



Legislation Details (With Text)

File #:	23-614	Version:	1	Name:	AXON Enterprises Cost Proposal
Type:	Staff Report	Status:		In control:	City Council
On agenda:	12/18/2023	Final action:		Enactment #:	Reso 2023-182 & Reso 2023-183

Title: Adopt Two Resolutions:
 1. Approve and Authorize the City Manager to Execute an Agreement with Axon Enterprises, Inc. for the Purchase of up to Thirty-Eight (38) Axon Fleet 3 Mobile Audio and Video Cameras with Automatic License Plate Reader Technology for Police Vehicles in an Amount Not-to-Exceed \$544,315.75 and to Authorize Additional Cumulative Agreement Amendments Up to 10% (\$54,431.58); and
 2. Adopt a Resolution to Approve and Authorize the City Manager to Execute Amendment No. 1 to an Existing Consulting Services Agreement With Flock Safety to Extend the Contract Term an Additional Five Years from Date of Execution, Purchase and Install Forty-One (41) Additional Flock Automatic License Plate Reader (ALPR) Cameras, and to Increase the Maximum Amount of Compensation by \$807,150.00 for a Total not to Exceed Amount of \$1,057,150.00 and to Authorize Additional Cumulative Agreement Amendments Up to 10% (\$105,715.00)

Sponsors:

Indexes:

Code sections:

Attachments: 1. A - Draft Axon Resolution, 2. B - Draft Flock Resolution, 3. C - Sole Source Letters from Axon & Flock Group, 4. D - Cost Proposal for Axon and Flock, 5. E - Community Police Review Board ALPR Presentation, 6. F - Automatic License Plate Reader Cameras 2023 12 18

Date	Ver.	Action By	Action	Result
12/18/2023	1	City Council	Approved	Pass

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COUNCIL PRIORITY

- Public Safety
- Fiscal Sustainability and Transparency

SUMMARY

Axon Fleet 3 Mobile Audio and Video (MAV) cameras capture a forward-facing view of the marked police vehicle and a rear-facing view of the prisoner transport compartment. MAV is compatible with

the Department's current Axon Body Worn Cameras. MAV turns on Axon's forward-facing camera and Body Worn Cameras simultaneously when any of the selectable activation triggers are sensed, such as the activation of emergency lighting, the opening of rear doors or collision detection.

Flock Safety's (Flock) Automatic License Plate Reader (ALPR) camera capabilities have provided the San Leandro Police Department with video evidence to solve crimes. Flock has installed 41 ALPR cameras where crime has historically been concentrated.

RECOMMENDATIONS

Staff recommends the City Council authorize a sole source purchase under Cal. Public Contract Code section 3400(c)(1) and San Leandro Municipal Code Section 1-6-315 to purchase an additional 41 ALPR cameras from Flock because it is in the City's best interest to purchase the equipment without competitive bidding because the purchase of such equipment matches other products currently in use to maintain continuity and consistency of systems. Additionally, Staff recommends extending the original agreement with Flock for an additional five years from the date of amendment execution.

Staff recommends the City Council authorize a sole source purchase under Cal. Public Contract Code section 3400(c)(1) and San Leandro Municipal Code Section 1-6-315 to purchase up to thirty-eight (38) MAV cameras for Police vehicles in an amount not-to-exceed \$544,315.75 and to Authorize Additional Cumulative Agreement Amendments up to 10% (\$54,431.58). Utilizing San Leandro Municipal Code Section 1-6-315 is justified because it is in the City's best interest to purchase the equipment without competitive bidding because the purchase of such equipment matches other products currently in use to maintain continuity and consistency of systems.

BACKGROUND

Axon MAV System

Since 2014, the Police Department has been using Axon Body Worn Cameras to maintain its commitment to transparency and accountability. These are issued to all sworn personnel, as well as Police Service Technicians and are manually activated/utilized in situations where staff are engaging with members of the public.

The Police Department does not currently have a MAV system in marked police vehicles that captures either forward facing incidents or detainee compartments. MAV systems, in addition to body worn camera videos, offer an unbiased view of the interaction between Department members and the community, as well as those that are in the Department's care and custody. Utilizing the MAV in conjunction with the body worn cameras is an important redundancy to present the most complete accounting of an incident. MAV's are especially important since body worn cameras often have obstructed views or are dislodged in a physical altercation.

In addition to the video capabilities, the MAV system has ALPR technology. ALPR cameras have enhanced crime prevention and criminal investigations by discouraging criminals, alerting law enforcement to stolen vehicles, and providing investigators with data on vehicles located within specified areas of the City of San Leandro.

The Department currently has 6 ALPR cameras for patrol vehicles, which are either non-functional or in need of replacement. Additionally, the Department's transport van is equipped with a camera in the detainee compartment. If the agreement with Axon Enterprises, Inc. is approved, these will be

replaced with the MAV system.

Flock ALPR cameras

Staff was directed to explore and develop a plan to implement ALPR cameras and to determine locations throughout the City where ALPR cameras could deter and solve crimes.

ALPR cameras have enhanced crime prevention and criminal investigations by discouraging criminals, alerting law enforcement to stolen vehicles, and providing investigators with data on vehicles located within specified areas of the City of San Leandro.

Flock will deploy the additional 41 movable ALPR cameras at locations previously approved by the City Council. ALPR cameras are solar/battery-powered and can be moved if needed.

In July 2023, two additional ALPR cameras were added at the Monarch Bay Golf Course; they are paid for separately by American Golf Corporation (Monarch Bay Golf Course's management) and the Public Works Department.

On September 18, 2023, staff was directed to obtain feedback from the Community Police Review Board regarding the ALPR policy.

On October 18, 2023, the Community Police Review Board presented nine policy recommendations for the Police Department to consider. Additional details are outlined in the presentation.

Analysis

Axon MAV system

The Police Department identified Axon as the preferred vendor for the MAV system based on many attributes, including:

- 1) Integration with the Department's current Axon Body Worn Cameras.
- 2) It increases the Department's commitment to transparency and accountability.
- 3) That it's a High-definition Dual-View Camera with panoramic field of view, 12x zoom, and AI processing for the automatic license plate reader (ALPR).
- 4) That it's a High-definition Interior Camera with infrared illumination for back seat view in complete darkness.
- 5) Wireless Mic and Charging Base for capturing audio when outside of vehicle.
- 6) Ability to efficiently categorize, play back and share all video and audio alongside other digital files on Evidence.com.

- 7) Multi-cam playback, for reviewing up to four videos, including body-worn and in-car footage, at the same time.
- 8) Automatic time synchronization with all Axon Fleet and other Axon body worn cameras that allows for multi-camera playback on Evidence.com.
- 9) Prioritized upload to Evidence.com of critical event videos via 4G/LTE.
- 10) ALPR hotlist alerts, plate read retention, and investigative search.
- 11) Integration with the Department's current Flock ALPR System.

The cost of the agreement includes all cellular data, cloud storage, software, and licensing fees. The total cost for thirty-eight (38) MAV cameras is estimated to be \$544,315.75 over a five-year period and will fund five years of camera use and storage.

Flock ALPR cameras

ALPR cameras were selected based on many attributes, including:

- 1) The Department's current use of the Flock camera system;
- 2) coverage of two travel lanes with a single camera;
- 3) the use of a battery and solar power system that reduces costs;
- 3) portability so that SLPD can adjust deployment based on crime trends; and
- 4) easy to use data storage and retrieval.

ALPR cameras have a set price of \$2,500.00 per camera per year, with a five-year service contract. The cost of the agreement includes all cellular data, cloud storage, software, licensing fees, and installation. The total cost for the existing 41 ALPR cameras and proposed additional 41 ALPR cameras (82 ALPR cameras total) is estimated to be \$1,057,150.00 over a five-year period and will fund five years of camera use.

Flock contacted the San Leandro Police Department to notify the City of price increases that would impact the purchase of the additional 41 ALPR cameras as well as the existing 41 cameras following the termination date of the original agreement on June 30, 2024. Flock offered the City of San Leandro a cost savings by extending the agreement with Flock by five years from the date of the contract amendment's execution.

By agreeing to Flock's proposal for the five-year extension and purchase of 41 additional ALPR cameras, this would provide the City an annual savings of up to \$41,000.00 per year, over the five-

year amended agreement for the 82 ALPR cameras.

Previous Actions

Resolution No. 2022-054 authorizing purchase of the initial 41 ALPR cameras was introduced and passed on April 4, 2022.

On September 18, 2023, staff was directed to obtain feedback from the Community Police Review Board regarding the ALPR policy.

On October 18, 2023, the Community Police Review Board presented nine policy recommendations for the Police Department to consider. Additional details are outlined in the presentation.

Financial Impacts

This purchase of the thirty-eight (38) MAV cameras will not exceed a cost of \$545,000 over a five-year period, which requires no adjustment to the FY 2023-2024 or FY 2024-2025 Adopted Budget. The Police Department will request appropriations for FY 2025-2026, FY 2026-2027, and FY 2027-2028 to continue to fund this purchase.

FY 2023-2024: Account number 150-21-011-5311

FY 2024-2025: Account number 010-21-002-5311

Purchase costs include:

- 1) The purchase of all equipment.
- 2) Five years of operating expenses including licensing and software maintenance fees.

Staff anticipates completing the purchase of up to thirty-eight (38) MAV cameras this fiscal year. On-going annual costs are estimated to not exceed \$108,863.16.

- Fiscal Year 2023-2024 costs estimated not to exceed \$108,863.16.
- Fiscal Year 2024-2025 costs estimated not to exceed \$108,863.16.
- Fiscal Year 2025-2026 costs estimated not to exceed \$108,863.16.
- Fiscal Year 2026-2027 costs estimated not to exceed \$108,863.16.
- Fiscal Year 2027-2028 costs estimated not to exceed \$108,863.16.

This project will not exceed a cost of \$1,057,150.00 over a five-year period, which requires no adjustment to the FY 2023-2024 or FY 2024-2025 Adopted Budget. The Police Department will request appropriations for FY 2025-2026, FY 2026-2027, and FY 2027-2028 to continue to fund this project.

(Account number 010-21-006-5311).

Project costs include:

- 1) The purchase and installation of all equipment.
- 2) Five years of operating expenses including licensing and software maintenance fees.

Staff anticipates completing the purchase of the additional 41 ALPR cameras and initiating the extension of services in this fiscal year. On-going annual costs are estimated to not exceed \$210,000.00.

- Fiscal Year 2023-2024 costs estimated not to exceed \$217,150.00
- Fiscal Year 2024-2025 costs estimated not to exceed \$210,000.00
- Fiscal Year 2025-2026 costs estimated not to exceed \$210,000.00
- Fiscal Year 2026-2027 costs estimated not to exceed \$210,000.00
- Fiscal Year 2027-2028 costs estimated not to exceed \$210,000.00

ATTACHMENTS

Attachment A - Axon Resolution

Attachment B - Flock Resolution

Attachment C - Sole Source Letters from Axon & Flock Group

Attachment D - Cost Proposals from Axon & Flock Group

Attachment E - Community Police Review Board ALPR Policy Presentation

Attachment F - Automatic License Plate Reader Presentation

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