



Agenda Action Form Overview

The Board is requested to approve a 10-Year Contract with Axon Enterprise, Inc in the amount of \$3,112,658.44 for the Purchase of Replacement and Additional Taser Equipment for the Durham County Sheriff's Office. The Board is also requested to authorize the County Manager to execute this contract and to have the authority to sign subsequent renewals so long as the total amount doesn't exceed \$3,112,658,44 over a 10-year period. The Sheriff's Office is currently in year four of a five-year agreement with Axon Enterprises, Inc. The final year payment of \$153,009.39 is due in April 2026. Axon has agreed to accept the final payment of the existing contract for the first year of the new contract. All subsequent renewals will be budgeted during the budget cycle. The annual operating budget impact of this contract in Years 2-10 (FY2027-35) will be \$328,849.85/year.

Background/Justification

This purchase will replace the existing 143 tasers and add 57 new tasers. This purchase will also replace the existing 4 virtual reality headsets and add 4 more VR sets. The Sheriff's Office has been utilizing Axon Taser products, previously known as Taser International Inc., for the last 15 years and intends to continue using Axon Enterprise, Inc. as a sole source for taser equipment.

The Sheriff's Office is seeking to expand less-lethal options in an effort to decrease the likelihood of injuries to officers and those they encounter when responding to emergency situations. Tasers have proven to be an effective tool in de-escalation over the last 15 years for the agency. Over the last 12 months in situations involving the use of a Taser, officers gained compliance 62% of the time just by displaying the taser. Absent of these, officers would have to resort back to hand-to-hand tactics with offenders which increases the opportunity for more severe, longer-lasting injuries to all parties involved.

This contract provides a threefold increase in the amount of annual training and includes all of the equipment needed for recertifications. There are 20 training vouchers for instructors that can be used towards a new instructor certification, basic instructor recertification or to become a master instructor. The basic recertification and master instructor certification is mandatory every two years, and both incorporate instructor virtual reality (VR) training. VR training provides our officers with realistic training and Axon has over 20 different scenarios – several of which comply with crisis intervention CIT and align with American Correctional Association (ACA) Accreditation. All of the VR training is adjustable to avoid predictions and gaming the scenarios. Additional scenarios will be provided over the terms of the agreement free of charge. Training suits are included for instructors and will be used in different environments for real-life interaction between role players and officers.

The Taser 10 is a dynamic device featuring a 10-shot capacity that can be used for both close and long distances. This is a feature not previously provided. Evidence.com is a component of the contract which is a cloud-based storage service that will provide a license for each officer. These tasers will upload officer-specific data to these servers while recharging the battery on a docking station. The batteries will also receive firmware updates while they are docked, as opposed to previous manual downloads. Every component of this device will be assigned to the officer and



stored in Evidence.com. The new warranty will cover the Tasers, holsters, batteries, docking stations, cartridges and any other related Taser equipment.

Policy Impact

There is no policy impact

Procurement Background

Procurement will take place once the funding is approved

Type of purchase

- ☒ Goods
- ☐ Services
- ☐ Construction Work

Did this request for purchase go through a bid process? Yes ☐ No ☒

Goods: Bids required if $\geq \$30,000$, BOCC approval if $\geq \$90,000$

Services: Bids required if $\geq \$30,000$, BOCC approval if $> \$40,000$

Construction/Repair work: Bids required if $\geq \$30,000$, BOCC approval if $\geq \$500,000$

If yes, attach a copy of bid tab and the minority and women business enterprise (MWBE) compliance review form provided by the Purchasing Division.

If no, why?

- ☒ Sole source exemption
- ☐ Cooperative purchasing program exemption
- ☐ State and federal contract exemption
- ☐ Contract is an amendment to an existing contract
- ☐ Other (please explain)

If exempted from bidding, has this request been reviewed and approved by the Purchasing Division in the agenda Legistar system? Yes ☒ No ☐

If no, why?

Axon Enterprises, Inc was previously approved by the Board on February 14, 2022, as a sole source vendor (22-0011). This request is a continuation of this product and is compatible with existing infrastructure needed to support the product.



Fiscal Impact

The Sheriff's Office is currently in year four of a five-year agreement with Axon Enterprises, Inc. The final year payment of \$153,009.39 is due in April 2026. Axon has agreed to accept the final payment of the existing contract for the first year of the new contract. All subsequent renewals will be budgeted during the budget cycle. The annual operating budget impact of this contract in Years 2-10 (FY2027-35) will be \$328,849.85/year. The Sheriff's Office is receiving a trade-in credit for the existing tasers (143) at \$150/per taser for a total of \$21,450. This, along with a bundle savings, is reflected in the 10-year contract. The payment schedules are listed below.

	Current Contract Amount
FY26-27	\$153,009.39

	New Contract Amount
FY26-27	\$153,009.39
FY27-28	\$328,849.85
FY28-29	\$328,849.85
FY29-30	\$328,849.85
FY30-31	\$328,849.85
FY31-32	\$328,849.85
FY32-33	\$328,849.85
FY33-34	\$328,849.85
FY34-35	\$328,849.85
FY35-36	\$328,850.25
Total	\$3,112,658.44



Recommendation

The County Manager recommends that the Board approve a 10-Year Contract with Axon Enterprise, Inc in the amount of \$3,112,658.44 for the Purchase of Replacement and Additional Taser Equipment for the Durham County Sheriff's Office. The Board is also requested to authorize the County Manager to execute this contract and to have the authority to sign subsequent renewals so long as the total amount doesn't exceed \$3,112,658,44 over a 10-year period. Funding for year one currently exists within the Sheriff's operating budget.