



CITY of NOVI CITY COUNCIL

Agenda Item D
August 13, 2018

SUBJECT: Approval to enter into an agreement to purchase Taser equipment for the Uniform Division at the Novi Police Department from Axon Enterprise, Inc., sole source provider, for a total of \$89,067 over a five year period.

SUBMITTING DEPARTMENT: Public Safety - Police *DM*

CITY MANAGER APPROVAL: *PA*

EXPENDITURE REQUIRED	\$13,013.40 (2018-19)
AMOUNT BUDGETED	\$13,360 (2018-19)
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-301.00-741.000

BACKGROUND INFORMATION:

Approved in the 2018-19 Budget, was the purchase of Tasers and associated equipment for the Novi Police Department Uniform Division in the amount of \$90,940 over a five year period from Axon Enterprise, Inc., sole source provider in Michigan. Evidence suggests that Tasers reduce injuries to officers and suspects resulting from use of force situations. Tasers were introduced to the Police Department in 2004 and have been a part of the officers standard uniform compliment since the 2008-09 budget.

The Novi Police Department purchased its current Taser X2 Conducted Electrical Weapons (CEW) in July of 2013. Since 2013 the department has acquired fifty-eight CEWs to issue to its members. There are five CEWs in inventory as spares to be switched out for CEWs that are removed from service for maintenance issues. Axon, formally Taser International, advises that the estimated operational life of their CEWs is five-years. Axon advises that the five-year timespan limit was calculated due to electrical components which ultimately fail from use with CEWs over five-years. Axon further advised that they are not liable for failures of the CEW after the five year period and their ten million dollar liability insurance policy will not cover these expired CEWs. There is a possibility that a CEW could fail which may put officers lives and safety in jeopardy as a result of the failure of the CEW.

Axon has a program that they run for law enforcement agencies which is called the Taser 60 Basic. This program runs for a consecutive five years. With the Taser 60 Basic program Axon will discount the first year cost of the purchase of the new X2 CEWs as well as include 120 25 foot smart cartridges, 60 battery packs, extended warranty, an additional download dataport kit, and a spare Taser X2 CEW with battery. Utilizing the Taser 60 Basic program will save the department \$11,391 over a five year period. Legal counsel has reviewed this opines there is no legal impediment which precludes the City of Novi from executing this agreement.

RECOMMENDED ACTION: Approval to enter into an agreement to purchase Taser equipment for the Uniform Division at the Novi Police Department from Axon Enterprise, Inc., sole source provider, for a total of \$89,067 over a five year period.



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

Q-123017-43297.579AB

Issued: 07/16/2018

Quote Expiration: 08/31/2018

Account Number: 110373

Start Date: 09/29/2017

Payment Terms: Net 30

Delivery Method: Fedex - Ground

SALES REPRESENTATIVE

Ashley Bittl
 Phone: 480-515-6309
 Email: abittl@taser.com
 Fax:

PRIMARY CONTACT

Brian Woloski
 Phone: (248) 348-7100
 Email: bwoloski@cityofnovi.org

SHIP TO

Brian Woloski
 Novi Police Dept. - MI
 45125 W. TEN MILE ROAD.
 Novi, MI 48375
 US

BILL TO

Novi Police Dept. - MI
 45125 W. TEN MILE ROAD.
 Novi, MI 48375
 US

Year 1

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85176	TASER 60 YEAR 1 PAYMENT: X2 BASIC	60	331.00	216.89	13,013.40
Hardware					
22002	HANDLE, BLACK, CLASS III, X2	60	0.00	0.00	0.00
22010	PPM, BATTERY PACK, STANDARD, X2/X26P	60	0.00	0.00	0.00
22151	CARTRIDGE, PERFORMANCE, SMART, 25'	120	0.00	0.00	0.00
22013	KIT, DATAPORT DOWNLOAD, USB, X2/X26P	1	188.00	0.00	0.00
Subtotal					13,013.40
Estimated Shipping					0.00
Estimated Tax					0.00
Total					13,013.40

FREE SPARE

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Hardware					
22002	HANDLE, BLACK, CLASS III, X2	1	1,170.00	0.00	0.00
22010	PPM, BATTERY PACK, STANDARD, X2/X26P	1	62.00	0.00	0.00
85175	TASER 60 X2	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					
85177	TASER 60 YEAR 2 PAYMENT: X2 BASIC	60	331.00	316.89	19,013.40
				Subtotal	19,013.40
				Estimated Tax	0.00
				Total	19,013.40

Year 3

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85178	TASER 60 YEAR 3 PAYMENT: X2 BASIC	60	331.00	316.89	19,013.40
				Subtotal	19,013.40
				Estimated Tax	0.00
				Total	19,013.40

Year 4

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85179	TASER 60 YEAR 4 PAYMENT: X2 BASIC	60	331.00	316.89	19,013.40
				Subtotal	19,013.40
				Estimated Tax	0.00
				Total	19,013.40

Year 5

Item	Description	Quantity	List Unit Price	Net Unit Price	Total (USD)
Axon Plans & Packages					
85180	TASER 60 YEAR 5 PAYMENT: X2 BASIC	60	331.00	316.89	19,013.40
				Subtotal	19,013.40
				Estimated Tax	0.00
				Total	19,013.40

Grand Total	89,067.00
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Discounts (USD)

Quote Expiration: 08/31/2018

List Amount	100,720.00
Discounts	11,653.00
Total	89,067.00

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Year 1	13,013.40
FREE SPARE	0.00
Year 2	19,013.40
Year 3	19,013.40
Year 4	19,013.40
Year 5	19,013.40
Grand Total	89,067.00

TASER60 Terms and Conditions: This quote contains a purchase under the TASER 60 Plan. If your purchase only includes the TASER 60 Plan, CEWs, and CEW accessories, then this purchase is solely governed by the TASER 60 Terms and Conditions posted at: <https://www.axon.com/legal/sales-terms-and-conditions>, and the terms and conditions of Axon's Master Services and Purchasing Agreement do not apply to this order. 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.

Axon's Sales Terms and Conditions

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), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. 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.

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

Please sign and email to Ashley Bittl at abittl@taser.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-123017-43297.579AB

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MEMORANDUM



TO: ERICK ZINSER, ASSISTANT CHIEF
FROM: BRIAN WOLOSKI, SERGEANT, TRAINING AND STANDARDS
SUBJECT: TASER REPLACEMENT
DATE: JUNE 07, 2018

The Novi Police Department purchased its current Taser X2 Conducted Electrical Weapons (CEW) in July of 2013. Since 2013 the department has acquired fifty-eight CEWs to issue to its members. We currently have five CEWs as spares to be switched out for CEWs that are removed from service for maintenance issues. Axon, formally Taser International, advises that the estimated operational life of their CEWs is five-years. Axon advises that the five-year timespan limit was calculated due to electrical components which ultimately fail from use with CEWs over five-years. Axon further advised that they are not liable for failures of the CEW after the five year period and their ten million dollar liability insurance policy will not cover these expired CEWs. There is a possibility that a CEW could fail which may put Officers lives and safety in jeopardy as a result of the failure of the CEW.

The Novi Police Department plans to purchase sixty (60) Taser X2 CEWs this next fiscal year due to the estimated end of operational life of its current X2 CEWs. Current Axon law enforcement pricing for the X2 CEW is \$1,170 per unit. In addition to the new X2 CEW's the Police Department will also have to purchase PPM battery packs for each unit at \$62 each and one hundred and twenty (120) 25 foot smart cartridges at \$36.00ea. A five year extended warranty on one X2 CEW is \$363.

Axon has a program that they run for law enforcement agencies which is called the Taser 60 Basic. This program runs for a consecutive five years. With the Taser 60 Basic program Axon will discount the first year cost of the purchase of the new X2 CEWs at \$13,013.40 as well as include 120 25 foot smart cartridges, 60 battery packs, extended warranty, an additional download dataport kit, and a spare Taser X2 CEW with battery. Years two through five would be billed at \$19,013.40 which will total after five-years at \$89,067. Utilizing the Taser 60 Basic program will save the department \$11,391.

INDIVIDUAL UNIT PURCHASE

2018 Taser X2 CEW replacement (60)	\$70,200.00
Taser X2 CEW extended warranty (60)	21,780.00
Taser X2 PPM battery packs (60)	3,720.00
X2 25' Duty cartridges (120)	4,320.00
Kit, Dataport Download	188.00
Shipping	250.00
TOTAL COST	\$100,458.00

TASER 60 BASIC PROGRAM PURCHASE

2018 Taser X2 CEW replacement (60)
Taser X2 CEW extended warranty (60)
Taser X2 PPM battery packs (60)
X2 25' Duty cartridges (120)
Taser download data port kit (1)
Spare Taser X2 CEW (2)

First year cost of program	\$13,013.40
Second year cost of program	19,013.40
Third year cost of program	19,013.40
Fourth year cost of program	19,013.40
Fifth year cost of program	19,013.40
Shipping	0.00

TOTAL COST \$89,067.00



17800 N. 85th St., Scottsdale, Arizona 85255 * 480-991-0797 * Fax 480-991-0791 * www.axon.com

January 10, 2018

To: United States state, local and municipal law enforcement agencies

Re: Sole Source Letter for Axon Enterprise, Inc.'s TASER Conducted Electrical Weapons

A sole source justification exists because the following goods and services required to satisfy the agency's needs are only manufactured and available for purchase from Axon Enterprise. Axon is also the sole distributor of all TASER brand products in the States of AR, CT, DE, FL, GA, HI, IA, IL, IN, KS, LA, MA, MD, ME, MI, MN, MO, MS, NC, ND, NE, NH, NJ, NY, OK, OR, PA, RI, SC, SD, TX, VA, VI, VT, WI, WV, and the District of Columbia and Guam.

TASER CEW Descriptions

X2 CEW

- Multiple-shot CEW
- High efficiency flashlight
- Static dual LASERs (used for target acquisition)
- ARC switch enables drive-stun with or without a Smart Cartridge installed
- Central Information Display (CID): Displays mission-critical data such as remaining battery energy, burst time, operating mode, and user menu to change settings and view data on a yellow-on-black display
- The Trilogy log system records information from a variety of sensors into three data logs: Event log, Pulse log, and Engineering log. Data can be downloaded using a universal serial bus (USB) data interface module connected to a personal computer (PC). Data may be transferred to Evidence.com services.
- Real-time clock with back-up battery
- Onboard self-diagnostic and system status monitoring and reporting
- Ambidextrous safety switch
- Capable of audio/video recording with optional TASER CAM HD recorder
- The trigger activates a single cycle (approximately 5 seconds). Holding the trigger down will continue the discharge beyond the standard cycle (except when used with an APPM or TASER CAM HD AS). The CEW cycle can be stopped by placing the safety switch in the down (SAFE) position.
- Compatible with TASER Smart Cartridges only

X26P CEW

- High efficiency flashlight
- Red LASER (used for target acquisition)
- Central Information Display (CID): Displays data such as calculated remaining energy, burst time, and notifications
- The Trilogy log system records information from a variety of sensors into three data logs: Event log, Pulse log, and Engineering log. Data can be downloaded using a universal serial bus (USB) data interface module connected to a personal computer (PC). Data may be transferred to Evidence.com services.
- Real-time clock with back-up battery
- Onboard self-diagnostic and system status monitoring and reporting
- Ambidextrous safety switch
- Capable of audio/video recording with optional TASER CAM HD recorder
- The trigger activates a single cycle (approximately five seconds). Holding the trigger down will continue the discharge beyond the standard cycle (except when used with an APPM or TASER CAM HD AS). The CEW cycle can be stopped by placing the safety switch in the down (SAFE) position.
- Compatible with TASER standard series cartridges

Axon Signal Performance Power Magazine (SPPM)

- Battery pack for the X2 and X26P conducted electrical weapons

- Shifting the safety switch from the down (SAFE) to the up (ARMED) positions sends a signal from the SPPM. Upon processing the signal, an Axon system equipped with Axon Signal technology transitions from the BUFFERING to EVENT mode.

TASER Brand CEW Model Numbers

TASER Product Packages

SOLE AUTHORIZED DISTRIBUTOR FOR TASER BRAND CEW PRODUCTS Choose an item.	SOLE AUTHORIZED REPAIR FACILITY FOR TASER BRAND CEW PRODUCTS
<p>Axon Enterprise, Inc. 17800 N. 85th Street, Scottsdale, AZ 85255 Phone: 800-978-2737 Fax: 480-991-0791</p>	<p>Axon Enterprise, Inc. 17800 N. 85th Street, Scottsdale, AZ 85255 Phone: 800-978-2737 Fax: 480-991-0791</p>

Please contact your local Axon sales representative or call us at 1-800-978-2737 with any questions.

Sincerely,



Josh Isner
Executive Vice President, North American Sales
Axon Enterprise, Inc.

BLACKHAWK! is a trademark of the Blackhawk Products Group.

The 'Delta Axon' logo, Axon, Axon Signal, Evidence.com, Smart Cartridge, TASER CAM, Trilogy, X2, X26P, TASER, and the 'Bolt within Circle' logo are trademarks of Axon Enterprise, Inc., some of which are trademarks in the US and other countries. For more information visit www.axon.com/legal. All rights reserved. © 2018 Axon Enterprise, Inc.