



Board Agenda Item 28

DATE: May 20, 2025

TO: Board of Supervisors

SUBMITTED BY: John Zanoni, Sheriff-Coroner-Public Administrator

SUBJECT: Amendment to Agreement with Axon Enterprise, Inc.

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute a retroactive Amendment I to Agreement A-23-526 with Axon Enterprise, Inc. for the Sheriff-Coroner-Public Administrator's Office, to add the purchase and maintenance of TASER devices; and extend the term by one year and six months, effective April 1, 2025 through March 31, 2030, and increasing the maximum by \$4,094,529, for a total contract maximum of \$6,654,052.

Approval of the recommended action will increase the contract max by an additional \$4,094,529, which includes an expansion allowance of \$1,037,525, for a total contract max of \$6,654,052. There is an approximate \$3.1 million increase in Net County Cost associated with the recommended action for the term of the Agreement. Approval of Amendment I with Axon Enterprises, Inc. will allow the Sheriff's Office to purchase, provide maintenance services of TASER devices and include additional licenses. The additional \$4,094,529 will be allocated throughout the remainder of the agreed term. This item is countywide.

ALTERNATIVE ACTION(S):

If the recommended actions are not approved, the Sheriff's Office will not be able to replace existing TASER devices that are outdated and unsupported by Axon. In addition to not being able to purchase the TASER devices, additional licenses to be used with either TASERS or body worn cameras will not be available to the Sheriff's Office. Not approving the recommended action may result in the County not being able to fully utilize the expanded capabilities and support of new TASER devices and additional licenses and may potentially delay the implementation of the TASER Program. Alternatively, your Board could approve the agreement and not approve the expansion allowance. In that event, if additional products or services are needed, the Sheriff's Office would need to come back to your Board to further amend the agreement to request to add those items.

RETROACTIVE AGREEMENT:

This recommended Amendment I to Agreement A-23-526 with Axon Enterprise, Inc. is retroactive due to the length of time required to negotiate the amendment. The signed amendment was received from Axon Enterprise, Inc. on May 5, 2025.

FISCAL IMPACT:

Approval of the recommended action will increase the contract max by an additional \$4,094,529 for a total contract max of \$6,654,052. There is an approximate \$3.1 million increase in Net County Cost associated

with the recommended action for the term of the Agreement. Approval of the recommended action will allow for the purchase, maintenance and additional licenses to TASER devices and body worn cameras. The first payment of \$500,005 is included in the Department Org 3111 FY 2024-25 Adopted Budget. Estimated appropriations and revenues will be included in future budget requests.

The total Agreement costs of \$6.7 million are offset as follows:

Body Worn Camera Program:

- \$430,000 - Federal Body-Worn Camera Policy and Implementation grant funds
- \$1.6 million - Local Innovation funds, Org 3438
- \$250,000 - Incarcerated Persons Welfare Funds
- \$277,295 - Cost savings of two previously deleted vacant OA and Administrative Assistant Positions. Your Board authorized the deletion of these positions on May 9, 2023

TASER Program:

- \$284,910 - Use of Force and De-Escalation Pilot Program
- \$73,783 - JAG allocation
- \$77,000 - Miscellaneous Revenues (Jail locker monies, metal recycling)
- \$3.7 million - Approximate Net County Cost (spread throughout the term of the agreement)

This Agreement includes an expansion allowance of up to \$1,037,525, for device and license expenditures in years 3 through 6, to be utilized only if deemed a necessary contingency. The County Administrative Office will closely coordinate with the Sheriff's Office regarding the utilization and budgetary implications of this allowance, ensuring that all avenues for third-party funding are exhausted in accordance with County policy before resorting to General Fund allocations for these potential costs.

DISCUSSION:

On October 10, 2023, your Board approved Agreement A-23-526 with Axon Enterprise, Inc. for the purchase of body-worn camera hardware, software, licensing, data storage, and data maintenance with the maximum amount of \$2,559,523.

On January 6, 2020, the County Purchasing Department approved Purchasing Agreement P-19-751, to procure Contractor's non-lethal TASER Conducted Energy Weapons product (TASER), software, licensing, data storage, and data maintenance, which expired on December 18, 2024, as a result the current Taser devices are no longer supported and certified by Axon.

The recommended amendment adds the purchase, ongoing maintenance, and additional licensing for the Taser 10 devices and body worn cameras, ensuring the Sheriff's Office is equipped with up-to-date law enforcement technology. This enhancement specifically addresses the need for less-lethal weapons to be utilized by Deputy Sheriffs when dealing with violent or potentially violent subjects, offering an effective and safer alternative to traditional use-of-force methods. It is a critical need for the department to purchase these TASER devices to ensure they have the tools for effective law enforcement operations. This upgrade introduces a range of critical new features designed to enhance operational efficiency and safety. Notably, the integration of Virtual Reality-based training will allow officers to engage in realistic, immersive training

scenarios, leading to better preparedness in real-world situations. Additionally, AXON Respond offers a cutting-edge solution for locating lost or stolen devices through real-time GPS tracking, ensuring the Sheriff's Office can quickly recover valuable equipment. With these advancements, the Sheriff's Office stands to benefit from improved device tracking, enhanced data management capabilities, and a seamless update to their equipment, ultimately driving greater effectiveness in their mission to serve and protect the community.

As part of this amendment, we will be adding additional licenses for key staff members, such as detectives, who, while not directly utilizing body-worn cameras or Tasers, require access to critical data generated by these devices. These licenses are essential for enabling detectives and other personnel to review, analyze, and manage the data collected from field operations, ensuring that they can effectively perform their investigative duties. By providing these staff members with the necessary licensing, we ensure a seamless flow of information and improve cross-department collaboration, while maintaining the integrity of the data management system.

In order to ensure flexibility and accommodate any unforeseen needs that may arise throughout the term of the agreement, we propose including an expansion allowance of \$1,037,525 within the amendment to account for potential unanticipated purchases of additional devices or licenses. While this expansion allowance will be available for potential expenses, it is not a required expenditure.

The Sheriff-Coroner-Public Administrator, or their designee, will consult with the County Administrative Officer, to utilize a contingent expansion allowance, in years three through six, for a total not to exceed \$1,037,525. The recommended amendment includes pricing for products in the event that expansion allowance is utilized. By including this expansion allowance, the Sheriff's Office can proactively manage unforeseen circumstances and ensure the Sheriff's Office remains equipped with the most current equipment and licensing, while also maintaining budgetary control and avoiding delays in operations.

REFERENCE MATERIAL:

BAI #36, October 10, 2023

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Amendment to Agreement with Axon Enterprise, Inc.

CAO ANALYST:

Fine Nai