



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
March 21, 2023

TOPIC: Second Amendment to Agreement with Axon Enterprise, Inc. for Records Management System

AGENDA TITLE

Approve Second Amendment to Master Service and Purchasing Agreement with Axon Enterprise, Inc., in the amount of \$451,000, for a Records Management System for the Police Department (Non-General Fund)

RECOMMENDED ACTION

Authorize the City Manager to execute the Second Amendment to the Agreement with Axon Enterprise, Inc. to provide a Records Management System to the Police Department in an additional amount not to exceed \$451,000 for a total aggregate amount not to exceed \$6,015,017, for the period of March 21, 2023 through June 30, 2027, subject to non-substantive changes approved by the City Manager and City Attorney.

DISCUSSION

On June 5, 2018, the Santa Ana Police Department contracted with CentralSquare Technologies (formerly TriTech Software Systems) for a Records Management System (RMS). The cost of that system to date has been approximately \$571,000, with milestone payments yet to be made prior to the end of the contract, which is set to expire on November 21, 2023.

In 2017, the Department entered into a five-year agreement with Axon Enterprise, Inc. (Axon) for Body Worn Cameras (BWCs), and in 2022, the Department entered into a new five-year agreement for a second iteration of BWCs and supporting technology. On February 7, 2023, the City Council authorized the first amendment to the agreement with Axon for an interview camera recording system. The new Axon Interview Room technology will be supported by a software that currently supports the BWC Program. Transitioning to Axon's RMS will provide accessibility to all Axon programs used by the Department under a single digital ecosystem accessible to all current Axon users.

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The current agreement with Axon includes the following products within the Axon ecosystem: Tasers, Body Worn Cameras (BWC), Virtual Reality Training, Dictation Assistant, Axon Signal Sidearm, Axon Interview, and unlimited cloud storage on Evidence.com. Having an RMS that can bring these products together would make Axon an ideal selection to replace the current RMS. Axon RMS would be accessed via Evidence.com, which is the Department's current digital evidence system that contains all Taser activity, BWC footage, and Axon Interview (Axon Interview will go live mid-2023). Purchasing Axon RMS offers standardization and system familiarity. The overall cost of a new Axon RMS is \$451,000 and includes the licenses for the period of October 1, 2024 through June 30, 2027. The anticipated go-live date is October 1, 2024.

Axon's RMS would broaden the digital ecosystem that promotes a unique ability that is not currently in place with CentralSquare. The amendment with Axon would begin in phases starting mid-2023, each of which will be signed off prior to proceeding to the next phase. The transition will occur in the three phases of Design, Build, and Validate, prior to going live. Axon, as with current elements in use by the Department, will continually provide software updates at no additional cost. Axon will also provide training to the end-user, as well as training to Department personnel to provide training as trainers (Train-the Trainer method). Axon will implement a structured methodology for converting data from the Department's current system to the new product.

Benefits to the community include the following:

- Overtime cost savings with Dictation Assistant
- Immediate sharing capabilities
- Streamlining of court and evidence process

Program Costs for Axon Records Management System

| Early Signing Costs <u>before</u> March 31, 2023 | | Delayed Signing Costs <u>after</u> March 31, 2023 | |
|--|------------------|---|--------------------|
| Axon RMS | \$451,000 | Axon RMS | \$ 902,000 |
| 25 Standard Licenses | \$0 | 25 Standard Licenses | \$ 19,800 |
| 125 Records Licenses | \$0 | 125 Records Licenses | \$ 119,625 |
| Program TOTAL | \$451,000 | Program TOTAL | \$1,041,425 |

*Total program savings with early 2023 signing: **\$590,425**

FISCAL IMPACT

The one-time payment in the amount of \$451,000 is not due until approximately October 2024, when the system is anticipated to go live. The Police Department intends to utilize a portion of the annual allocation of the Supplemental Law Enforcement Services Account (SLESA) program monies received during FY 2023-24 for this amendment.

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Funding will be included in the proposed budget for FY 2024-25 for City Council consideration.

| Fiscal Year | Accounting Unit – Account No. | Fund Description | Accounting Unit – Account No. Description | Amount |
|--------------------|--------------------------------------|--|--|---------------|
| FY 24-25 | 12814407-66511 | Supplemental Law Enforcement Services Fund | SLESA, Computer Software Subscriptions | \$451,000 |

EXHIBIT

1. Second Amendment to Agreement with Axon

Submitted By: David Valentin, Police Chief

Approved By: Kristine Ridge, City Manager