



# MARIN COUNTY SHERIFF'S OFFICE

1600 Los Gamos Drive, Suite 200, San Rafael, CA 94903

ROBERT T. DOYLE  
Sheriff - Coroner  
JAMIE SCARDINA  
Undersheriff

March 17, 2020

Marin County Board of Supervisors  
3501 Civic Center Drive, Room 329  
San Rafael, CA 94903

**SUBJECT:** Authorize a sole source five year contract agreement with Axon Enterprise, Inc. for the replacement of Sheriff's Office body-worn cameras, electronic control devices and licenses totaling \$1,484,144.04

Dear Board Members,

**RECOMMENDATION:**

Authorize the President of the Board to approve a five year sole-source agreement with Axon Enterprise, Inc. for the purchase of replacement body-worn cameras and electronic control devices for the Sheriff's Office, which will also include evidence management software licenses and unlimited cloud-based data storage, totaling \$1,484,144.04 for the period of July 1, 2020 to June 30, 2025.

**SUMMARY:**

The Sheriff's Office is seeking the Board's approval to replace our agency's current Electronic Control Devices (ECD's) and body-worn cameras (BWC's) as our current equipment will no longer be supported by the vendor's third-party liability insurance after June 2021. Your Board approved the original BWC contract with Axon Enterprise, Inc. (formerly known as Taser International, Inc.) on May 10, 2016. This Board request is the extension of that contract, and the new equipment will be compatible with our existing equipment, allowing for consistency of training and use.

Axon has patented a body worn video camera technology system and secure cloud-based video storage platform that affords tremendous flexibility in capturing and storing data intensive video evidence in a virtual environment, without the need to purchase or maintain expensive, complex servers that have a fixed life expectancy and lack scalability. No other BWC provider is able to offer a similar system. Additionally, Axon has created patented video redaction software that

AREA CODE 415

24-HOUR NUMBER  
479-2311

FAX  
473-4126

ADMINISTRATION  
473-7250

CIVIL  
473-7282

COMMUNICATION  
SERVICES  
473-7243

CORONER  
473-6043

COURTS  
473-7393

EMERGENCY  
SERVICES  
473-6584

INVESTIGATIONS  
473-7265

JAIL  
473-6655

MAJOR CRIMES  
TASK FORCE  
884-4878

PATROL  
473-7233

RECORDS  
473-7284

WARRANTS  
473-7297

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allows agencies to redact required images from videos that are legally required to be produced for public viewing following a critical incident.

The Sheriff's Office has negotiated a five year agreement with Axon to supply 140 ECDs and 100 BWCs in addition to related charging/data transfer hardware. As part of the proposed agreement, Axon has provided a warranty to maintain and replace any and all damaged ECDs and BWCs during the life of this proposed contract. This maintenance service will be at no additional cost to the Sheriff's Office. Continuing to contract with Axon will allow the Sheriff's Office to maintain a seamless flow of electronic evidence and video sharing capability with the Marin County District Attorney's Office, as they review cases for potential prosecution. This contract is effective July 1, 2020 through June 20, 2025.

**FISCAL/STAFFING IMPACT:**

The anticipated total cost of this project is \$1,484,144.04, which is \$672,737.04 more than the total cost of the existing Axon contract. The first year cost of the agreement for FY 2020-21, anticipated to be \$129,727.44, is currently part of the Sheriff's Office baseline budget under the current Axon contract. The remaining four-year costs of this agreement are anticipated to be as follows: \$338,604.15 in FY 2021-22, \$338,604.15 in FY 2022-23, \$338,604.15 in FY 2023-24, and \$338,604.15 in FY 2024-25. The Sheriff's Office will work closely with the County Administrator's Office to ensure that funding for the contract is included in the Sheriff's Office baseline budget throughout the terms of the agreement.

<b>REVIEWED BY:</b>	<input checked="" type="checkbox"/> County Administrator	<input type="checkbox"/> N/A
	<input checked="" type="checkbox"/> County Counsel	<input type="checkbox"/> N/A
	<input checked="" type="checkbox"/> Procurement Department of Public Works	<input type="checkbox"/> N/A
	<input type="checkbox"/> Human Resources	<input checked="" type="checkbox"/> N/A

**SIGNATURE:**



ROBERT T. DOYLE  
SHERIFF-CORONER