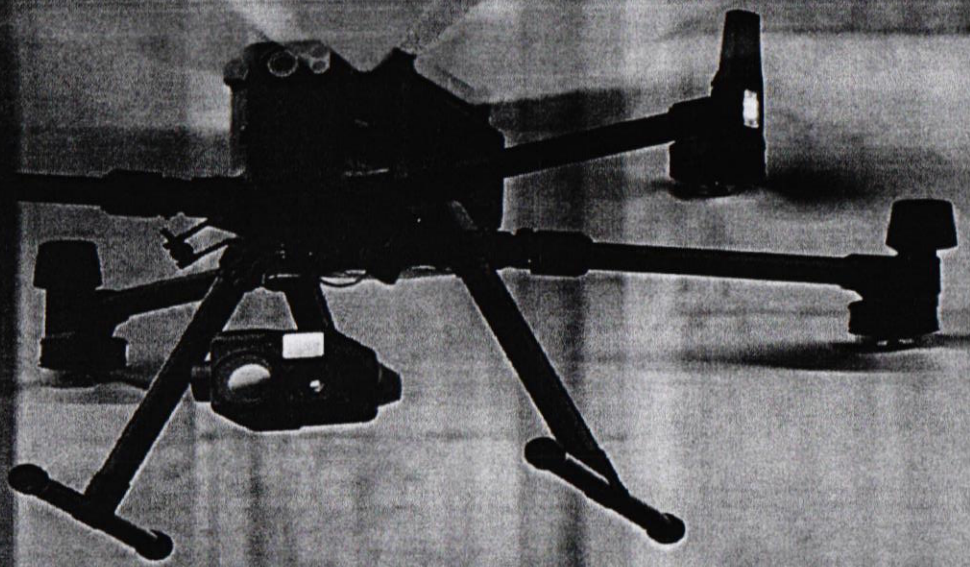
5/31/2022



# AXON AIR

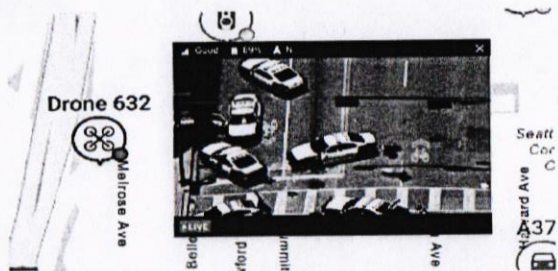
POWERED BY  DroneSense

CONTACT US



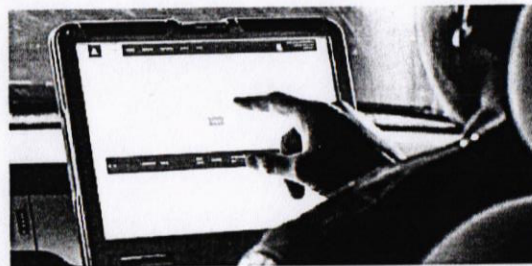
# The integrated drone platform for public safety

Axon Air is an end-to-end drone solution. It delivers secure wireless livestreaming to provide critical situational awareness, improving outcomes for public safety and communities. Integrated evidence management and program management offers operational efficiency across your agency.



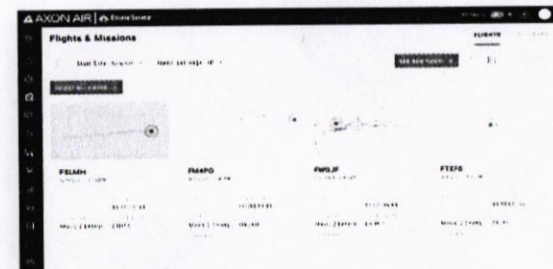
## Real-time situational awareness

Wireless livestreaming to Axon Respond enables effective decision making, improved de-escalation practices, and better outcomes for officers and the community



## Integrated cloud-based digital evidence management

Seamless integration with Axon Evidence ensures integrity and availability throughout the chain of command



## Comprehensive program management

Easily manage your pilots, flight logs, data and hardware to build a more accountable, transparent drone program

# Axon Air enables a more effective response

Increase aerial situational awareness in a wide range of scenarios

## Search and rescue

Gain a critical edge over ground searches and find individuals faster with high-resolution digital and thermal cameras

[LEARN MORE](#)





## **Crime and accident scene reconstruction**

Enhance and expedite evidence collection with 3D modeling and scene reconstruction while reducing cost and risk

**LEARN MORE**

# De-escalation

Assess situations from a safer distance and reduce risk to law enforcement and hostile parties, limiting the need for conflict

[LEARN MORE](#)





# Emergency and natural disaster response

Optimize response and recovery with distanced, real-time  
environmental assessment

[LEARN MORE](#)