



**Sheriff/Coroner**  
**COUNTY OF TULARE**  
**AGENDA ITEM**

**BOARD OF SUPERVISORS**

LARRY MICARI  
District One

PETE VANDER POEL  
District Two

AMY SHUKLIAN  
District Three

EDDIE VALERO  
District Four

DENNIS TOWNSEND  
District Five

**AGENDA DATE:**      October 24, 2023- **REVISED**

Public Hearing Required	N/A
Scheduled Public Hearing w/Clerk	N/A
Published Notice Required	N/A
Advertised Published Notice	N/A
Meet & Confer Required	N/A
Budget Transfer (Aud 308) attached	Yes
Personnel Resolution attached	N/A
Agreement(s) attached	Yes

CONTACT PERSON: Amanda Timblin    PHONE: 5598029462

**SUBJECT:**              Approve an agreement with Axon Enterprise, Inc.

**REQUEST(S):**

That the Board of Supervisors:

1. Approve a ten (10) year Master Services and Purchasing Agreement between the Tulare County Sheriff's Office and Axon Enterprise, Inc., in an amount not to exceed \$16,155,362 to purchase body-worn, fleet and interview room camera systems, drones, Conducted Electrical Weapons, signal devices, as well as additional licensing and software effective December 16, 2023 through December 15, 2033;
2. Approve the capital asset purchase of drones in an amount not to exceed \$129,901.63 in Fiscal Year 2023/24;
3. Waive the formal bidding process and make the sole-source purchase with Axon Enterprises, Inc.;
4. Authorize the necessary budget adjustments per the attached AUD 308 (4/5ths vote required); and
5. Authorize the Chair of the Board to sign the agreement.

**SUMMARY:**

On November 6, 2018, the Board approved Agreement No. 28929 (Resolution No. 2018-0927) with Axon Enterprise, Inc. for the purchasing of body-worn, fleet and interview room cameras, taser weapons, and software. The Tulare County Sheriff's Office (TCSO) is seeking to continue and expand its partnership with Axon to provide enhanced services which will better serve and protect Tulare County communities.

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Law enforcement agencies throughout the United States have rapidly adopted and implemented body-worn and fleet cameras to improve officer safety, increase evidence quality, reduce civilian complaints, and reduce agency liability. The proposed agreement includes several Officer Safety Plan Subscriptions which will equip TCSO sworn personnel with the latest Axon technology. The Subscription includes the following products:

- Replacement of the current Conducted Electrical Weapons (CEW) with Axon's newest TASER 10 device with upgraded Axon's Signal Sidearm technology
- Upgrade the current body-worn camera (BWC) technology with Axon Body 4 and Axon's Signal Sidearm technology
- Additional licensing and software services
- Digital evidence storage and reporting systems
- Trainings

The Agreement includes several upgrades on current equipment used that was purchased throughout the last contract term (Agreement No. 28929).

### **TASER 10**

Tasers are an effective, non-lethal defense tool utilized by law enforcement agencies. It is recommended that these devices be replaced every five (5) years to avoid the increased risk of failure in the field. Currently, TCSO personnel are utilizing tasers that were purchased under Agreement No. 28929 (December 15, 2018 through December 15, 2023). The firmware on these devices can no longer be updated, and the weapons are no longer warranted or supported. Under the new agreement, TCSO will receive Axon's newest CEW device, Taser 10. The Taser 10 is water resistant and can deploy as many as ten (10) individual probes up to a 45-foot range. This upgraded device provides more opportunities to stop a treat when compared to the current model which can only deploy two (2) probes within a smaller range.

Under this agreement, TCSO will receive system setup and configuration, evidence instructor training, extended warranty, replacement batteries, and cartridges. Additionally, a five (5) year upgrade on these devices is included in the contract. This will allow the TCSO to upgrade their CEW devices to the most up-to-date model to avoid the increased risk of device failure in the field.

### **FLEET 3**

The agreement will provide TCSO with the newest in-car camera systems for the Sheriff's Office fleet. The upgraded system will include:

- Automated License Plate Recognition (ALPR)
- Dual view camera with clear panoramic views
- Livestreaming capabilities
- Global position system (GPS)

This enhanced system will provide real-time alerts on evolving situations and give Sheriff personnel visibility into what's happening in the field. Also included in the new agreement is a five (5) year upgrade on these in-car products, as well as extended warranty.

### **AXON BODY 4**

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Under the agreement, TCSO sworn personnel will receive Axon's newest BWC device. Axon Body 4 provides increased visibility and clearer, more detailed recordings with the upgraded 5MP camera sensor. In addition, the Axon Body 4 offers an extended battery life of up to 13+ hours with a faster recharge compared to the current model TCSO utilizes.

The newest features of the Axon Body 4 include:

- Camera versatility
- Bi-directional communication

This upgrade will allow Sheriff personnel to wear the camera in various ways (e.g., mounted on a helmet) while still being able to capture scenes from any angle. Furthermore, the bi-directional communication capabilities enable field personnel to share body camera livestreams with support teams (e.g., dispatch).

Under this agreement, Axon will upgrade TCSO BWC systems every 2.5 years.

Each of these three (3) upgrades (Taser 10, Fleet 3, and Axon Body 4) will be equipped with wireless signal devices. The Axon Signal Sidearm and Signal Vehicle technology will allow field personnel to remain focused on the situation without worrying about their camera. This technology can recognize nearby events and begins recording to capture all vital footage from start to finish.

### **AXON INTERVIEW**

Interview rooms are an integral part of the interview process. These specially designed rooms allow Sheriff's personnel to safely and securely gather information related to an active case or incident. Currently, TCSO has one (1) Axon Interview system being utilized by detectives at the Visalia Substation. The current system is five (5) years old and requires an upgrade to continue to effectively capture video of witness and suspect interviews.

The new agreement will include an upgrade of the current system and an additional interview room that will be used at a South County facility. With the county's increasing population, this expansion will provide Sheriff personnel with an additional room to gather critical and defensible evidence for prosecution.

The upgrade and expansion will include these key features:

- A 24/7 buffer that can store weeks of continuous videos and audio
- Ability to bookmark, annotate, and comment on footage in real-time
- Cloud-based system that streamlines the interview process
- Audio and video masking
- Secure storage
- Flexible hardware options

### **AXON AIR**

The proposed agreement includes a public safety drone solution that will provide livestreaming, evidence, and program management for the Sheriff's Office. Powered by DroneSense, Axon Air will be used for a wide range of incidents including: Search and rescue, critical operations support, emergency and natural disaster response, de-

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escalation and accident reconstruction. This product will allow TSCO personnel to fly drones remotely and send real-time video footage to the command center without exposing personnel to dangerous situations. In addition, Axon Air will enable Sheriff personnel to survey large or remote areas more effectively.

## **LICENSES & SOFTWARE**

Several licenses and software are included in the new agreement.

### **AUTO-TRANSCRIBE**

Auto-Transcribe is Axon's newest product. It uses artificial intelligence (AI) to transcribe any type of video/audio evidence, ultimately speeding up the video review process and helping with report writing efficiency. Auto-Transcribe reduces the time it takes to produce reports and will help TSCO personnel spend more time in the field and engaging with community members.

### **AXON EVIDENCE**

Axon Evidence stores all video/audio evidence in a single, secure system. This digital management system stores and organizes data in one place, making it easier for TSCO to build strong criminal cases and improve work efficiency. With Axon, the Sheriff's Office will be able to easily share data with external partners, prosecutors, and public defenders. In addition, Axon will manage the software including, sever storage, maintenance, data backup and security. Utilizing Axon Evidence for the Sheriff's storage needs continues the overall security, efficiency, and effectiveness of TSCO.

Standard County policy requires that the Purchasing Agent conduct a competitive bid process for individual items or groups of items valued at \$200,000 or more; however, the Sheriff's Office is requesting a sole source purchase of the body-worn, fleet and interview room camera systems, drones, CEWs, signal devices, and additional licensing software and subscriptions from Axon. The County currently has an agreement with Axon, Agreement No. 28929; therefore, to maintain services, the County must contract with Axon. Additionally, it is cost-effective to maintain services with Axon to expand and enhance existing services the County has already invested in.

County Counsel has approved this agreement as to form. The substantive deviations from the standard County boilerplate identified are as follows: 1) the Agreement is multi-year.

### **FISCAL IMPACT/FINANCING:**

The agreement with Axon Enterprise, Inc. is from December 16, 2023 through December 15, 2033, with a total cost of \$16,155,362. Annual payments will be processed in accordance with the payment schedule provided below:

- Year 1- FY 23/24 contract costs \$1,765,963.07
- Year 2- FY 24/25 contract costs \$1,601,561.52
- Year 3- FY 25/26 contract costs \$1,601,561.52
- Year 4- FY 26/27 contract costs \$1,601,561.52
- Year 5- FY 27/28 contract costs \$1,601,561.52

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- Year 6- FY 28/29 contract costs \$1,601,561.52
- Year 7- FY 29/30 contract costs \$1,601,561.52
- Year 8- FY 30/31 contract costs \$1,601,561.52
- Year 9- FY 31/32 contract costs \$1,601,561.56
- Year 10- FY 32/33 contract costs \$1,601,561.56

Year-1 of the agreement will cost the TCSO \$1,765,963.07. A \$164,401.55 difference compared to subsequent years. The initial purchases of Axon products and software are responsible for the contract amount in Year-1. A one-time credit in the amount of \$24,655.06 is included in year one (1) of the agreement. This includes a prepaid amount for unused services in Agreement No. 28929.

The expense for year-1 payment was included in TCSO's Fiscal Year 2023/24 adopted operational budget. All subsequent payments through the end of the agreement term will be budgeted in its respective fiscal year budget. An AUD308 is being requested to shift funds between budget appropriations within the department approved operational budget to purchase the capital asset. No additional net County cost to the General Fund.

**LINKAGE TO THE COUNTY OF TULARE STRATEGIC BUSINESS PLAN:**

This proposed agreement aligns with two (2) of the County's Strategic Plan Initiatives: 1) Safety and Security and 2) Organizational Performance. The Agreement and its products will allow TCSO to improve its organizational effectiveness, as well as effectively and fairly investigate, arrest, prosecute and punish individuals who engage in criminal behaviors. In addition, it will increase transparency for both sworn personnel and citizens.

**ADMINISTRATIVE SIGN-OFF:**

    /s/ Assistant Sheriff Mark Gist  
Mike Boudreaux  
Sheriff-Coroner

Cc: County Administrative Office

Attachment A – Agreement  
Attachment B – AUD 308