



Stamford Police Department | Axon Enterprise, Inc.
Consolidated Contract Executive Summary
November 2023



On behalf of Axon, we are pleased to present the following Executive Summary for a proposed consolidated contract between Stamford Police Department and Axon Enterprise, Inc. Stamford PD currently has three existing contracts with Axon for Body-Worn Cameras, In-Car Cameras, and Interview Room cameras. Additionally, the agency has older generation TASER devices and is in need of 250 new devices. Axon is proposing combining the existing three contracts with the purchase of 250 new TASER 10 devices into one consolidated contract, capitalizing on significant bundled savings based on contract signature by 12/15/23. In the Executive Summary below, Axon has outlined the various financial, technological, and contractual benefits of a consolidated contract.

Financial Benefits:

5-Year Contract Term	10-Year Contract Term
No Fiscal Year 24 budget impact.	No Fiscal Year 24 budget impact.
Axon is offering an additional price savings/reduction of \$464,000.	Axon is offering an additional price savings/reduction of \$969,000.
Over the next 5 Fiscal Years, it's approximately \$623,000 less expensive to redo the contract now than wait to renew when until the existing contracts expire.	Over the next 10 Fiscal Years, it's approximately \$2.45M less expensive to redo the contract now than wait to renew when until the existing contracts expire.
~\$1.22M worth of BWC, BWC Docks, and Fleet hardware refreshes at \$0 over the 5-Year term included.	~\$2.26M worth of BWC, BWC Docks, Fleet, AND a <u>TASER</u> hardware refreshes at \$0 over the 10-Year team included.

Contractual Benefits:

- 1 Contract to manage by consolidating now versus managing between 4-7 different contracts.
- 1 Renewal cycle to manage/schedule versus renewing separate contracts in 2023 (Interview Room), 2027 (In-Car Camera), 2028 (Body-Worn Camera), 2029-2034 (TASER 10 Contracts).
- With the 10-Year Contract, Axon has provided the following Term Language on Page 16 of the quote:
"Term. Axon shall perform all Services and provide all Devices set forth in the executed Quote(s) at the rates set forth therein, with Service subscription terms beginning and ending as set forth in the applicable Quote or Appendix, except as otherwise stated herein. This Agreement begins on the Effective Date and will continue for a period of five (5) years ("Term"). After the five (5) year period, the products and subscriptions provided in the Quote will automatically renew for another five (5) years unless Agency provides notice of termination ninety (90) days before the renewal date. New devices and services may require additional terms, which shall be mutually agreed upon in writing in a Quote, SOW, or Appendix. Axon will not authorize services until Axon receives a signed Quote or accepts a purchase order, whichever is first."

Technological Benefits:

- Agency would be on the latest TASER platform (TASER 10) for more effective and reliable use.
- Agency would standardize TASER device for all officers improving training delivery and training issues in the field with a mixed inventory.
- Agency would receive latest Axon Body 4 body-worn camera with improved battery life, image resolution, and programmable features such as mute-reminders.

Axon and Stamford Police Department have had a long-lasting partnership, and we look forward to continuing that relationship into the future. We thank you for your evaluation and engagement during this process and look forward to working together as the agency deploys these tools and solutions.

If you have any questions regarding our solutions or pricing, please contact:

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