



**CITY OF SALINAS  
COUNCIL STAFF REPORT**

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**DATE:** FEBRUARY 6, 2024

**DEPARTMENT:** SALINAS POLICE DEPARTMENT

**FROM:** JOHN MURRAY, ACTING CHIEF OF POLICE  
LISA BRINTON, COMMUNITY DEVELOPMENT DIRECTOR

**BY:** TONYA ERICKSON, POLICE SERVICES ADMINISTRATOR

**TITLE:** AXON EQUIPMENT AND SERVICES FOR POLICE AND  
COMMUNITY DEVELOPMENT DEPARTMENTS

RECOMMENDED MOTION:

A motion to approve the following:

1. A Resolution authorizing the Purchasing Officer to complete the direct purchase and payment of annual licensing and service fees to support the purchase of an Axon Air Parsec Case and the addition of the Axon Auto Tagging, Performance, and Unlimited Auto Transcribe software services for a 31-month period, with total costs not to exceed \$237,746.71.
2. A Resolution authorizing the Purchasing Officer to complete the direct purchase and payment of annual licensing and service fees to support eight (8) body worn cameras to be used by Code Enforcement Officers for a five-year period, with total costs not to exceed \$44,051.73.

RECOMMENDATION:

Staff recommends that City Council approve a Resolution authorizing the direct purchase of new Axon equipment and payment of annual licensing and service fees for software to support the Police Department for a 31-month period with total costs not to exceed \$237,746.71. Staff further recommends that City Council approve a Resolution authorizing the direct purchase of body worn cameras for Code Enforcement Officers and payment of annual licensing and service fees for a five-year period, with total costs not to exceed \$44,051.73.

EXECUTIVE SUMMARY:

The Police Department relies upon Tasers, Camera Systems, and related software, and has contracted with Axon for services since 2015. Camera systems (Body Worn, Air, In-Vehicle and Interview Rooms) are used to record, maintain, and access video documentation of various Police Department interactions. The Police Department is requesting approval for the direct purchase and payment of annual service fees to support the purchase of an Axon Air Parsec case for the

Salinas Police Aerial Support Unit, and the addition of Axon software services to enhance the administrative functionality and oversight of the Police Department's Axon equipment and services. The Community Development Department is also requesting approval for the direct purchase and payment of annual service fees to support the implementation of body worn camera for Code Enforcement Officers.

#### BACKGROUND:

The Police Department relies upon Axon Tasers, Camera Systems, and related software on a daily basis. Camera systems (Body Worn, Air, In-Vehicle and Interview Rooms) are used to record, maintain, and access video documentation of various Police Department interactions. The Police Department has contracted with Axon for services since 2015 and maintains services under a Master Services and Purchasing Agreement approved by City Council on 9/14/2021 via Resolution 22190. On 12/13/2022, via Resolution 22543, City Council approved an expansion of the Axon Fleet (In-Vehicle) Camera Systems as well as the addition of the Axon Investigate Software. An additional purchase of six Interview Room Cameras and associated service was completed in 2019 as part of the construction of the Police Service building and that contract remains separate, with payments authorized by City Council on 10/27/2020 via Resolution 21991. The Police Department is now requesting the authorization to purchase and pay for annual service fees to the Axon Air Parsec Case to be used by our Salinas Police Aerial Support (SPAS) Unit support, as well as the addition of the Axon Auto Tagging, Axon Performance, and Unlimited Axon Auto Transcription software services to enhance the administrative functionality and oversight of the Police Department's Axon equipment and services. In addition to the Police Department's request, the Community Development Department wants to implement Body Worn Cameras in the Code Enforcement Unit to capture interactions between Code Enforcement Officers and the public.

The SPAS Unit utilizes unmanned aerial systems, commonly known as drones, as a cost-effective resource to assist in patrolling large perimeters, search and rescue missions, search warrants, and other operations during which the availability of an aerial view would be beneficial. The unit utilizes Axon Air services to live-stream flights, but this requires a strong internet or cell phone connectivity which is not always available. The department is requesting the purchase of an Axon Air Parsec case, with associated service, to provide significantly more reliable connectivity. A traditional hotspot has a single antenna whereas the Parsec case has a total of 13 antennas and can establish a secure network utilizing the best available cellular network coverage. The case is highly portable and has an 8-hour battery life.

In addition to the Axon Air Parsec case, the Police Department wishes to expand the availability software services in include Axon Auto Tagging, Axon Performance, and Unlimited Axon Auto Transcription, and are seeking approval to make the payments for the annual service fees indicated within this report. Axon Auto Tagging service automatically tags Axon body-worn and fleet camera videos with correlating metadata from the Computer Aided Dispatch (CAD) or Records Management System (RMS) system whenever this is an associated call for service. This will significantly reduce the manual effort needed by Officers to input this data every time a camera recording takes place and will support necessary records retention timelines. Axon Performance automates body worn cameras policy reviews and provides up-to-date compliance information

such as cameras use during calls for service. This service extracts patterns of behavior from the data to improve agency review processes, guide policy updates, and identifies opportunities for officer training. Finally, the Unlimited Axon Auto Transcription assists with intelligence-based transcription to help officers dictate reports in the field and can also identify key words in video footage. While all transcriptions require personnel review, this service can save significant amounts of time during the transcription and video search processes.

The Community Development Department is looking to implement Body Worn Camera (BWC) technology within Code Enforcement, thus is requesting approval to purchase eight BWCs and make the annual payments for the associated service. It should be noted that the use of BWC will be new policy direction within Code Enforcement. As such, there will need to be some consideration given to policy development and training for this new use within Community Development. The Axon BWC is a hard case camera that is weather resistant, simple to use, and has adequate battery life and recording time. Captured video is sent directly to evidence.com, a secure cloud-based storage location that can only be retrieved by the submitting officer or a supervisor. Axon has become the industry standard for BWCs and given the existing use by the Police Department it is the appropriate company for expansion to Code Enforcement. While under the City’s Axon Agreement, the Code Enforcement BWCs and associated services will be separate from those of the Police Department to ensure security of both systems.

When purchasing equipment or services through Axon, a multi-year commitment is made. The first year’s payment includes the equipment while subsequent years include a locked-in price for licensing, software, and or storage/access through Evidence.com. The terms generally vary from 3-5 years with the company attempting to align end dates to better facilitate coordinated renewals. The table below represents the new purchases for which we are requesting authorization, including authorization of payment for the ongoing license and software maintenance.

Item	Initial Purchase/Agreement Information	Cost
Axon Air Parsec Case and Axon Software Services <b>Police Department</b>	Purchase of Axon Air Parsec Case, and addition of Axon Auto Tagging License, Axon Performance License, Axon Auto-Transcribe Unlimited Services. Estimated end date of 9/30/2026 to align with expiration of primary Axon Agreement with the Police Department.	\$237,746.71 <i>over a period of 31 months</i>
Body Worn Cameras <b>Community Development Department: Code Enforcement</b>	Initial purchase and ongoing service for eight (8) Body Worn Cameras and associated equipment/service for use by Code Enforcement Officers.	\$44,051.73 <i>over a period of 5 years</i>
<b>TOTAL Cost (Not to Exceed)</b>		<b>\$281,768.44</b>

Axon Enterprise, Inc. is the primary Taser and Camera Systems vendor for law enforcement agencies, and is the system used by the Police Department since 2015. While other vendors provide the individual components, Axon provides an integrated system with Evidence.com which streamlines retention and access among our law enforcement partners. There is no local vendor to provide this specialized equipment and services as purchases and services are directly from Axon Enterprises.

Based upon these facts, the Police and Community Development Departments wish to move forward with new service contracts with Axon Enterprises, Inc. with total costs not to exceed \$281,768.44 as detailed in the chart above. The detailed quotes are included with this Agenda packet. City council has the authority to approve this direct purchase under Salinas Municipal code Section 12-27 and without application of the local purchasing preference pursuant to Salinas Municipal Code Section 12-28.080.

POLICE COMMUNITY ADVISORY COMMITTEE:

The Police Chief presented this request for purchase and payment of annual service fees to the Police Community Advisory Committee on November 29, 2023. The Committee had an opportunity to ask questions and provide comments related to this requested action.

CEQA CONSIDERATION:

**Not a Project.** The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Approving the proposed resolution will support the City Council's Strategic Plan Goals of Operational Efficiency and Public Safety by maintaining effective and efficient Camera Systems and associated software to support the Police and the Community Developments.

DEPARTMENTAL COORDINATION:

The Police Department and the Community Development Departments will coordinate with the Finance Department during all purchasing and payment processes.

FISCAL AND SUSTAINABILITY IMPACT:

Funds for the current year's costs are appropriated and available within both the Police and Community Development's budgets. Account 2201.40.4220 and/or 2202.40.4220 will be used for payment of the Police Department costs and account 1200.30.3353 will be used for payment of the Community Development Department costs. Contract funding requirements for each additional year will be included in the development of future budget appropriations.

ATTACHMENTS:

Resolution – Axon PD  
Resolution – Axon Code Enf  
Axon Air Parsec and Software Quote – PD  
Axon BWC Quote – Code Enforcement