



**CITY OF SALINAS  
COUNCIL STAFF REPORT**

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**DATE:** JUNE 30, 2026

**DEPARTMENT:** POLICE DEPARTMENT  
COMMUNITY DEVELOPMENT DEPARTMENT

**FROM:** CARLOS ACOSTA, 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 Axon equipment, annual licensing and service fees utilized by the Police Department for a five-year period, with total costs not to exceed ~~\$4,159,125.46~~ \$4,159,124.42; and
2. A Resolution authorizing the Purchasing Officer to complete the direct purchase and payment of Axon equipment, licensing and service fees utilized by Community Development Department's Code Enforcement Officers for a five-year period, with total costs not to exceed \$70,876.94.

EXECUTIVE SUMMARY:

The Police Department relies upon tasers, camera systems, and related software/services for daily operations, and has contracted with Axon for services since 2015. The Community Development Department's Code Enforcement Unit also relies upon Axon Body Worn Camera technology. All existing services expire within the 2026 calendar year, and both the Police Department and the Community Development Department wish to continue services and lock in pricing. The Police Department's total cost for this five-year term shall not exceed ~~\$4,159,125.46~~ \$4,159,124.42 and the Community Development Department's total cost shall not exceed \$70,876.94.

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. Performance software such as Auto-Tagging, Redaction Assistant, and Auto-Transcribe are critical in managing daily usage. Axon Fusus is technology platform designed to unify live video, alerts, and field data from multiple sources into a single interface for law enforcement and public safety agencies. The Community Development Department’s Code Enforcement Unit also relies upon Axon Body Worn Camera (BWC) technology. All Code Enforcement BWCs and associated services remain separate from those of the Police Department to ensure security of both systems.

The City has contracted with Axon for services since 2015 and maintains services under a Master Services and Purchasing Agreement last approved by City Council on 9/14/2021 via Resolution 22190. When purchasing equipment or services through Axon, a multi-year commitment is made. New or replacement equipment is included as part of the cost of licensing, software, and/or storage/access through Axon Evidence. The terms generally vary from 3-5 years with subsequent service additions having aligned end dates to better facilitate coordinated renewals.

All existing services expire within the 2026 calendar year, and both the Police Department and the Community Development Department wish to maintain existing Axon equipment and services; and the Community Development Department wishes to increase the number of BWCs by two cameras, up to a total of 10 BWCs, to accommodate increases in Code Enforcement staffing. Both departments request a renewal term of five years to lock in pricing for this critical equipment and services. As part of the renewal, the City will execute a new Master Services and Purchasing Agreement (MSPA), including the three associated quotes for equipment and services. The Police Department’s renewal is broken into two separate quotes which allow for the separation of Axon Fusus equipment and services which has a renewal date prior to other services and will be funded by the California Board of State and Community Corrections (BSCC) Organized Retail Theft (ORT) Prevention grant through December 31, 2027. All other equipment and services will be funded by the general fund, subject to annual appropriations.

The tables below show the three separate quotes which represent the equipment and services for which we are requesting authorization, including authorization of payment for the ongoing license and software services.

**Police Department:**

Quote	Equipment/Service Included	Cost
<a href="#">Q-790650-46164LG</a> <a href="#">Q-790650-46199LG</a>  Contract Start Date: 9/1/2026	Body Worn Cameras (BWCs), Tasers, Fleet (In-Vehicle) Cameras, Interview Room Cameras, Axon Air – Dronesense UAS Cameras, Fusus (beginning 1/1/2028 through end of term), Axon Evidence (additional licenses), Evidence Auto Tagging, Evidence Redaction Assistant, and Axon Auto-Transcribe.	\$4,041,825.46 \$4,041,824.42  <i>over a 60-month term</i>
Q-858494-46178LG  Contract Start Date:	Fusus (2/1/2026 through 12/31/2027).  <i>To be funded by the BSCC Organized Retail Theft (ORT) Prevention Grant.</i>	\$117,300.00

2/1/2026		<i>over a 23-month term</i>
	<b>TOTAL Police Department Cost (Not to Exceed)</b>	<b><del>\$4,159,125.46</del> <u>\$4,159,124.42</u></b>

**Community Development Department – Code Enforcement:**

<b>Quote</b>	<b>Equipment/Service Included</b>	<b>Cost</b>
Q-810411-46181SB  Contract Start Date: 9/1/2026	Body Worn Cameras and associated equipment/services for use by Code Enforcement Officers.	\$70,876.94  <i>over a 60-month term</i>
	<b>TOTAL Community Development Dept. Cost (Not to Exceed)</b>	<b>\$70,876.94</b>

Axon Enterprise, Inc. is the primary Taser and Camera Systems vendor for law enforcement agencies, and is the system used by the City since 2015. While other vendors provide 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 ~~\$4,230,002.40~~ \$4,230,001.36 (~~\$4,159,125.46~~ \$4,159,124.42 for Police and \$70,876.94 for Community Development) 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.

**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).

**CALIFORNIA GOVERNMENT CODE §84308 APPLIES:**

No.

**STRATEGIC PLAN INITIATIVE:**

Approving the proposed Resolutions will support the City Council’s Strategic Plan Goal of Public Safety.

DEPARTMENTAL COORDINATION:

The Police Department and the Community Development Departments have and will continue to coordinate with the Legal and Finance Departments during the execution of Agreements and the purchasing processes.

FISCAL AND SUSTAINABILITY IMPACT:

Budget is available and appropriated within both the Police and Community Development’s budgets. The chart below shows the funds and divisions to be used. Funding beyond the current FY is subject to approval of future budget appropriations.

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
2201 and 2202	40.4220-xx.xxxx	TBD	TBD	<del>\$ 4,041,825.46</del> <del>\$ 4,041,824.42</del> <i>over a 60-month term</i>
3282	40.7421-xx.xxxx	TBD	TBD	\$ 117,300.00 <i>over a 23-month term</i>
1200	30.3353-xx.xxxx	TBD	TBD	\$ 70,876.94 <i>over a 60-month term</i>

ATTACHMENTS:

- Resolution – Axon Police
- Resolution – Axon Code Enf
- Axon MSPA v25.2
- Axon Quote – Police General
- Axon Quote – Police Fusus
- Axon Quote – Code Enforcement