

AGENDA
CITY COUNCIL SPECIAL MEETING
DECEMBER 21, 2023 – 6:00PM
CITY OF FARMINGTON HILLS
CITY HALL – COMMUNITY ROOM
31555 W ELEVEN MILE ROAD
FARMINGTON HILLS, MICHIGAN
Telephone: 248-871-2410 Website: www.fhgov.com

1. Call Meeting to Order
2. Roll Call
3. Consideration of approval of authorizing the City Manager and City Clerk to sign a contract with Axon for the Officer Safety Bundle for a 5-year term. [CMR 12-23-129](#)
4. Public Comment
5. Adjournment

Respectfully submitted,

Carly Lindahl, Interim City Clerk

Reviewed by:

Gary Mekjian, City Manager

NOTE: Anyone planning to attend the meeting who has need of special assistance under the Americans with Disabilities Act (ADA) is asked to contact the City Clerk's Office at 248-871-2410 at least two (2) business days prior to the meeting, wherein necessary arrangements/accommodations will be made. Thank you.

REPORT FROM THE CITY MANAGER TO CITY COUNCIL

December 21, 2023

SUBJECT: Request to enter into contract with Axon for Officer Safety Bundle (BWC/ICC/Digital Evidence Storage/Tasers)

ADMINISTRATIVE SUMMARY

The Farmington Hills Police Department is entering the final years of our Motorola-Watchguard contract. To date the product and services provided by Motorola-Watchguard have been unsatisfactory. The product has not worked as advertised since inception. The body worn cameras (BWC) have failed at an excessive rate, the redaction software has not worked as promised, data (video) has been lost after not being saved as required and IT customer support has been notoriously poor. Motorola Watchguard has been served with a notice to cure in an effort to remedy these issues, which has only brought the service up to minimally acceptable levels.

The current Police Department budget includes \$50,000 to migrate to AXON Evidence.com software, which is preferred by the Oakland County Prosecutor's Office (OCPO). This is a critical aspect of the Evidence.com software as OCPO has standardized on it permitting the department to maintain and share digital evidence more readily with OCPO. Axon also informed the city that it could provide additional savings to the city, if the program was bundled with their BWC, In-Car camera, Taser devices and associated systems. Staff explored this option and considered the following:

- Motorola / Watchguard contract ending.
- Motorola / Watchguard system will be out of warranty.
- Current department TASER's are nearing end of life and will be out of warranty.
- There is an opportunity to add needed, new equipment and capabilities at a reduced cost.

Axon representatives met with representatives of both the police department and central services department. At the conclusion of the meeting, staff was impressed with the products as outlined. Axon advised that they included a buy out of the City's current Motorola Watchguard contract (\$50,000) and offered additional savings if the City were to transition to AXON's Public Safety Bundle Package. This package includes some key features that will enhance officer safety and transparency:

- 124 BWC systems so that each officer will have their own camera.
- 124 Tasers with supporting training and training supplies.
- Sympathetic activation where all cameras would active when in the area of a camera activation.
- Automatic activation of cameras when a taser or handgun is drawn.
- GPS location monitoring of all BWC and In-Car cameras.
- Live streaming capability of BWC and In-Car camera systems.
- In-Car cameras with LPR feature which tie in with the currently utilized FLOCK system.
- Unlimited video storage.
- Unlimited digital evidence storage, Evidence.com.
- Enhanced video redaction and transcription services.
- AI software to detect uses of force, pursuits and other incidents caught on body camera video.
- AI also detects officers' language and converts the footage into searchable data fields.
- AI generates random auditing of video footage.
- BWC and In-Car cameras replaced whenever newer versions of equipment become available.
- BWC system replacement in final year of contract.

Axon had provided a quote which includes the following incentives:

- \$50,000 buyout of Motorola Watchguard contract.
- \$30,000 buyback of the departments current Tasers.
- \$100,000 incentive to transition from Motorola Watchguard to AXON Public Safety Bundle
- \$100,000 incentive for scheduling an emergency council meeting to discuss contract.
- Total contract savings \$931,370.89, or \$186,274.18 per contract year.

AXON Public Safety Bundle costs for 124 BWC and 36 In-Car camera systems, 124 Tasers and all associated software and training costs is \$2,721,297.20. The contract would be broken down into 5 yearly installments of \$544,259.44. This quote is valid if the city signs an agreement or before December 31, 2023. AXON is a single source provider for Taser's and is set to become the departments digital evidence storage provider. No other single company or vendor can provide the products detailed above. This product will meet the needs of the police department, FH/CS department and the requirements of the Oakland County Prosecutors Office.

The Evidence.com software is Criminal Justice Information System (CJIS) security compliant, which is a federal requirement for this application.

Attached to this CMR is a timeline from Chief King detailing staff's evaluation of this project as well as a letter from Axon confirming the pricing for the current proposal as well as a pricing increase after January 1, 2024.

This contract will have no fiscal impact to the current year's budget. The annual cost for the proposed contract will be included in future budget requests beginning with the FY 24/25 budget.

This agreement and contract have been reviewed by the City's legal counsel as to form and content.

RECOMMENDATION

In view of the above, it is recommended that City Council authorize the City Manager and City Clerk to sign and enter into an agreement with Axon for the Officer Safety Bundle, 5-year agreement for \$2,721,297.20, or \$544,259.44 per year.

Prepared by: John Piggott, Assistant Chief of Police

Reviewed by: Michelle Aranowski, Director of Central Services

Reviewed by: Jeff King, Chief of Police

Approved by: Gary Mekjian, City Manager



17800 N 85TH STREET
SCOTTSDALE, ARIZONA 85255

AXON.COM

December 15, 2023

City of Farmington Hills
31655 W Eleven Mile Rd
Farmington Hills, MI 48336

Dear City of Farmington Hills:

First, I want to thank you for your long-time partnership with Axon on the TASER side of our business. Chief King and Assistant Chief Piggott have been great business partners as we have worked to build the best program for Farmington Hills.

Regarding the current contract to upgrade Farmington Hills Police Department's TASER, Body Worn Camera, and Fleet program, the current price of \$2,770,977.20 will expire on 12/29/2023 at 11:59 p.m. This price includes \$280,000 of *additional* incentives on top of the inherent discounting provided on Axon products and services.

The pricing increase will take effect on January 1st, 2024, at which point all products will be quoted on Axon's 2024 price book.

Sincerely,

DocuSigned by:

4780D01FBEE461...

Michael Tagliaferri
Vice President of Sales



INTEROFFICE CORRESPONDENCE

TO: City Manager Gary Mekjian
FROM: Police Chief Jeff King
DATE: December 18, 2023
SUBJECT: Axon Project Evolution Timeline

September 2022:

- The Oakland County Prosecutors Office (OCPO) advised their office is moving toward a digital evidentiary system and evidence shall be submitted utilizing a Digital Evidence System.
- PD immediately begins to research digital evidence sharing and storage options.

October 2022:

- OCPO issues their preference for Oakland County Police Agencies to utilize Evidence.com (Axon).
- FHPD/IT hosts product demonstrations by Axon, Motorola/WatchGuard, & Body Worn.
- Central Services issues “Notice to Cure” Motorola/WatchGuard with our current contract.

November 2022:

- FHPD/IT hosts host’s second demonstrations by Axon and Motorola/WatchGuard.
- Central Services lifts “Notice to Cure” on Motorola/WatchGuard.

December 2022:

- FHPD/IT obtains quotes from Axon & Motorola/WatchGuard for Digital Evidence system.

January 2023:

- 2023-2024 Farmington Hill Budget prepared which includes additional funds for Evidence.com (Axon).

July 2023:

- Axon Evidence.com approved in 2023-2024 budget.
- Axon is contacted for purchase and implementation of Evidence.com.

August 2023:

- FHPD Support Services advises that our Tasers are increasingly experiencing failures and will need to be replaced in fall of 2024.
- FHPD/DPW approves increasing the FHPD marked fleet by six additional patrol cars.

- Formal quotes are obtained from Motorola/Watchguard for ICC systems for 6-new Patrol vehicles (\$40,000).
- Discussion with Axon regarding Taser replacement for 2024-2025 FY.
- Axon initiates discussions regarding bundle pricing for Evidence.com and Tasers.

September 2023:

- Axon offers to buy FHPD out of remaining Motorola/WatchGuard contract.
- Axon offers bundle price for BWC/ICC/Tasers/Evidence.com.
- PD staff reviews Axon Quote and capabilities; including evaluations by Detectives, Records Staff and IT personnel.
- Chief King directs inclusion of AI assisted video auditing (e.g.-Trulio @ \$60,000 per year).
- Axon adjusts quote to include AI video review and FHPD staff evaluates capabilities.
- Axon advises it will offer \$100,000 additional incentive.
- PD negotiates current Taser buy back by Axon, \$30,000.

October 2023:

- FHPD hosts in person meeting with Axon, Records Staff, Detective Staff, and IT Staff to discuss quote, service packages and system capabilities.

Early November 2023:

- FHPD staff completes evaluations and submits proposal to Executive Staff for review and recommendation.

Late November 2023:

- Chiefs presents presentation to City Manager & Finance Director, with request to present at final December 2023 City Council meeting (December 11, 2023).

December 2023:

- City Council Presentation @ study session on December 11, 2023.
- A/C & Chief negotiate additional \$100,000 incentive for emergency CC session.
- Axon agrees to extend quote from 12/15/23 to 12/31/23.
- December 13, 2023, Zoom/in person meeting w/Axon Execs (CM, Chief, A/C).
- December 14 through December 18, 2023- review with City Attorney, Axon, Central Services and Finance, regarding finalized agreement for City Councils consideration on 12-21-2023.