



Clackamas County Sheriff's Office

ANGELA BRANDENBURG
Sheriff

March 10, 2022

Board of County Commissioners
Clackamas County

Members of the Board:

Approval to Purchase *Axon Fleet 3* in-vehicle cameras, licenses, accessories, data storage, and installation for use by the Clackamas County Sheriff's Office

Purpose/Outcome	Approval to purchase Axon Fleet 3 in-vehicle cameras and accessories
Dollar Amount and Fiscal Impact	\$1,554,688.82
Funding Source	County General Fund, Levy, ELED
Duration	5 Years from the period the agreement goes into effect
Previous Board Action/Review	Not Applicable
Strategic Plan Alignment	Provides law enforcement services to ensure public safety
Counsel Review	
Contact Person	Mike Morasko, Financial Analyst Clackamas County Sheriff's Office mmorasko@clackamas.us
Contract No.	NA

BACKGROUND:

The Clackamas County Sheriff's Office (CCSO) requests approval to enter into a 5-year agreement with Axon Enterprise to purchase 150 in-car cameras, associated accessories, software services, data storage, and installation. This technology will allow CCSO deputies to record audio and video interactions during patrol shifts.

This request seeks the Board of County Commissioners' approval to delegate signature authority to CCSO to sign the attached quote from Axon Enterprise, Inc. In addition, this request authorizes County Finance to issue a purchase order using a cooperative in the amount of \$1,554,688.82 to purchase *Axon Fleet 3* in-vehicle cameras.

PROCUREMENT PROCESS:

Approval of this purchase is being requested under the Local Contract Review Board Rule C-046-0400, Authority of Cooperative Procurement. A notice will be published upon signature of this staff report. Pending that advertisement, this purchase will be made using Sourcwell Contract #010720-AXN with AXON Enterprise, Inc.

RECOMMENDATION:

CCSO Staff respectfully requests the Board of County Commissioners approve the Board Order delegating limited authority for these In-Vehicle Camera purchase.

Respectfully submitted,

Jenna Morrison
Chief Deputy

Placed on the BCC Agenda _____ by Procurement Division

Non-Binding Budgetary Estimate



Axon Enterprise, Inc.
 17800 N 85th St.
 Scottsdale, Arizona 85255
 United States
 VAT: 86-0741227
 Domestic: (800) 978-2737
 International: +1.800.978.2737

Q-368018-44609.970CN

Issued: 02/17/2022

Quote Expiration: 03/31/2022

EST Contract Start Date: 07/01/2022

Account Number: 105226

Payment Terms: N30

Delivery Method: Fedex - Ground

SHIP TO	BILL TO
Delivery-9101 SE Sunnybrook Blvd 9101 SE Sunnybrook Blvd Clackamas, OR 97015-6612 USA	Clackamas County Sheriff's Office - OR 2051 Kaen Rd Oregon City, OR 97045-4035 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Chris Neubeck Phone: +1 6027080074 Email: cneubeck@axon.com Fax: (480) 658-0629	Phone: (503) 785-5050 Email: tdocekal@clackamas.us Fax: (503) 785-5190

Program Length	60 Months
TOTAL COST	\$1,554,688.82
ESTIMATED TOTAL W/ TAX	\$1,554,688.82

Bundle Savings	\$278,199.52
Additional Savings	\$106,311.18
TOTAL SAVINGS	\$384,510.70

PAYMENT PLAN: Jun 2022		
PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 1 - Fleet 3 (20)	Jun, 2022	\$23,931.64
Year 1 - Fleet HW (20)	Jun, 2022	\$18,340.00
	Payment Total	\$42,271.64

PAYMENT PLAN: Jan 2023		
PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 1 - Fleet 3 (130)	Jan, 2023	\$86,759.83

Non-Binding Budgetary Estimate

Year 1 - Fleet HW (130)	Jan, 2023	\$62,499.11
Payment Total		\$149,258.94

PAYMENT PLAN: Jun 2023

PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 2 - Fleet 3 (20)	Jun, 2023	\$23,931.63
Year 2 - Fleet HW (130)	Jun, 2023	\$124,998.25
Year 2 - Fleet HW (20)	Jun, 2023	\$18,340.01
Year 2 - Fleet 3 (130)	Jun, 2023	\$173,519.67
Payment Total		\$340,789.56

PAYMENT PLAN: Jun 2024

PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 3 - Fleet 3 (20)	Jun, 2024	\$23,931.63
Year 3 - Fleet HW (130)	Jun, 2024	\$124,998.25
Year 3 - Fleet HW (20)	Jun, 2024	\$18,340.01
Year 3 - Fleet 3 (130)	Jun, 2024	\$173,519.67
Payment Total		\$340,789.56

PAYMENT PLAN: Jun 2025

PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 4 - Fleet 3 (20)	Jun, 2025	\$23,931.63
Year 4 - Fleet HW (130)	Jun, 2025	\$124,998.25
Year 4 - Fleet HW (20)	Jun, 2025	\$18,340.01
Year 4 - Fleet 3 (130)	Jun, 2025	\$173,519.67
Payment Total		\$340,789.56

PAYMENT PLAN: Jun 2026

PLAN NAME	INVOICE DATE	AMOUNT DUE
Year 5 - Fleet 3 (20)	Jun, 2026	\$23,931.63
Year 5 - Fleet 3 (130)	Jun, 2026	\$173,519.67
Year 5 - Fleet HW (20)	Jun, 2026	\$18,340.01
Year 5 - Fleet HW (130)	Jun, 2026	\$124,998.25
Payment Total		\$340,789.56

BILLED ON FULFILLMENT

PLAN NAME	INVOICE DATE	AMOUNT DUE
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Non-Binding Budgetary Estimate

None	As Fulfilled	\$0.00
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Quote Details

Bundle: Fleet 3 Basic Quantity: 130 Start: 1/1/2023 End: 6/30/2027 Total: 859730.62 USD						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Router Antenna	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	130	\$249.00	\$195.24	\$25,381.48
Storage	80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, LICENSE	260	\$17.00	\$13.33	\$187,150.17
E.com License	80400	FLEET, VEHICLE LICENSE, LICENSE	130	\$20.00	\$15.68	\$110,088.34
Camera Kit & Warranty	72036	FLEET 3 STANDARD 2 CAMERA KIT	130	\$2,405.00	\$1,885.77	\$245,150.41
SIM	72034	FLEET SIM INSERTION, VZW	130	\$15.00	\$0.00	\$0.00
Router	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	130	\$1,249.00	\$979.35	\$127,315.12
Ethernet Cable	74110	FLEET ETHERNET CABLE, CAT6, 25 FT	130	\$25.00	\$19.60	\$2,548.34
Vehicle Installation	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	130	\$1,200.00	\$600.00	\$78,000.00
Axon Signal Unit	70112	AXON SIGNAL UNIT	130	\$279.00	\$218.77	\$28,439.49
Cable Assembly	70117	AXON SIGNAL UNIT, CABLE ASSEMBLY	130	\$25.00	\$19.60	\$2,548.34
Other	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	130	\$8.96	\$7.03	\$39,272.99
Other	80379	EXT WARRANTY, FLEET 2 SIGNAL UNIT	130	\$1.16	\$0.91	\$5,084.45
Spare Camera Kit & Warranty	72036	FLEET 3 STANDARD 2 CAMERA KIT	4	\$2,405.00	\$1,885.77	\$7,543.09
Other	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	4	\$8.96	\$7.03	\$1,208.40

Bundle: Fleet 3 Basic Quantity: 20 Start: 7/1/2022 End: 6/30/2027 Total: 146318.2 USD						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Router Antenna	71200	FLEET ANT, AIRGAIN, 5-IN-1, 2LTE, 2WIFI, 1GNSS, BL	20	\$249.00	\$209.88	\$4,197.51
Storage	80410	FLEET, EVIDENCE LICENSE, 1 CAMERA STORAGE, LICENSE	40	\$17.00	\$14.33	\$34,389.21
E.com License	80400	FLEET, VEHICLE LICENSE, LICENSE	20	\$20.00	\$16.86	\$20,228.95
Camera Kit & Warranty	72036	FLEET 3 STANDARD 2 CAMERA KIT	20	\$2,405.00	\$2,027.11	\$40,542.18
SIM	72034	FLEET SIM INSERTION, VZW	20	\$15.00	\$0.00	\$0.00
Router	11634	CRADLEPOINT IBR900-1200M-B-NPS+5YR NETCLOUD	20	\$1,249.00	\$1,052.75	\$21,054.96
Ethernet Cable	74110	FLEET ETHERNET CABLE, CAT6, 25 FT	20	\$25.00	\$21.07	\$421.44
Vehicle Installation	73391	FLEET 3 NEW INSTALLATION (PER VEHICLE)	20	\$1,200.00	\$600.00	\$12,000.00

Non-Binding Budgetary Estimate

Axon Signal Unit	70112	AXON SIGNAL UNIT	20	\$279.00	\$235.16	\$4,703.23
Cable Assembly	70117	AXON SIGNAL UNIT, CABLE ASSEMBLY	20	\$25.00	\$21.07	\$421.44
Other	80495	EXT WARRANTY, FLEET 3, 2 CAMERA KIT	20	\$8.96	\$7.55	\$7,401.10
Other	80379	EXT WARRANTY, FLEET 2 SIGNAL UNIT	20	\$1.16	\$0.98	\$958.18

Bundle: Dynamic Bundle Quantity: 1 Start: 1/1/2023 End: 6/30/2027 Total: 422760 USD						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Other	80401	FLEET 3, ALPR LICENSE, 1 CAMERA, LICENSE	130	\$49.00	\$43.56	\$305,760.00
Other	80402	RESPOND DEVICE LICENSE - FLEET 3 - LICENSE	130	\$15.00	\$15.00	\$117,000.00

Bundle: Dynamic Bundle Quantity: 1 Start: 7/1/2022 End: 6/30/2027 Total: 65040 USD						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Other	80402	RESPOND DEVICE LICENSE - FLEET 3 - LICENSE	20	\$15.00	\$15.00	\$18,000.00
Other	100159	FLEET 3 - ALPR - API INTEGRATION SERVICES	1	\$2,000.00	\$0.00	\$0.00
Other	80401	FLEET 3, ALPR LICENSE, 1 CAMERA, LICENSE	20	\$49.00	\$39.20	\$47,040.00

Bundle: Dynamic Bundle Quantity: 1 Start: 7/1/2022 End: 6/30/2027 Total: 60840 USD						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)
Other	80460	FLEET 3 BUNDLE TRUE UP	130	\$78.00	\$78.00	\$60,840.00

INDIVIDUAL ITEMS						
Category	Item	Description	QTY	List Unit Price	Net Unit Price	Total(USD)

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

Contract Sourcewell Contract #010720-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

**BEFORE THE BOARD OF COUNTY COMMISSIONERS
OF CLACKAMAS COUNTY, STATE OF OREGON**

In the Matter of Approving
Issuance of Purchase Order for
Purchase of Body Cameras and
Related Goods and Services



Board Order No. _____
Page 1 of 2

Whereas, the Clackamas County Board of County Commissioners (the “Board”) has authority to sign all contracts and any amendments or renewals of the same;

Whereas, Oregon Revised Statutes (“ORS”) 279A.200-220 and Local Contact Review Board Rule C-046-0400 permit Clackamas County to purchase goods and services using cooperative contracts;

Whereas, Sourcewell, cooperative purchasing entity, established a cooperative contract with Axon Enterprise Inc. for the purchase of public safety video surveillance solutions (i.e. fleet car cameras) with related equipment software and accessories,

Whereas, the Clackamas County Sheriff’s Office desires to utilize the aforementioned cooperative contract and enter into a 5-year agreement with Axon Enterprise, Inc. to purchase 150 Axon Fleet 3 in-vehicle cameras, associated accessories, software services, cloud storage, installation, and related training, for total of \$1,554,688.82 through FY 2026;

Whereas, the Clackamas County Department of Finance requests authority to purchase the aforementioned goods and services by issuance of a purchase order (“PO”); and

Whereas, a PO is issued directly through the Clackamas County Department of Finance’s management software with no signature required or available;

NOW THEREFORE, the Clackamas County Board of County Commissioners orders as follows:

1. The requested purchase of the aforementioned goods and services from Axon Enterprise, Inc., in the amount of \$1,554,688.82, is hereby approved;
2. The Clackamas County Sheriff’s Office will notify the Board of Commissioners of each fiscal year encumbrance amount made under the contract with Axon Enterprises, Inc. at a regularly scheduled Board meeting; and

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**BEFORE THE BOARD OF COUNTY COMMISSIONERS
OF CLACKAMAS COUNTY, STATE OF OREGON**

In the Matter of Approving
Issuance of Purchase Order for
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Board Order No. _____
Page 2 of 2

3. The Clackamas County Administrator is delegated limited authority to sign the AXON quote. The Clackamas County Department of Finance is hereby delegated limited authority to issue a PO to purchase the aforementioned equipment and services.

DATED this ____ day of _____, 2022

BOARD OF COUNTY COMMISSIONERS

Chair

Recording Secretary