



City of Olathe

COUNCIL AGENDA ITEM

MEETING DATE: 7/16/2024

FOCUS AREA: Police

STAFF CONTACT: Chief Mike Butaud

SUBJECT: Consideration of extending AXON™ contract two additional years (2028 - 2029) at the 2022 pricing agreement while including additional features and products. Upgrade Taser technology to the newest and most effective Taser. Upgrade Interview rooms in new building.

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SUMMARY:

On July 18th, 2023, City Council approved an increase in the Police Department's Axon contract amount to cover many future-ready products (5G technology), cost reduction measures, enhanced security, disaster recovery and business continuity (cloud data storage). Currently, the Police Department is requesting City Council approval to extend the Axon contract which includes improved technology and additional products and features.

Contract Extension Proposal:

Extension Details:

- **Duration:** A two-year extension, commencing from the current contract end date (2027).
- **Pricing:** Maintain the current 2022 pricing agreement throughout the extension period.

Cost Analysis for 2027 Contract Renewal:

To provide a clear financial outlook, we have conducted an analysis of potential cost increases for the 2027 contract renewal. Historical data and market trends indicate an approximate average annual price increase of 4-7% for similar contracts. Without the proposed extension, our costs could escalate by approximately 30% compared to the current agreement.

Upgrade Proposal: Transition from Taser 7 to Taser 10

In conjunction with the contract extension, we propose upgrading our current inventory of Taser 7 units to the advanced Taser 10 model. This upgrade is pivotal for enhancing community and officer safety and operational efficiency, and it also presents a unique opportunity for cost savings due to a special one-time offer from Axon.

This project increases Olathe PD's technology by:

- Addition of 165 x TASER10 devices
 - Upgrade Details:
 - Current Model: Taser 7

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- Proposed Model: Taser 10
 - Benefits: Improved performance metrics, enhanced safety features, and substantial cost reductions under the current promotional offer provided by Axon.
 - 10 x Interview Rooms in New Building
 - 7 x OSP10 Bundles
 - 7 x Fleet3 Units
 - Professional licenses
 - Unlimited Auto Transcribe at no cost.
 - 3rd Party Video Playback at no cost.
 - Axon Investigate at no cost.
 - **2 additional years** of Axon products and services.
- Total **savings over \$3,116,017.83** for the next 5 years (**\$623,203.57 annually**).

Included Concessions with the New Contract:

We greatly appreciate Axon's commitment to supporting our organizational needs. As part of our proposal, the following concessions are included with the new contract at no additional cost:

- **T7 to T10 Concession:** \$564,360
- **3rd Party Video Playback Concession:** \$120,625
- **Axon Investigate Pro Concession:** \$107,417
- **Community Request Concession:** \$105,462
- **Unlimited Auto-Transcribe Concession:** \$219,380
- **Interview Room Concession:** \$66,000
- **TOTAL Concessions Offered:** \$1,188,244

We firmly believe that extending our current contract by two years at the 2022 pricing level, combined with the upgrade to the Taser 10 model and the inclusion of additional concessions, represents a strategic decision that is aligned with our organizational goals of maintaining operational excellence, advancing officer safety standards, and optimizing fiscal responsibility.

FINANCIAL IMPACT:

Total expenditures will be \$1,365,109.38 over the next five years.

Year one: \$67,493.34

Year two: \$134,986.70

Year three: \$134,986.70

Year four: \$513,821.32

Year five: \$513,831.32

ACTION NEEDED:

Approve contract amount and extend the service length for additional and current services.

ATTACHMENT(S):

- A** - Axon Amendment/Quote
- B** - Olathe PD Amendment

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