

170750c



Budget & Finance Department

Purchasing Division

PO Box 490, Station 32
Gainesville, FL 32602-0490
(352) 334-5021
(352) 334-3163 (fax)

January 8, 2018

The attached Sole Source was posted on DemandStar from December 22 through January 4th.

No responses were received.

We had to revise the MOSS form due to an expired quote and price changes.

A handwritten signature in cursive script, appearing to read "Melanie Sowers".

Melanie Sowers
Senior Buyer

User: **Sowers, Melanie**

Organization: **City of Gainesville - Purchasing Division**

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City of Gainesville - Purchasing Division
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Sole Source Posting
Notice of Intent to Accept Products and/or Services from a Specified Source (Axon Enterprise, Inc.)
SSP -180104-0-2018/MS

Sealed bids will be received by the City of Gainesville, Florida from qualified firms to furnish the goods and/or services identified in the specifications document.

or
 The City of Gainesville (hereafter "City") is accepting proposals from qualified firms to furnish the goods and/or services identified in the specifications document.

There will be a non-refundable fee of \$2.00 per set of plans and specifications (on CD) picked up at the City of Gainesville Purchasing Division.

Scope of Work: The Gainesville Police Department intends to purchase Tasers, Taser holsters, Taser cartridges, Taser battery packs, body cameras, extended warranties, and service agreement.

Ordering Instructions: This package can be downloaded from Onvia DemandStar on our website at <http://www.demandstar.com>.

Document Cost: fee, plus shipping and handling, for delivered hard copies of documents posted, only, to the Onvia DemandStar Web site; \$5.00 for any document package electronically downloaded from the Onvia DemandStar Web site by members without subscriptions that include the City of Gainesville in their subscription service territory. Free of charge for electronically downloaded documents for Onvia DemandStar subscribers that include the City of Gainesville Purchasing Department in their subscription service territory.

Bid Bond:

Pre/Bid Proposal Conference: N/A

Due Date/Time: 1/4/2018 5:00 PM Eastern

City of Gainesville - Purchasing Division must receive bids/proposals no later than said date and time. Bids/Proposals received after the Bid/Proposal Due Date and time are late and will not be considered. Modifications received after the Bid/Proposal Due Date are also late and will not be considered. Letters of withdrawal received after the Bid/Proposal Due Date or after contract award, whichever is applicable, are late and will not be considered.

NOTE: ALL PROSPECTIVE BIDDERS/RESPONDENTS ARE HEREBY CAUTIONED NOT TO CONTACT ANY MEMBER OF THE CITY OF GAINESVILLE STAFF OR OFFICIALS OTHER THAN THE SPECIFIED CONTACT PERSON.

The City reserves the following rights: to waive clarifications and exceptions in awarding the bid/proposal in the best interest of the City; to accept or reject any or all bids/proposals; to waive any or all irregularities; and to award the contract to the most responsible and responsive Bidder/Offeror whose bid/proposal is determined by the City to be in its best interest. It is the policy of the City of Gainesville that qualified local small business (SBEs) as defined in the City of Gainesville's Local Small Business Procurement Program (the "Program") shall have the maximum practical opportunity to participate in the competitive process of supplying commodities and services to the City. Notification is hereby given that local small businesses are strongly encouraged to submit a bid in response to any procurement opportunity let by the City of Gainesville. Prime contractors are strongly encouraged to utilize qualified local small business subcontractors and material suppliers.

Contact: Melanie Sowers
 Senior Buyer
 Phone: 3523938779

Onvia DemandStar

[<< Return](#)



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NOTICE OF INTENT TO PURCHASE SOLE/SINGLE SOURCE PRODUCTS AND/OR SERVICES

The products and/or services listed below or on the attached pages are believed to be of a unique or proprietary nature and therefore only available from one source.

Posting Start Date/Time	Product/Service	Source of Supply	Posting End Date/Time
December 22, 2017 8:00 AM	Tasers & Body Worn Cameras (with Service Agreement)	Axon Enterprise, Inc.	January 4, 2018 5:00 PM

The above description is intended to describe the products and/or services the City intends to accept. This notice will remain posted for a period of seven (7) business days.

If you believe you have a "like" product or service to offer, please submit descriptive literature and detailed technical specifications by email to SowersMA@CityofGainesville.org. If you prefer, you may mail this information to the buyer at:

City of Gainesville
Purchasing Department
Attn: Melanie Sowers
200 E University Avenue
Gainesville, FL 32601

Responses to this notice will be used to determine whether bona fide competition exists. If Purchasing does not receive "like" products/service information during this posting period, the purchase order shall be issued to the listed vendor.

Deadline

The deadline for receipt of descriptive literature and detailed technical specification is the Posting End Date/Time notified above. Information received after this date/time will not be considered.

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Product/Service Description

Gainesville Police Department will be replacing all of the Tasers currently in inventory. The Taser is a conducted electrical weapon that projects two probes at a target and delivers an electrical charge to achieve neuromuscular incapacitation.

The service contract associated with the replacement will supply unlimited battery and cartridge replacement, targets, the equipment to download data from the unit, and will replace any damaged units for the life of the contract. These Tasers emit a signal when activated by the officer that integrate with Tasers body worn cameras to activate the record function for any camera in a 30 foot radius.

The Body Worn Cameras record audio and video in real time. The cameras have the capability to sync via Bluetooth with a separate monitoring device so that the user could review recorded or live video. The BWC must record a minimum of 12 hours, have WIFI capability, docking stations for data upload, and have the capability to receive the signal from the Taser to activate the record function. They must also have the ability for the user to mark all of the videos for inventory with a case number or the like.

The service with the BWC includes the replacement of any damaged camera during the life of the contract, has unlimited on-line/cloud storage of all recordings and the ability to blur, redact, or remove protected information, as well as the ability to send a link of the video to the requestor instead of burning a disc.

Sole Source Write Up

Please find several items here that highlight what TASER's Axon program provides that's unique to body worn camera programs throughout the U.S. and world. **TASER is able to provide all of these products and services today through the delivery of one, comprehensive ecosystem.** Should you have any questions, please feel free to reach out.

What does TASER (Axon and Evidence.com products/services) provide that is unique to the industry?

- **Capture Systems**

- Cameras

- 12 hour continuous record — we're the only vendor capable of this battery life today in two different camera options. Both camera options can record the entire 12 hour shift if the agency has extended shift lengths, investigations, or prefers full shift record.

- Configurable pre-event buffer for full shift (0-120 seconds) — we're the only vendor capable of doing a pre-event buffer for an entire shift (up to 12 hours) without battery replacement or camera recharge.

- Flexible mounting options, two interchangeable camera systems - we're the only vendor capable of mounting and moving a camera between multiple mounting locations mid-shift (glasses, collar, epaulette, hat, helmet, headband); some officers choose to wear two mounts, wearing one outside and the other when entering a home (especially good for daylight to lower light situations); we're also the only vendor who provides the same camera functionality in a body worn camera system mounted center mass, on a belt, in a pocket, or anywhere on the person with the flexible rapid-lock mounting system. The options between these two cameras and their respective mounts are, combined, unique to the industry.

- Mobile Applications

- Axon View — allows for immediate playback, review, and annotation of video through an officer's smart device (phone or tablet); also allows an individual (officer, supervisor, tactical individual) to view live footage of an event through a blue-tooth and/or wifi connection within 30 feet of the camera system user).

- Axon Capture — allows for an agency to deploy an application for mobile devices (phones and tablets) enabling an officer, detective, or LE user to take video, photographs, or audio recordings in the field (without a separate audio recording device or additional camera system).

- **Uploading, Recharging, Updating**

- Cloud-Connected Dock and Walk — we're the only vendor that has a truly seamless workflow in docking as the officers simply dock their camera and walk away (the camera uploads, recharges, and updates without officer/supervisor/administrator involvement); this is also unique insofar as the content uploads directly to the cloud-based storage and management system without the need for local infrastructure beyond direct connection

to the network and power supply. During this process, all data is encrypted to ensure secure transfer while the systems (camera and evidence management system) check to ensure all data uploaded is the same data that was captured on the street (through SHA1 or SHA2 hash mechanisms).

- *Cellular or wi-fi enabled upload from Axon Capture application* (for video, photographs, or audio recordings taken on smart device).

- **Storage & Management**

- *Management Suite - TASER | Axon* is the only vendor today offering the following items in their management system for body camera footage, providing an uptime of 99.98% to agencies across the U.S. (this can also be used for in-car, fixed surveillance, photos, audio / 911 calls, and other data) —
 - Redaction tools (bulk + auto + manual) – so the agency can cut out sensitive pieces of audio and video (two additional levels of provided that others do not provide today — bulk redaction allowing an agency to mass blur or strip audio from multiple files simultaneously and smart redaction allowing an agency to automatically redact part of a video without redacting the video frame by frame; this smart redaction technology also enables the agency to review the automatically redacted data and make in-review adjustments to the algorithm so the system can self-correct and the redaction copy can be finalized more quickly than restarting the automatic redaction process).
 - Electronic sharing — so the agency can send individual files or full case folders of data immediately, through a CJIS-secured link. Sharing is customized to the agency's needs — allowing for link sharing (to someone for immediate download), link sharing for retrieval and review (without downloading), and link sharing for immediate importing into a partner's [Evidence.com](#) instance (where they can store for as long as they need and label according to their own incident numbers). With all sharing, the data is tracked and reported in a chain of custody report — so an agency knows whether someone has received, reviewed, downloaded, and shared data (depending on how the agency provided this data and set the parameters). This level of flexibility and auditing is necessary for the efficiency and efficacy of the program.
 - Prosecutor platform — so the agency can share files and case folders electronically and allow prosecutorial partners to store and manage their data according to their own nomenclature and retention timelines (at no cost).
 - RMS/CAD Integration - so officers do not have to tag metadata in their videos; this happens automatically and matches the RMS/CAD data with [Evidence.com](#) data.
 - Axon Device Manager— so support staff can quickly and efficiently register and assign Axon cameras to their agency and officers. Tap an AB2 to the back of an Android device running [Axon Device Manager](#), search for the officer, tap assign.
 - TASER CEW Management— so the agency armorer can track CEW health across all devices. Upload firing logs, update firmware of devices, and track troubled devices within the agency's [evidence.com](#) account. [Evidence.com](#) also generates trilogy log pulse graphs to visualize CEW energy expenditure and circuit connection.
- *Hosted Storage*

- Unlimited storage plan — we're the only vendor offering unlimited storage for body camera video and mobile uploads (from several inputs — Axon body worn cameras and the Axon Capture Application for photos and audio recordings in the field).
- Complimentary storage for additional data — we provide complimentary storage for additional data the agency chooses to store in Evidence.com (40 GB per user on the “unlimited” or “Officer Safety” license plans).

- **Services**

- *Professional Services* — TASER | Axon provide in-field support to deploy an agency's program according to their unique timeline and approach (including, at the preference of the agency, pre-deployment planning, pre-deployment infrastructure site walks and installations, hardware and software assignment and agency-customization, training strategy for all hardware and software users, and post go-live review and program modifications).
- *Ongoing Support Services*
 - Regional Support Managers — TASER | Axon provide in-field and remote support for an agency's program through dedicated Regional Support Managers. An individual from the TASER | Axon team will be assigned to the agency to assist in all related program matters, in continuation of the professional services offered at the start of a program, to ensure it's running optimally and all ongoing services are continually provided.
 - Customer Service — TASER | Axon provide 24/7 customer support to augment the work the Professional Service and Regional Support teams provide. At an agency's discretion, they can reach out and receive immediate assistance from a customer service team around the clock to identify and correct all program related issues, thereby minimizing downtime of officers on the street and uptime of an agency's overall program.
- *Legal & Engineering Services* — TASER | Axon provide ongoing legal and engineering services to an agency, upon their election, to assist in legal and engineering questions and representation should data be used in court or its efficacy be called into question at any time during the deployment or after its use.
- *E-Learning Platform* — TASER | Axon provides an online platform for continued learning on the hardware and software systems provided, as well as for the solution enhancements provided every 30-60 days.

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QUOTE: Q-156198-43164.771AP

Axon Enterprise, Inc.
Protect Life.
17800 N 85th St.
Scottsdale, Arizona, 85255
United States
Phone: (800) 978-2737

Issue Date: 03/05/2018

Quote Expiration: 04/20/2018

Account Number: 158327

Start Date: 04/05/2018
Payment Terms: Net 30
Delivery Method: Fedex - Ground

Sales Representative:
Jeff Fuson
Phone: (404) 915-3542
Email: jfuson@axon.com
Fax:

Primary Contact:
Jorge Campos
(352) 393-7784
camposjj@cityofgainesville.org

BILL TO:
Gainesville Police Dept. -FL
545 NW 8TH AVE
GAINESVILLE, FL 32601
US

SHIP TO:
Jorge Campos
Gainesville Police Dept. -FL
545 NW 8TH AVE
GAINESVILLE, FL 32601
US

Payment 1 Due Net 30

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
85176	TASER 60 YEAR 1 PAYMENT: X2 BASIC	190	254.00	48,260.00
85177	TASER 60 YEAR 2 PAYMENT: X2 BASIC	190	254.00	48,260.00
80082	UNLIMITED BWC BUNDLE: YEAR 1 PAYMENT	50	395.00	19,750.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,000	0.00	0.00
80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	5	0.00	0.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	5	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00
80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	5	468.00	2,340.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00
Hardware				
22151	CARTRIDGE, PERFORMANCE, SMART, 25'	410	36.00	14,760.00
22155	CARTRIDGE, PERFORMANCE, SMART, INERT SIM, 25'	20	49.00	980.00
22002	HANDLE, BLACK, CLASS III, X2	190	0.00	0.00
22501	HOLSTER, BLACKHAWK, RIGHT, X2, 44HT01BK-R-B	170	0.00	0.00
22504	HOLSTER, BLACKHAWK, LEFT, X2, 44HT01BK-L-B	20	0.00	0.00
70116	PPM, SIGNAL	190	0.00	0.00
22157	CARTRIDGE, PERFORMANCE, SMART, TRAINING, 25'	380	0.00	0.00
22013	KIT, DATAPORT DOWNLOAD, USB, X2/X26P	2	188.00	376.00
70112	AXON SIGNAL UNIT	50	160.00	8,000.00
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	50	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	50	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	50	0.00	0.00

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Payment 1 Due Net 30 (Continued)

Item	Description	Quantity	Unit Price	Total (USD)
Hardware (Continued)				
11553	SYNC CABLE, USB A TO 2.5MM	50	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	9	42.00	378.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	9	1,495.00	13,455.00
Services				
85147	CEW STARTER	1	2,500.00	2,500.00
85144	AXON STARTER	1	2,500.00	2,500.00
			Subtotal	163,899.00
			Estimated Shipping	0.00
			Taxes	0.00
			Total	163,899.00

Spares

Item	Description	Quantity	Net Unit Price	Total (USD)
Hardware				
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	3	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	3	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	3	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	3	0.00	0.00
			Subtotal	0.00
			Taxes	0.00
			Total	0.00

Spares

Item	Description	Quantity	Net Unit Price	Total (USD)
Hardware				
22002	HANDLE, BLACK, CLASS III, X2	1	0.00	0.00
85175	TASER 60 X2	1	0.00	0.00
70116	PPM, SIGNAL	1	0.00	0.00
			Subtotal	0.00
			Taxes	0.00
			Total	0.00

Payment 2 Due October 2018

Item	Description	Quantity	Net Unit Price	Total (USD)
Axon Plans & Packages				
85178	TASER 60 YEAR 3 PAYMENT: X2 BASIC	190	254.00	48,260.00
85179	TASER 60 YEAR 4 PAYMENT: X2 BASIC	190	254.00	48,260.00
85180	TASER 60 YEAR 5 PAYMENT: X2 BASIC	190	254.00	48,260.00
80080	UNLIMITED BWC BUNDLE: 3 YEAR	57	2,844.00	162,108.00
85112	EVIDENCE.COM INCLUDED STORAGE (GB)-3 YEAR CONTRACT	2,280	0.00	0.00
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	50	948.00	47,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,000	0.00	0.00

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Payment 2 Due October 2018 (Continued)

Item	Description	Quantity	Unit Price	Total (USD)
Axon Plans & Packages (Continued)				
80084	UNLIMITED BWC BUNDLE: YEAR 3 PAYMENT	50	948.00	47,400.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,000	0.00	0.00
80083	UNLIMITED BWC BUNDLE: YEAR 2 PAYMENT	50	553.00	27,650.00
85110	EVIDENCE.COM INCLUDED STORAGE	2,000	0.00	0.00
80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	5	273.00	1,365.00
85110	EVIDENCE.COM INCLUDED STORAGE	150	0.00	0.00
Hardware				
74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	57	0.00	0.00
74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	57	0.00	0.00
74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	57	0.00	0.00
11553	SYNC CABLE, USB A TO 2.5MM	57	0.00	0.00
70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	10	42.00	420.00
70112	AXON SIGNAL UNIT	57	0.00	0.00
74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	10	1,495.00	14,950.00
			Subtotal	446,073.00
			Taxes	0.00
			Total	446,073.00
			Grand Total	609,972.00



Discounts (USD)

Quote Expiration: 04/20/2018

List Amount	760,513.00
Discounts	150,541.00
Total	609,972.00

**Total excludes applicable taxes and shipping*

Summary of Payments

Payment	Amount (USD)
Payment 1 Due Net 30	163,899.00
Spares	0.00
Spares	0.00
Payment 2 Due October 2018	446,073.00
Grand Total	609,972.00

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Notes

Customer is receiving a 60 month extended warranty on X2s under the Taser 60 program. 2/5ths is to be invoiced upon signing and 3/5ths will be invoiced in October 2018. Agency will be allotted 1 BWC TAP refresh upon the third anniversary date of this agreement. This quote anticipates an Axon hardware shipment in the second half of march 2018 resulting in an e.com license period from 5/1/2018- 4/30/2021. The customer is still entitled to the 5 year extended warranty on the Taser 60 X2 from 5/1/2018- 4/30/2023.

Typically, hardware shipment occurs between 4 – 6 weeks after purchase date. Product availability for new or high demand products may impact delivery time.

TASER60 Terms and Conditions: This quote contains a purchase under the TASER 60 Plan. If your purchase only includes the TASER 60 Plan, CEWs, and CEW accessories, then this purchase is solely governed by the TASER 60 Terms and Conditions posted at: <https://www.axon.com/legal/sales-terms-and-conditions>, and the terms and conditions of Axon's Master Services and Purchasing Agreement do not apply to this order. You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

Officer Safety Plan Includes:

- Evidence.com Pro License
- Upgrades to your purchased AXON cameras and Docks at years 2.5 and 5 under TAP
- Extended warranties on AXON cameras and Docks for the duration of the Plan
- Unlimited Storage for your AXON devices and data from the Evidence Mobile App
- One TASER CEW of your choice with a 4 year extended warranty (5 years total of warranty coverage)
- One CEW holster and battery pack of your choice
- 40 GB of included storage for other digital media
- Additional terms apply. Please refer to the Evidence.com Master Service Agreement for a full list of terms and conditions for the Officer Safety Plan.

Axon's Sales Terms and Conditions

By signing this Quote, you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement (MSPA), posted at <https://www.axon.com/legal/sales-terms-and-conditions>, as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. You represent that you are legally authorized to sign this Agreement on behalf of your entity. If you do not have this authority, please do not sign this Quote.

Signature: _____ Date: _____

Name (Print): _____ Title: _____

PO# (Or write N/A): _____

Please sign and email to Jeff Fuson at jfuson@axon.com or fax to

Thank you for being a valued Axon customer. For your convenience on your next order, please check out our online store buy.axon.com

Quote: Q-156198-43164.771AP

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