



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: AUGUST 26, 2025

DEPARTMENT: SALINAS POLICE DEPARTMENT

FROM: CARLOS ACOSTA, CHIEF OF POLICE

BY: TONYA ERICKSON, POLICE SERVICES ADMINISTRATOR

TITLE: AXON FLEET CAMERA SYSTEMS AND AXON EVIDENCE LICENSES

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the direct purchase and payment of annual service fees to support 10 additional Axon Fleet camera systems and 20 additional Axon Evidence licenses under the existing Axon Master Services Agreement from September 1, 2025 to September 30, 2026 and increase the compensation by \$50,383.81 for a revised not to exceed amount of \$2,432,236.57.

EXECUTIVE SUMMARY:

The Police Department relies upon Axon Tasers, Axon camera systems, and related software in the daily management of police operations. We are requesting approval for the direct purchase and payment of annual service fees to support 10 additional Axon Fleet camera systems and 20 additional Axon Evidence licenses for a term of 13 months, with total costs not to exceed \$50,383.81.

BACKGROUND:

The Police Department relies upon Axon Tasers, Camera Systems, and related software on a daily basis. Camera systems (Body Worn, In-Vehicle and Interview Rooms) are used to record, maintain, and access video documentation of various Police Department interactions. Axon Evidence, formerly known as Evidence.com, is Axon's digital evidence management system and is used by the Salinas Police Department to manage, store and share digital evidence. 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.

Since 2018, Axon Fleet (In-Vehicle) camera systems have been installed in all Patrol vehicles. As the Police Department replaces vehicles, we are ensuring consistency in equipment by installing Axon Fleet camera systems as our previous dashboard camera systems are now obsolete and no

longer available. We are now requesting the authorization to purchase and pay for annual service fees to support 10 additional Axon Fleet camera systems for new vehicles waiting to be upfitted.

In addition to the Axon Fleet camera systems, we are requesting approval to secure an additional 20 Axon Evidence licenses. Axon Evidence, formerly known as Evidence.com, is Axon's digital evidence management system and is used by the Salinas Police Department to manage, store and share digital evidence. Axon Evidence is designed to manage all types of digital evidence, including video, photos, audio, and documents, and tracks all actions taken on evidence, ensuring chain of custody and authenticity. Axon Evidence works seamlessly with Axon body worn cameras, fleet cameras, and other systems.

All Axon services are maintained under a Master Services and Purchasing Agreement (MSPA) approved by City Council on 9/14/2021 via Resolution 22190. The original agreement included purchases and services related to our Body Worn Cameras, Tasers, Axon Evidence, Axon Air, and Axon Fleet systems. This original Agreement and MSPA serves as the Primary Agreement and provides services through 9/30/2026, with all additions or expansions having terms aligned to this end date to simplify future renewals. Below is a list of all current Axon services, with City Council approval date, Resolution, and not to exceed amount for services through the end date of 9/30/2026.

Approval Date and Resolution	Description of Services	Not to Exceed (NTE) Amount
9/14/2021 22190	Body Worn Cameras, Tasers, Axon Evidence, Axon Air, and Axon Fleet camera systems	\$1,932,452.20
12/13/2022 22543	Axon Fleet camera systems (24) and Axon Investigate	\$211,653.85
2/6/2024 22895	Axon Air Parsec Case, and Axon Auto Tagging, Performance, and Unlimited Auto Transcribe software services	\$237,746.71

Attached to this report is the preliminary quote for 20 additional Axon Evidence licenses, and 10 additional Axon Fleet systems with staggered delivery between September 2025 and March 2026. These new services will continue for a term on 13 months to align with the Primary Agreement end date of 9/30/2026. As the preliminary quote is a "Non-Binding Budgetary Estimate" we are asking for an additional 10% contingency amount to ensure we can move forward with services should there be a minor price adjustment reflected in the final quote.

Description	Estimate/Quote	Contingency Percentage	Contingency Amount	Not to Exceed (NTE)
10 Axon Fleet Camera Systems 20 Axon Evidence Licenses	45,803.46	10%	4,580.35	50,383.81

Axon Enterprise, Inc. is the primary Taser and Camera Systems vendor for law enforcement agencies, and is the system used by the Department since 2015. While other vendors provide the

individual components, Axon provides an integrated system with Axon Evidence 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 Department wishes to move forward with procuring additional equipment and services from Axon Enterprises, Inc. with total costs not to exceed \$50,383.81. The detailed estimate is 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 resolution will support the City Council's Strategic Plan Goals of Public Safety and Effective and Culturally Responsive Government.

DEPARTMENTAL COORDINATION:

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

FISCAL AND SUSTAINABILITY IMPACT:

Fund	Appropriation	Appropriation Name	Total Appropriation	Amount for recommendation	FY 25-26 Operating Budget Page	Last Budget Action (Date, Resolution)*
2201	40.4220-63.4980	Outside services- Maintenance - Software	\$600,000	\$50,383.81	182	6/17/25, 23269

* The FY 2025-26 Adopted Budget was approved on June 17, 2025.

ATTACHMENTS:

Resolution
Axon Estimate