



TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Lee R. Feldman, ICMA-CM, City Manager

DATE: October 23, 2018

TITLE: Motion to Approve Contract for Purchase of Integrated Body Worn
Cameras and Digital Evidence Management System - Axon Enterprise,
Inc. - \$3,421,566

Recommendation

It is recommended that the City Commission approve a five-year contract, in substantially the form attached, for the purchase of integrated body worn cameras (“BWC”) and digital evidence management system (“DEMS”) for full deployment citywide from Axon Enterprise, Inc. (“Axon”) in the amount of \$3,421,566.

Background

The purpose of this program is to provide reliable wearable body cameras, a digital evidence management system, and the accessories and ancillary components to provide a turn-key solution to capture video from an officer’s perspective.

- February 21, 2017 – City Commission approved final ranking and commencement of contract negotiations with the top three ranked firms for BWC and DEMS (CAM 17-0155).
- May 19, 2017 – A best and final offer (“BAFO”) letter for Request for Proposal No. 766-11825, Pilot Program (Phase II) was issued to the top three ranked firms: Motorola Solutions, Inc. (“Motorola”), Axon and VieVu, LLC with deadline to respond.
- May 22, 2017 – Two BAFO responses were received from Axon and Motorola, while VieVu was unable to provide a response before the deadline and was therefore deemed non-responsive.
- June 6, 2017 - Commission approved agreements and commencement of pilot program for BWC and DEMS with two highest ranking proposers, Axon and Motorola (CAM 17-0639)
- January 7, 2018 – The pilot program began with both Axon and Motorola.

- June 15, 2018 – The pilot program ended and the survey evaluations were completed. End users and the Information Technology Services Department representatives submitted their assessments.
- August 17, 2018 – Two BAFO’s were received from Axon and Motorola for full implementation costs.
- August 27, 2018 - The Evaluation Committee (Committee), consisting of Steve Scelfo, Police Captain; Karen Dietrich, Police Major; and Brian Meo, Police Officer, met along with non-voting advisors, Craig Richards, Police Information Technology Manager; Karl Maracotta, Police Detective; Adam Solomon, Lieutenant Police Support Services with Adam Makarevich, Procurement Specialist II, to evaluate the proposals. The firms were ranked based on the evaluation criteria shown in the table below.

Evaluation Criteria	Weight (%)
Product Performance (Pilot Program)	70
Proposed Cost (BAFO)	30
TOTAL	100

The Committee carefully reviewed pilot program performance reports, product features, pricing and pilot program field reports which included issues and strong points of both systems. Scoring was conducted and it was decided to award to the highest scored vendor – Axon Enterprise, Inc.

VENDOR	RANK
Axon Enterprise, Inc	1
Motorola Solutions, Inc.	2

Resource Impact

There will be a current fiscal year impact in the amount of \$898,110. Funds for this purchase are available in the accounts listed below. Future expenditures are contingent upon and appropriation of funds.

Funds available as of October 1, 2018					
ACCOUNT NUMBER	INDEX NAME (Program)	CHARACTER CODE/ SUB-OBJECT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	AMOUNT
129-GBWC17-3401	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Computer Maint	\$600,000.00	\$251,220.00	\$251,220.00
129-GBWC17A-3401	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Equip Rep & Maint	\$600,000.00	\$251,220.00	\$251,220.00
129-GBWC17-3407	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Computer Maint	\$600,000.00	\$64,212.00	\$64,212.00
129-GBWC17A-3407	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Computer Maint	\$600,000.00	\$64,212.00	\$64,212.00
129-GBWC17-3946	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Tools & Equip <\$1,000	\$600,000.00	\$133,623.00	\$133,623.00
129-GBWC17A-3946	FY2016 DOJ/ Body Worn Camera Implementation Program	Service & Materials/ Tools & Equip <\$1,000	\$600,000.00	\$133,623.00	\$133,623.00
				Appropriation Total→	\$898,110.00

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within the Public Safety Cylinder of Excellence, specifically advancing:

- Goal 9: Be the safest urban coastal City in South Florida through preventative and responsive police and fire protection.
- Objective 1: Prevent and solve crime in all neighborhoods.
- Goal 12: Be a leading government organization, managing resources wisely and sustainably.
- Objective 1: Provide safe, efficient and well-maintained vehicles, equipment and facilities and integrate sustainability into daily operations.,

This item advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Ready.*

Attachments

- Exhibit 1 – Solicitation
- Exhibit 2 – Axon Proposal
- Exhibit 3 – Axon BAFO
- Exhibit 4 – Evaluation Tabulation
- Exhibit 5 – Agreement
- Exhibit 6 – MSPA
- Exhibit 7 – Appendices
- Exhibit 8 – Quote

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